

SURGE IN SHEEP SALES

October and November were big months for Primaries' sheep sales with the company selling more than 100,000 sheep in each month.

Trevor Pedler said the increased volume on top of a solid selling year was expected to boost Primaries sheep sales to a record for 2005.

"With the excellent season, a big live export season with little or no disruption and good processing demand for both lamb and mutton, the market has been virtually trouble-free this year, with solid pricing throughout," Trevor said.

"Primaries has also matched its record performance in cattle last year with prices holding up reasonably well, despite the financial problems with E.G.Green.

"Livestock support for the company is statewide and we are looking forward to further growth next year," he said.

The need to recruit young people into livestock marketing was again recently recognised by Primaries with the appointment of Stephen Keatley as a livestock trainee.

QUICK WOOLTRADE RESULT IMPRESSES TRENT TYLER

The sale of more than 200 bales of wide ranging wools at a 10 c/kg premium in a falling market, in less than two weeks from shearing to sale has greatly impressed new Primaries wool client, Trent Tyler of Wyalkatchem.

"We run a 9,500 head Merino breeding flock and a separate sheep trading enterprise turning over another 5000 sheep off winter pastures as a handy adjunct to a major cropping programme," Trent said this week.

"We aim to turn over both the sheep and the wool quickly to clear the sheep trading account as soon as we can, and we have certainly done that on the wool side this year through the skills of Greg Tilbrook and his colleagues at Primaries, using the Wooltrade service.

"Greg accepted the challenge of presenting a variety of wools, long, short and crossbred, - but all in beautiful clean condition because of the excellent season -, to the best advantage.

"He quickly took over management of a big range of lines at shearing and had the test results and estimates coming back to us within three days of the 276 bale clip being delivered to Primaries' Spearwood store. The last test results were delivered on the Friday morning when the wool was listed on Wooltrade to immediate buyer interest, and 145 bales were sold the same day at 10c/kg above our reserves."

"More wool was sold at auction last week, with Greg regularly on the phone keeping me up to date with sales and prospects."



Greg Tilbrook of Primaries (left) with Trent Tyler

Trent said whereas sheep trading was a sideline to the cropping operation at Wyalkatchem, it offered opportunities if wool and livestock sales were handled well.

A further bonus came from maintaining 2,000 hectares of pasture for sheep on a three year rotation between wheat crops.

"With the excellent season the pasture paddocks produced weed/free, higher yielding crops and they were a pleasure to harvest," he said.

Greg Tilbrook said this week that a feature of Wooltrade was that the Tyler clip attracted immediate buyer interest on listing.

"We took the best offers and were able to achieve the results Trent was hoping for on most of the wool. There are about 40 bales still to sell but there is no hurry for them."

Greg was farming south of Lake King and joined Primaries two years ago. He says his time assisting on Primaries wool show floor allowed him to get to know most of WA's wool buyers, whilst working with OFDA on behalf of the company gave him a valuable insight into flock breeding and management.

Since his appointment to the central wheatbelt territory as Primaries wool representative, he has been working closely with Primaries Koorda agent Shane Boyd and recently appointed livestock specialist, Keith Rieger.



Jo and Murray Wills were pictured with Don Pentz and Frank Urbano, (right), Logistics Officer for Jandakot Wool Washing.

SCOUR VISIT

When Jo and Murray Wills of 'Bundaleer,' Rocky Gully visited Primaries' wool store to see their first wool clip go into the system, their local Primaries wool representative Donald Pentz also arranged a tour of Jandakot Wool Washing Pty Ltd.

"The scouring operation is one that generally holds a great deal of interest for woolgrowers and Jandakot's relatively new operation at East Rockingham is state of the art," Donald said.

Jo, who is the daughter of Munro White of "Monterey" Rocky Gully, and her husband Murray, agreed that the visit was an eye-opener. Their Merino flock on Bundaleer, is based on Willemenup blood.

NEW TRAINEE



Stephen, pictured here with Primaries' marketing manager Matt Pedersen and livestock coordinator Janette Bingham, said he had been keen to follow a career in livestock and wool for some years.

Narrogin Agricultural College graduate Stephen Keatley joined Primaries as a full-time trainee last week and started his career working with the livestock teams at Katanning and Mt. Barker.

His teacher at Narrogin, Alicia Keppart recommended that he put his name forward after Primaries had registered an interest in offering a traineeship with three Ag colleges.

Stephen will operate from the Keatley family base at Highfield-Jaloran near Kojonup whilst he masters the livestock business.

A BUSY YEAR FOR PRIMARIES

Increasing support for Primaries from both existing and new clients has resulted in another successful, busy year for the company and we wish to take the opportunity of our last Wool Bulletin for the Year to thank all of you for that support.

As you have come to expect, there will be a number of new initiatives on offer from us next year, hopefully in another bountiful season, with improved prospects for wool in 2006.

On behalf of our directors Des Sheedy, Miles Hampton Simon Joel, and the growing staff of Primaries, may I wish your families and friends sincere greetings for the festive season.

Trevor Pedler,
Managing Director

WHEATBELT TRIO STRIKES A CHORD

When Shane and Karen Boyd set up Boyd Agencies to cover Koorda Trayning and Bencubbin, they approached Primaries for an agency, recognising the need to offer a competitive wool and livestock service in the area.

Now with the recent appointment of Keith Rieger as the groups' livestock specialist, and the arrival of young wool technician Greg Tilbrook to represent Primaries in the area, the business is already performing like a winning trifecta.

"Keith and myself were old acquaintances and he is widely regarded in the region as a livestock specialist. Greg Tilbrook talks the language of the younger as well as older farmers, and got off to a good start by playing a couple of footy games for Koorda.

Keith Rieger said sheep enterprises continued to play an important role throughout the central and eastern wheatbelt and most farmers, particularly the younger age group were looking for experience and advice to manage their sheep enterprises.

"Many clients realise the importance of maintaining their breeding flocks as a supplement to cropping, and we are seeing an increasing number taking advantage of lupin and pea crops and stubbles to run prime lambs. Our good relationships with live exporters, WAMMCO and Fletchers, as well as regular sales at Midland have underpinned the service we offer," Keith said.

"Greg Tilbrook's farming experience and his enthusiasm for marketing wool with the options available through Primaries, have made him a valuable member of the Boyd Agencies team."



Shane Boyd and Keith Rieger

CONTACTS

Name	Area	Phone No	Mobile
OFFICE STAFF			
ERIC TOMLINSON		9434 1622	0428936076
Mt Barker saleyards		9851 1989	
Katanning Saleyards		9821 2999	
Midland Saleyards		9274 0977	
STORE			
JIM EARNEY (FOREMAN)		9434 1622	
WOOL			
DES SHEEDY		9434 1622	0429106481
TREVOR PEDLER		9434 1622	0427856661
TIM CHAPMAN		9434 1622	0427857552
JOHN AYLMOORE		9434 1622	0427857527
CARL POINGDESTRE		9434 1622	0427774748
TERRY WINFIELD		9434 1622	0428923329
MATT PEDERSEN		9434 1622	0428929751
CON VINCI		9434 1622	
DONALD PENTZ		9434 1622	0427433557
GREG TILBROOK		9434 1622	0429889053
BRAD MOULDEN		9434 1622	0427885700
LIVESTOCK			
GRAHAM DENSLEY (G'ton)		9923 2214	0428932476
PETER SHERIDAN (Kojonup)		9825 3091	0428872911
IAN HUNTER (Beverley)		9293 4955	0427775181
STAN ZUGLIAN (Esperance)		9071 5830	0428934197
MALCOLM BAILLY (Wagin)		9861 1266	0429378872
ALAN POWELL (Esperance)		9071 1542	0427711544
BRIAN BARNSBY (Narrogin)		9881 6025	0427814300
WAYNE FUCHSBICHLER			
Katanning		9821 4703	0429314703
TERRY ZAMBONETTI (Albany)		9842 1240	0427775182
TRAVIS MENGHINI (Brookton)		9642 1842	0422734639
KEITH TAYLOR (Midland)		9459 6414	0427596414
NIGEL HUNT (Badgingarra)		9652 9006	0428520006
PETER TREZISE		9417 9808	0429417900
PETER BREWSTER (Darkan)		9736 1999	0429680867
MAURICE MOULTON (Albany)			0427441657
DEAN WALLINGER (Mt Barker)		9851 1508	0429683072
STEPHEN KEATLEY (Katanning)			
COMPANY AGENTS			
GRAHAM VOLICH (Esperance)		9071 5830	0429120005
GRAHAM CARTHEW (Jerramungup)		9835 1445	
GEOFF RAYNER (Beverley)		9646 1420	0429461420
NOEL PARKIN		9828 2127	0428282127
BRAD DAVIS (Brookton)		9642 1151	0417178038
NEIL GILL		9642 1222	0428421222
SHANE BOYD (Koorda)		9684 1235	0427841235
KEITH REIGER			
Boyd Agencies (Trayning)		9683 1003	0428831111