



GREAT SOUTHERN REGIONAL CATTLE SALEYARDS ADVISORY COMMITTEE MEETING

MINUTES

SECTION 5.9(2)(a) LGA 1995

Committee Brief

The duties of the committee shall be to:

- *Make recommendation to the Council regarding the strategic direction of the Saleyards;*
- *Make Recommendation to the Council regarding the Environmental Action Plan for the Saleyards;*
- *Bring to the attention of the Chief Executive Officer, industry matters regarding the cattle industry that may not be readily available to persons external to that industry; and*
- *Make recommendation to the Council regarding development works on the site.*

A Special Meeting of the Great Southern Regional Cattle Saleyards
Advisory Committee was held at the
Saleyards, Albany Highway, Mount Barker WA 6324,
1.00pm Wednesday 2 May 2012

Rob Stewart
CHIEF EXECUTIVE OFFICER

Committee Members

Cr B Bell, Cr L Handasyde, Cr C Pavlovich, Cr M Skinner 238/11

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Membership

Cr M Skinner – Presiding Member

Cr B Bell

Cr L Handasyde

Cr C Pavlovich

1 DECLARATION OF OPENING / ANNOUNCEMENT OF VISITORS

1.05pm The Presiding Member declared the meeting open.

2 RECORD OF ATTENDANCE / APOLOGIES

Members Present

Cr M Skinner (Presiding Member)

Cr B Bell

Cr L Handasyde

Apologies

Cr C Pavlovich

Leon Giglia – Landmark

Geoff Shipp - Elders

Matt Pederson – Primaries

Staff

Mr Rob Stewart, Chief Executive Officer

Mr John Fathers, Deputy Chief Executive Officer

Mr Stewart Smith, Saleyards Manager

Mrs Erika Henderson, Assistant Saleyards Manager

Visitors

Harry Carroll – Landmark

Charlie Staite – Landmark

Michael Lynch – Landmark

Tom Marron - Elders

Paul Marney – Elders

Darren Chatley – Elders

Ray Norman – Elders

Terry Zambonetti – Primaries

Mitch Braithwaite - Primaries

3 DISCLOSURE OF MEMBERS' INTERESTS

A Financial Interest was disclosed by Cr M Skinner

Nature and Extent of Interest: Farming - 400 head of cattle

Authority to participate pursuant to Section 5.69 (3) (a) and (b) of the Local Government Act 1995

Approval has been received from the Department of Local Government via letter dated 9 January 2012, giving permission for Cr M Skinner and Cr J Moir to participate in matters relating to the Great Southern Regional Cattle Saleyards until 31 December 2012.

Mr J Fathers read aloud the letter, a copy of which is attached to these minutes.

4 MEETING WITH AGENTS

The Committee met with agent representatives and discussed each of the items within meeting agenda in turn.

The agents argued that fees should remain stable. Committee members advised that regular, modest increases in line with a self sustaining business plan would be likely. The Committee advised that it would reconsider this and in particular, the fees for private weighs (under 20 cattle).

The Chairman advised agents that a request had been received from Westcoast Livestock to trade at the saleyards. The view of the Saleyards Committee was that this should be beneficial to the Shire and that operationally it should work as there has been four agents in place before. The Shire considers that it had an obligation to allow free competition under the Trade Practices Act, 1974. Agents objected to the proposal on the basis of the investment they had made to the yards over the years, the dilution of their market share, operational difficulties and occupational health and safety concerns from overcrowding. It was requested that the Committee consider alternatives to allowing an additional agent into the Thursday sale. The Committee agreed to this, prior to making a final recommendation to the Council.

The Committee advised agents of the proposal for the existing Agent Agreements to be reviewed, with a view to all agents entering into new agreements by 1 July 2012. This was proposed to include an amendment to the fee structure to reflect the \$1.00 agent contribution being allocated towards capital maintenance, given the saleyards loans have now been paid off.

In regard to a name change, there was general agreement for 'Mount Barker Regional Saleyards'.

The Saleyards Manager provided an update in relation to the progress of the soft floor and new dirt yards.

In response to the question about business planning, suggestions for more drafting facilities, another ramp and a roof over the selling pens were raised. Agents suggested that there may be cost savings if a reduced wash down regime is employed in winter. The Committee advised that this was already being considered.

The Agents left the meeting at 2.22pm.

5 PROPOSED FEES - 2012/2013

The following fees are proposed for 2012/2013.

	2010/2011	2011/2012	2012/2013
Description	Last	Current	Proposed
Cattle Weighing & Penning - Per Head	\$7.75	\$8.25	\$8.60
Cattle Penning Only - Per Head	\$7.75	\$8.25	\$8.60
Cattle Weighing Only - Per Head	\$3.30	\$3.50	\$3.65
Private Weighs - Per Head	\$3.30	\$3.50	\$3.65
Shipping Weighs - Per Head	\$3.30	\$3.50	\$3.65
Private/Shipping/Weighing only (per head – under 20 Cattle)	\$4.50	\$4.95	\$5.15
Stud Bull Sale - Per Head	\$10.00	\$11.00	\$11.50
Feed - Per Bale	At Cost Plus \$4.00	At Cost Plus \$4.00	At Cost Plus \$4.15
Removal - Per Head	\$100.00	\$110.00	\$115.00

Agents Levy - Per Head	\$1.10	\$1.10	\$1.10
Wash Down Fee - Per Minute - Minimum Charge \$5.50	\$0.50	\$0.50	\$0.52
Manure Sales - Per Bobcat Bucket	\$10.00	\$11.00	\$15.00
NLIS tagging services (per head / without permit – no evidence of previous tag)	\$33.00	\$33.00	\$34.00
NLIS tagging services (per head / without permit - evidence of previous tag)	\$16.50	\$16.50	\$17.00
NLIS tagging services (per head / with permit)	\$11.00	\$11.00	\$17.00
NLIS tagging services - Bulls (per head)	Various	\$50.00	\$50.00
Transit Cattle - Per Head - Per Day	\$2.20	\$2.20	\$2.30
Crush Fee - Per Head	\$2.20	\$2.20	\$2.30
Agistment Fee (per head/per week)	\$0.33	\$0.33	\$0.35

The Committee agreed that its previous decision to adopt the above fees should stand. The fees for private weighs (under 20 cattle), would be at the discretion of the Saleyards Manager, if for example the smaller lots were being weighed with bigger lots.

6 NEW AGENT – WESTCOAST LIVESTOCK

The Saleyards Committee has resolved that approval, in principle be granted to Westcoast Livestock to sell cattle at the Great Southern Regional Cattle Saleyards from 5 July 2012, subject to an Agent's Agreement being formalised and Westcoast Livestock agreeing to meet the Shire's minimum conditions.

The Committee noted the concerns raised by Agents and discussed a number of compromise options, noting that Westcoast Livestock would need to develop its own strategies to obtain a market share in this area. It was considered that legal advice be sought on the Shire's obligations under the Trade Practices Act, 1974.

Moved Cr L Handasyde, seconded Cr B Bell:

That it be a recommendation to the Council

That, notwithstanding the decision of the Committee held on 10 April 2012 and on the basis that legal advice confirms that the Shire can meet its obligations under the Trade Practices Act 1974, Westcoast Livestock be offered a 12 month agreement to trade at the saleyards on the last Tuesday of every month, subject to a minimum throughput of 150 cattle, an Agent's Agreement being formalised and Westcoast Livestock agreeing to meet the Shire's minimum conditions.

CARRIED

7 PROPOSED NAME CHANGE

The Saleyards Committee has recently been discussing a name change for the saleyards. The current name is considered too long and is not generally used. Suggestions are:

- Mount Barker Saleyards
- Mount Barker Regional Saleyards
- Mount Barker Cattle Saleyards
- Mount Barker Livestock Exchange
- Mount Barker Cattle Exchange

The views of agents were sought in this regard.

The Committee noted that there was general agreement for 'Mount Barker Regional Saleyards' amongst Agents and agreed that this was a suitable name.

Moved Cr L Handasyde, seconded Cr B Bell:

That it be a recommendation to the Council

That the 'Great Southern Regional Cattle Saleyards' be renamed the 'Mount Barker Regional Saleyards'.

CARRIED

8 AGENTS AGREEMENT TO BE UPDATED

The Saleyards Committee intends for the existing Agent Agreements to be reviewed, with a view to all agents entering into new agreements by 1 July 2012.

9 BUSINESS PLANNING

The Saleyards Committee is currently in the process of preparing a business plan for the saleyards. Views of agents were sought on:

- What do we need to be doing in the next 10 years to satisfy stakeholders;
- Future trends in the industry.

The Committee noted the proposals put forward by the Agents.

10 MEETING CLOSURE

3.05pm The Presiding Member declared the meeting closed.

CONFIRMED: CHAIRPERSON _____ **DATE:** _____ / _____ / _____