



Colin Say & Company P/L

PROPERTY MARKET

With Craig's retirement in July 2023 one door closes and another one opens. This has given Shad and myself an opportunity to take up the challenge of marketing properties with both 20 years experience in the Glen Innes district and a passion for the area.

We as a team had the privilege of taking the magnificent properties "Chandlers Peak" and "Messines" account the Wilkinson Family to auction at the end of May 2023.

Both these properties saw very strong local interest with all parties inspecting these blue ribbon properties showing an appreciation of years of dedication in management. The properties sold at auction for very pleasing results. We wish the new owners all the best, Andrew and Hannah Coddington purchasers of 'Chandlers Peak' and David and Penny Grills 'Messines'. Also to the Wilkinson Family for allowing our company to market these properties.

As we head to print we have "Part Midway" owned by the Mcloughlin family coming to the end of its marketing campaign with a very positive response with over 10 inspections of the property. Still showing a positive attitude of people wanting to move forward in this current climate to acquire quality land to add to their current holdings. We thank the McLoughlin family for entrusting this property in our care and we are looking forward to getting a result for them by expressions of interest.

In summary we at Colin Say & Co are looking forward to the new challenge of becoming a strength, marketing properties in the New England area. Please feel free to contact myself or Shad for a confidential chat about your property appraisal needs.

Please see link for our current listings <https://www.colinsay.com.au/property>

Nathan Purvis 0427 324 078

Shad Bailey 0458 322 283

Farewell Craig



New Faces at Colin Say & Company

Ben McMahon

Ben McMahon started with Colin Say & Company in July this year. Ben lives just north of Inverell at Oakwood with his fiancée Jess.

Ben grew up over the border in the Killarney district and completed a boilermakers apprenticeship upon leaving school. He then worked in the family's wholesaling and farming business.

In a career change Ben commenced agency work at Inverell in 2015. Steadily immersing himself in all things agency, culminating with winning the Australian Livestock & Property Agents Young Auctioneers Competition in 2020 at the Sydney Royal.

Ben is an accredited AuctionsPlus assessor and is enthusiastic about his place in the team at Colin Say & Company. Being based in Inverell allows Ben to grow and develop his agency contacts and service client's needs in a thriving rural district.



Josh Barber

Josh was raised on a family cattle property at Mallanganee west of Casino.

Growing up there started his passion for the rural industry and from a very young age he knew that he was going to pursue a career within agriculture. He completed schooling in Casino and after that headed straight to Emerald Ag College to further his knowledge of the rural industry.

Young and eager to learn more about agriculture Josh spent the next few years working on cattle stations, working for the Actons in North Queensland and then moving on to work for Heytesbury in the Northern Territory. Learning many valuable skills working on these stations including cattle handling, horsemanship and fencing. He then made the move home to work on his family cattle property.

After spending much time at home learning about the daily operations of running a cattle property with his father, Josh was still wanting to gain a broader understanding of the cattle market and see more of Australia. This saw Josh venturing north again working in Central Queensland at Hourn and Bishop as a Livestock Agent.

Josh then made the move back to New South Wales when his family purchased a property west of Deepwater, which he now calls home. Since living in the area he has been contracting around Deepwater and working for the Newsome family. This led to him recently commencing work with Colin Say and Company.



Stockmans Report:

Christmas is near upon us, only a few weeks left of physical sales, and finally we are starting to see a little rain activity, with much more needed heading into our warmer months.



What a challenging 12 months it's been, a very hot & dry summer, then an early Autumn break gave us some relief and hope, but what happened next, is another chapter we'll speak about for many years to come in so many senses.

First the weather, we all thought 2017-2019 was here again and the Bureau declared an El Nino. Surface water we'd have to say much worse now than the drought, with now many if not all having to endure major expense sourcing fodder and feeding stock.

Secondly our livestock markets crashed, crashed to levels many of the younger producers/agents would've never endured, with some of our older clients saying this may be worse than the 1970s.

Our markets started to feel pressure at the end of May, though no one predicted what we all were about to endure. The U.S were in major drought, Korea were having a major liquidation of their Hanwoo herd, along with an economy that has never recovered from the Covid19 pandemic. Cold storages were full around the world, confidence was diminishing and we were going back into drought.

So, in some ways I feel we've been somewhat lucky, in sense our major trade window was prior to the above. Our weaner sales were solid on the back of Autumn rain, providing above expected returns for the breeders. No doubt the stronger returns early instilled confidence for the upcoming bull selling season, as I must say they definitely were above and beyond our imagination given the current dynamic and seasonal conditions. Though on a lesser note another tough year for the trader, with once again profit margins minimal, and many questions being asked can they/will they come back in for a 3rd cycle.

In regards to the sheep trade, who would've ever imagined. The flock has replenished, product was not shifting, numbers continued to come forward on the back of the drier conditions and boom, prices plummeted to all-time lows, with minimal or any processor competition at times, in some cases seeing stock unsaleable.

What does 2024 bring?? A more consistent seasonal pattern we all hope. It's raining as we write, the forecasts look a lot more promising, I believe in moisture creates more moisture, so here's hoping. World product is starting to shift, the U.S drought has broken and they're on the rebuild, our own numbers will slow on the back of more widespread rain, this being evident through our physical markets with significant price rises over the past fortnight. All the current talk from processors that they're out to February/March, feedlots mentioning late January is here dare I say? They've only numbers on paper and it's a whole new ball game on the back of rain. Not saying we'll reach the limits from previous years, though this market has legs and will continue to rise quite significantly I feel.

Along with all this, we also have had some challenges and major changes within the business, with our once fearless leader Craig retiring in June, then Steve departing ways soon after. We welcomed Ben McMahon in July who brings great industry experience and knowledge to the company, and have had Josh Barber working with the company on a casual basis since September, with hopefully a transition to full-time in 2024.

Can I take this time to thank you, one and all for your continued support over the past 12 months. We see a bright future ahead for the company, we'll continue to strive and go above and beyond to maximise your returns. Please enjoy the festive season, stay safe, let's hope it's a wet one!

From all of the staff, Merry Christmas and Happy New Year.

Cheers, Shad.

12TH ANNUAL RMA NETWORK WORKING STOCK DOG AUCTION 4/11/23

The 12th Annual RMA Working Dog Auction proved again to be an outstanding success with the sale topping at \$31,000 and averaging \$8,568 for 28 dogs.

Held at Glencoe on the 4 November the agents report that there were 99 registered buyers both online with AuctionsPlus on the ground, with interest coming from across Australia and half the dogs purchased online.

The top price dog – 2 year old Peterson Flo as described in the catalogue as “as a very natural young bitch, bred in the purple – sired by Capree Donald Trump out of Peterson Jay. Flo has a very strong eye with nose bite on cattle. She works sheep, both in the yards and the paddock with free back and bark.” Flo was sold on behalf of Jeremy and Annie Grills of Eaglehawk Angus, Kings Plains for \$31,000 to Hume Simpson, St George QLD. Purchasers Hume Simpson and Gennie-Anne Woodall said “we run a team of kelpies and were looking for a high calibre working dog. Being a young bitch, Flo has the attributes, style, and work to suit their needs. The video produced by Jeremy and Annie was the best quality they had seen and after speaking with Jeremy a number of times helped make their decision to purchase the bitch”.

Adam Pollock of Gunnedah sold a Short Hair Border Collie dog “Socks” for \$18,000 to Doug Wirth of Lawrence. Socks is by Adams Imported New Zealand heading dog “Wave” out of a bitch called “Moss”. Socks was described “as a great lead dog with a good cast and excellent bite on the nose of cattle, an exceptional type, that’s smart, isn’t whip shy and can cover plenty of country”.



Other sales of note:

Account Jeremy and Annie Grills – Eureka Whip black and tan Kelpie dog sold for \$16,000 to Pryor Grazing, Blackville and 20 months old, home bred Eaglehawk Brody sold for \$10,500 to Matt Urban of Wallarobba.

Account the Crowe family of Timor – Ben and Sallina sold 4 year old Glenfaba Flame for \$16,500 the 3rd top price dog in the sale to repeat buyers of the stud to Laurie O’Kane, Glen Park, Ben Lomond. Glenfaba Hussey sold for \$7,000 to Chris Edmonds. While Archie Crowe sold Glenfaba Mini for \$10,000 to Stirling Pastoral of Oberon.

Michael Clark of Armidale sold Benji for \$6,000 and Sapphire Georgie for \$8,000 to local grazier Bruce Weir of Dundee.

Long time supporter of the sale Tony Overton of Walcha, said on the day he has sold 20 dogs over 12 years of the sale and this year sold Ballydine Bell V for \$6,000 and Gwydir Sarge for \$2,500.

Peter Hogan of Peterson Kelpies sold 14 month old Peterson Boyd for \$7,500 to David and Erica Shorter of Burren Junction.

New vendors this year included Mitch Lee of Armidale who sold Nashville Moo for \$11,000 to Trent Randall; Will Nicholls of Walcha sold Kracken Bones for \$4,000 to Phillip Lyn – Ausgoat, Glen Innes; Matt Newsome of Deepwater sold Heatedene Army for \$9,000 and Mark Gibbons of Murrurundi sold 22 month old Border Collie bitch Scotch Valley Alice to Herb Dubby of Sara Park Angus, Glen Innes for \$9,500.

Gunnedah vendor Adam Pollock said “he was really happy with the sale. Very well ran, great location and facilities and with the online aspect of the catalogue, my dog was seen by people from far and wide. Integrating the sale with Auctionsplus is a big boost to the sale”.

Colin Say and Company stock and station agent Shad Bailey said although it was a modest number of dogs catalogued, the quality made up for it. “It’s by far the most complete catalogue and highest calibre of dogs that we’ve seen, with a lot of new vendors as well vendors who have supported the sale for 12 years,” Mr. Bailey said.

He said in previous years buyers had chased sheep dogs, however with a lot of local producers either moving away from sheep now owning cattle as well there was now greater demand for dual-purpose dogs. There were also more females offered with buyers seeking high-end genetics that could be used for breeding, he said.

Sale results:

28 dogs from 31 sold – top price \$31,000 – average \$8,568

Top price bitch – Peterson Flo - \$31,000 – 14 bitches averaged \$9,964

Top price dog – Socks - \$18,000 – 14 dogs averaged \$7,089

The vendor committee would like to thank the sale sponsors – RMA, Coprice Dog Food, Rabobank, Virbac, Moore Enclosures, Beef Trans and Peterson Kelpies. Cattle Donors – Chris and Helen Gunther and Sheep Donors – Greg and Irene Gallagher.

Selling agents Colin Say & Co, Glen Innes with Shad Bailey calling the bids assisted by Nathan Purvis and Ben McMahon and interface with AuctionsPlus.





COLIN SAY & CO PTY LTD

PREMIER

WEANER SALE



~ SHOWCASING THE BEST THAT THE NEW ENGLAND HAS TO OFFER ~

"Leading by Results"

Friday 5th April - 9am

Nathan Purvis

Shad Bailey

Ben McMahon

0427 324 078

0458 322 283

0474 591 318

2024 Sales Calendar

First Inverell Cattle & Sheep Sale 2024	Tuesday 9th January	Inverell Saleyards
First Sheep Sale 2024	Tuesday 9th January	G.I Saleyards
New England Dorset Fair	Wednesday 7th February	Guyra
Store Sheep & Lamb Sale	Tuesday 13th February	G.I Saleyards
Yasloc Prime Lamb	Tuesday 20th February	G.I Saleyards
15th Annual Show Steer Sale	Monday 26th February	Glen Innes Showgrounds
Annual Yasloc Poll Dorset & White Suffolk Ram Sale	Friday 1st March	Euroa
Colin Say & Co P/L Premier Weaner Sale	Friday 5th April	Glen Innes Saleyards
Battalion Speckle Park Sale	Monday 15th April	Glen Innes Showgrounds
Speriby North Angus Bull Sale	Friday 17th May	Wallies
Dulverton Angus Bull Sale	Wednesday 22nd May	AuctionsPlus
Battalion & Cara Park Bull Sale	Monday 1st July	Glen Innes Showground
Fig Tree Park Angus Bull Sale	Friday 5th July	Strabanne
Top of the Range Murray Grey Sale	Friday 12th July	Glen Innes Saleyards
Lotus Hereford Bull Sale	Thursday 25th July	Old Farm
Amos Vale Herefords Bull Sale	Thursday 25th July	Brooklington
Swanbrook Angus Bull Sale	Saturday 27th July	Marble Hall
Led Beef Extravaganza	13th—15th September	Glen Innes Showground
Ascot Angus & Charolais Spring Bull Sale	Friday 20th September	Allora
13th RMA Network Dog Auction	Saturday 2nd November	Glencoe

2024 calendars are now available at the office

Local dates to remember:

Red Range Campdraft — 16th & 17th December 2023

Dundee Campdraft - 27th December 2023

Glen Innes Pony Camp - 31st December 2023 - 7th January 2024

Emmaville Pony Camp - 3rd January 2024 - 7th January 2024

Glen Innes Races - 13th January, 2024

Pinkett Campdraft - 19th & 20th January, 2024

Deepwater Races - 27th January, 2024

Glen Innes Show – 9th, 10th & 11th February, 2024



SAY & CO RURAL

Merry Christmas

HOLIDAY TRADING HOURS

MONDAY 25TH - TUESDAY 26TH - CLOSED
WEDNESDAY 27TH - FRIDAY 29TH - 8AM - 5:30PM
SATURDAY 30TH - MONDAY 1ST JAN - CLOSED
NORMAL TRADING FROM TUESDAY 2ND JAN

The team at Say & Co Rural thank you for your continued support and wish you a safe and happy festive season!

15th Annual Show Steer Sale

Colin Say & Company P/L invites you to enter the Annual Show Steer Sale

26th February, 2024

Sold in single lots, cents per kilo, Weaners only

PRIZE MONEY ON OFFER

For Further Details Contact

Nathan Purvis: 0427 324 078

Shad Bailey: 0458 322 283

Office: 02) 6732 1266

www.colinsay.com.au



A FEW OF OUR AUCTIONSPLUS HIGHLIGHTS FROM EACH MONTH

VENDOR	MONTH	DESCRIPTION	PRICE	PURCHASER
IG & W Lockwood Deepwater	January	44 Steers 14 Steers	\$1520.00 \$1660.00	Blayney
MP & JA Scherf Glen Innes	January	93 PTIC Heifers	\$2920.00	Condamine
MP & JA Scherf Glen Innes	February	37 PTIC Cows	\$3160.00	Dorrigo
AJ & ET Walmsley Glen Innes	February	245 M/S Lambs	\$112.00	Dubbo
CA & PL Whan Glen Innes	February	23 PTIC Cows	\$2760.00	Winton
RJ & AM Landers Reddestone	February	55 Heifers	\$1900.00	Chinchilla
GDJ & BE Clarke Glencoe	February	26 Heifers	\$1940.00	Casino
RM & MF Potter Wellingrove	February	26 Steers	\$1565.00	Inverell
Yirri North Pastoral Glen Innes	February	55 PTIC Cows	\$2800.00	Gunnedah
Rosehill Holdings Glen Legh	February	20 Heifers	\$2000.00	Armidale
PT & RG Alexander Shannon Vale	February	28 Steers	\$1290.00	Glencoe
Rosehill Holdings Glen Legh	March	26 Heifers 25 Heifers	\$1980.00 \$1980.00	Harrisville
BN & LJ Grogan Tenterfield	March	66 Steers	\$1200.00	Kragra
RA & TM Doak Bundarra	April	51 Steers	\$1260.00	Narrabri
Old Farm Pastoral Pinkett	April	24 Heifers	\$2000.00	Casino
Swanbrook Farming Inverell	April	161 PTIC Cows	\$2025.61	Boorowa
Clarevaux Glen Innes	April	255 M/S Lambs	\$123.00	Glen Innes
J & JO Mills Dundee	May	67 Steers	\$1315.00	Nundle
C & M Cooper Glen Innes	May	18 PTIC Cows	\$2300.00	Liston
Marouan Grazing Glencoe	May	349 M/E Lambs 193 SIL Ewes	\$100.00 \$177.00	Forbes Armidale
Yirri North Pastoral Glen Innes	June	52 Wagyu x Angus Heifers	\$1100.00	Cloncurry
Ridgemount Pastoral Co Dundee	June	28 PTIC Cows	\$1820.00	Tamworth
Pyeworth Management P/L Kings Plains	July	280 SIL Ewes	\$115.00	Kerang
Titibar Pastoral Deepwater	August	275 SIL Ewes	\$70.00	Parkes
Kia Ora Grazing Inverell	August	10 PTIC Cows	\$1360.00	Wongwabinda
JC Riches Glen Innes	August	16 x 16 Cows & Calves	\$1700.00	Little Plain

CONTINUE A FEW OF OUR AUCTIONS PLUS HIGHLIGHTS FROM EACH MONTH

Reynard Pastoral P/L Glencoe	September	10 x 10 Cows & Calves	\$1500.00	Killarney
Ben Vale Pastoral P/L Emmaville	October	635 ewes x 1109 Lambs	\$93.00	Temora
RM & MF Potter Wellingrove	November	55 Steers	\$805.00	Miles
Titibar Pastoral Deepwater	November	77 PTIC Heifers	\$1650.00	Manilla

MP & JA Scherf



AJ & ET Walmsley



CA & PL Whan



GDJ & BE Clarke



PT & RG Alexander



Marouan Grazing





PLEASE JOIN US FOR THE
COLIN SAY & CO P/L
SAY & CO RURAL
CHRISTMAS
PARTY

FRIDAY 15TH DECEMBER
AT THE GLEN INNES RACECOURSE FROM 5PM

Please RSVP via phone or email to
02 6732 1266
office@colinsay.com.au

For your information please note

- ⇒ Last Glen Innes Sheep & Lamb sale
12th December 2023
- ⇒ Last Inverell Cattle & Sheep sales
12th December 2023

Please remember for 2024

- ⇒ Weekly Inverell Fat Cattle Sales
Tuesday's
- ⇒ Fortnightly Sheep & Lamb sales in
Glen Innes & Inverell Tuesday's
- ⇒ Store Cattle Sale every 2nd Thursday
of the month in Inverell

Please book early for pen allocations call
the office on 02 6732 1266

Please note:

The Colin Say & Co office will be closed for the Christmas period
from 5pm on Tuesday 19th December & reopen Monday 8th January 9am - 5pm

If you require any general livestock or property enquiries please contact:

Shad Bailey 0458 322 283

