



# Colin Say & Co P/L

Colin Say & Co and Say & Co Rural extend our thanks to our loyal customers for their continued support through Covid 2020. The undoubted highlight of 2020 was the not surprisingly unpredicted drought breaking rains in January/February. Timing was everything as parched country side burst back to life and livestock responded in amazing fashion.

A combination of stock shortages, an outstanding winter season and a desire by producers to get back on track as quickly as possible drove stock prices to a November high.

Government stimulus and agricultures undeniable importance continues to drive values with land, livestock and all things rural performing strongly in the pandemic year. The outlook for 2021 hinges on seasonal conditions and the political challenges facing our exporters and marketers going forward.

## Official opening for the sheep yards

Invitation to attend the official opening of the Glen Innes Sale Yards—New sheep selling facility on Tuesday, 8 December 2020.

The official opening will commence at 10.30am and will be conducted by The Hon. Adam Marshall, MP. It will coincide with a regular sheep sale in the new pens which is set to start immediately following the opening.

Congratulations to the following people and businesses for their involvement in this project:

- Lachlan Knight, staff and Managers of Clipex Australia;
- Wayne McCarthy & staff
- Wayne Williams & staff
- Darren Grob and Gavin Petersen, Paradigm Homes

Looking to book stock in for the “official opening sale”.

Contact our office today.

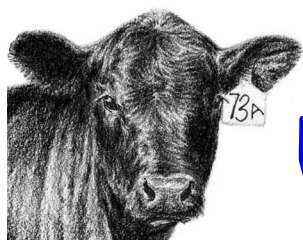
CATTLE SALES EVERY  
TUESDAY AT INVERELL  
SHEEP & LAMB SALES  
FORTNIGHTLY AT GLEN  
INNES  
PLEASE BOOK EARLY FOR  
PEN ALLOCATION  
CALL THE OFFICE ON  
67321 266

**"My grandfather  
used to say that  
once in your life you  
need a doctor, a  
lawyer, a policeman  
and a preacher but  
every day, three  
times a day, you  
need a farmer."**

- Brenda Schoepp, farmer.



# COLIN SAY & CO PTY LTD



PREMIER

## WEANER SALE



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

*"Leading by Results"*

### Friday 9th April - 9am

**Craig Thomas**

**0428 669 500**

**Nathan Purvis**

**0427 324 078**

**Shad Bailey**

**0458 322 283**

**Steve Daley**

**0400 406 667**

#### Livestock Options

We have experienced lot feeders who have helped us in the past couple of years if you would like to custom feed some livestock contact one of our team to discuss this option. Colin Say & Co continue to achieve outstanding results for clients using the AuctionPlus platform for lines of cattle and sheep.

Alternatively monthly store cattle sales are conducted in Inverell at the IRLX 2nd Thursday of each month at 10am.

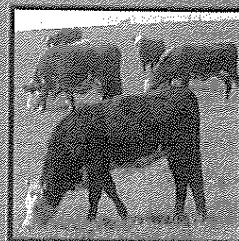
Early weaning (suggest ideally 5 months) has proven a great option for producers enabling management efficiencies. Consider 'quiet wean'.



### *QuietWean*

*Low stress wean your calves,  
in two easy steps!*

[www.quietwean.com](http://www.quietwean.com)



*QuietWean* gradually breaks the cow-calf bond over just a few days, while pairs are still together. Virtually eliminates bawling and aimless walking! Increases time spent eating post-weaning!

#### Please note:

The Colin Say & Co office will be closed for the Christmas period  
from 10am on 18th December & reopen Monday 4th January 9am - 5pm

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

Shad Bailey - 0458 322 283

Craig Thomas - 0428 669 500

**9TH ANNUAL RMA NETWORK WORKING STOCK DOG AUCTION**

**2020 SALE RESULTS**

19/19 Dogs sold

Average \$7791

Top of \$22,000 for lot 2

A/C: Michael Clark of Armidale with  
Tallyho Ben

Sold to 4 states

Big thanks to all of the purchasers,  
underbidders and all who made the  
day a success.



# **12th Annual Show Steer Sale**



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

**1st March, 2021**

**Sold in single lots, cents per kilo**

**Weaners only**

**PRIZE MONEY ON OFFER**

**For Further Details Contact**

**Nathan Purvis: 0427 324 078**

**Office: 02) 6732 1266**

**Shad Bailey: 0458 322 283**

**[www.colinsay.com.au](http://www.colinsay.com.au)**

**Merry  
Christmas**



## **2021 Sales Calendar**

First Inverell Cattle Sale 2020	Tuesday 5th January	Inverell Saleyards - 8:30am
First Sheep Sale 2020	Tuesday 5th January	G.I Saleyards - 10:30am
FX Ewe, Store Sheep & Lamb Sale	Tuesday 2nd February	G.I Saleyards - 10:30am
Yasloc Prime Lamb	Tuesday 2nd February	G.I Saleyards - 10:30am
New England Dorset Fair	Wednesday 3rd February	Guyra - 2pm
A1 Production Auctions Plus Sheep Sale	Thursday 18th February	AuctionsPlus - 12 noon
12th Annual Show Steer Sale	Monday 1st March	Glen Innes Saleyards
38th Annual Yasloc Poll Dorset Ram Sale	Friday 5th March	Euroa - 2pm
Dulverton Female Production Sale	Wednesday 10th March	Shannon Vale Station - 11am
Colin Say & Co P/L Premier Weaner Sale	Friday 9th April	Glen Innes Saleyards - 9am
Speriby North Angus Bull Sale	Friday 21st May	Wallies
Battalion & Cara Park Bull Sale	Monday 5th July	Glen Innes Showground
Top of the Range Murray Grey Sale	Friday 9th July	Glen Innes Saleyards
Lotus Hereford Bull Sale	Thursday 22nd July	Old Farm
Amos-Vale Herefords Bull Sale	Thursday 22nd July	Brooklington
Dulverton Angus Bull Sale	Monday 26th July	Shannon Vale Station
Swanbrook Angus Bull Sale	Saturday 7th August	Marble Hall
Led Steer Extravaganza	11th & 12th September	Glen Innes Showground
Ascot Angus & Charolais Spring Bull	Friday 17th September	Allora
9th RMA Network Dog Auction	19th & 22th November	Glencoe Sports Ground

## **BLOWFLIES AND BULLDUST**

LARRY'S barn burned down and his wife Susan called the insurance company.

Susan told the insurance company, "We had that barn insured for \$50,000 and I want my money."

"Whoa there, just a minute, Susan, insurance doesn't work quite like that," the agent responded.

"We will ascertain the value of what was insured and provide you with a new one of comparable worth."

There was a long pause before Susan replied.

"Then I'd like to cancel the policy on my husband," she said.

The team at Say & Co Rural would like to take this opportunity to thank you for your support in what has again been a challenging year for our region. We would like to wish you all a safe and happy Christmas and fingers crossed for a wet New Year!

Together with Colin Say & Co, we invite you to join us at our ambrose golf day - Glen Innes Golf Club Friday 18th December - from 10am

**Christmas Opening Hours**

**Friday 25th - Monday 28th December: CLOSED**

**Tuesday 29th - Thursday 31st: 8am - 5:30pm**

**Friday 1st - Saturday 2nd: CLOSED**

**Re open for normal trading hours from the 4th January 2021**



**Local dates to remember:**

Glen Innes Campdraft - 12th, 13th December 2020

Red Range Campdraft - 19th December 2020

Dundee Campdraft - 27th December 2020

Glen Innes Pony Camp - 28th December 2020 - 2nd January 2021

Emmaville/Deepwater Pony Camp - 30th December 2020 - 3rd January 2021

Glen Innes Races - 9th January, 2021

Pinkett Campdraft - 16th & 17th January, 2021

Glen Innes Show – 12th, 13th & 14th February, 2021

Due to COVID restrictions and directives our client Christmas Party 2020 is unable to be held in it's normal fashion.

You're invited to the Colin Say & Co + Say & Co Rural

## *Golf 3 person Ambrose*

Colin Say & Co and Say & Co Rural invite clients to join us at the Glen Innes Golf Club for 10am hit-off (arrive 9.15 - 9.30am). Friday 18th December, 2020.

We look forward to hosting a 3 person Ambrose (playing partners drawn from a hat) all welcome. A special welcome to all lady golfers.

Due to Covid restrictions we will need your booking emailed or phoned to our offices by close of business Monday 14th. Lunch and refreshments provided, raffle, prizes and nearest pin with all funds raised donated to charity. The club house will be open to golfers and clients for presentations. To assist on the day any non golfers may elect to BBQ or provide refreshment please advise when booking.

Colin Say & Co

Email: [office@colinsay.com.au](mailto:office@colinsay.com.au)

Phone: 02 6732 1266

Say & Co Rural

Email: [saycorural@bigpond.com](mailto:saycorural@bigpond.com)

Phone :02 6732 2287



To our valued customers - 2020 calendars are now available at the office.