

## Shrinking processor sector

### STOCKTALK



Peter Cox



**R**ECENT acquisitions within the processing sector have been a major talking point during the past week, as both sheep and cattle processors have been affected by rationalisation.

As always, such happenings capture a divided opinion throughout the rural sector, the main concern being shrinking marketing options.

The rural industry has been dealing with a shrinking processing sector for many years.

The following names are but a few of the past players association: remember Andersons, Angliss, Barnawatha, Beers, Capricorn, Gilbertsons, McCorkells, Metro, Mulligans, Morex, Midco, Playfair, Presto, Riverstone and Tancreds?

These are just a small sample of 41 companies lost to our industry for

various reasons in recent history.

As always, agents and producers will manage around the constraints of our present circumstances, simply because we have to.

Market forces will continually drive change; it will be up to us to position ourselves to gain price advantage.

For too long a "good price" was only recognised after the market fell.

More than ever we are going to have to decide what a good price is, using good market intelligence, forward planning and good basic risk assessment.

### Not too dear

WITH improved livestock prices, especially for all descriptions of sheep, I would question why many of our livestock industry reporting services continually refer to improved prices as "dearer".

Who says they are dear? Why do they use the word?

There is nothing dear about \$130 lambs or \$180 first-cross ewes – try telling

the Merino breeder who has battled against the odds that his surplus Merino sheep are too dear.

Markets may be up but they are not "dear".

We need to continually talk up the price and recognise that many producers are finally being rewarded for their efforts.

### Agent battle

SYDNEY Royal Show is again underway, showcasing the best of our rural communities.

One of the highlights is the Young Auctioneers Competition, conducted by the Australian Livestock and Property Agents Association (ALPA).

Each year it goes from strength to strength and this year will no different, with a great cross-section of young people showing their skills in both the State and national titles.

I hope all the competitors enjoy the experience and exposure that the competition offers, and thank Keith Prosser who initiated such a great idea.

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