



Burnett Livestock & Realty

Business Profile

Business Profile

1. Introduction

Burnett Livestock and Realty is the specialist in property and real estate sales and auctions, cattle sales at the Biggenden Cattle Saleyards, paddock sales and clearing sales in the North and South Burnett.

Burnett Livestock & Realty comprises the Livestock Sales Team and the Real Estate Sales Team; both teams are supported by efficient and reliable administration staff. We are an energetic and flexible business and this is reflected in the staff we employ and the way we do business.

We will always try to accommodate clients' needs and go the extra mile for them. **We deliver results not rhetoric.**

2. Operational Experience - Cattle

BLR's management and employees have many years of experience in the cattle industry and the successful operation of saleyards. In 2009, the Director of BLR, Mr Lance Whitaker, was the Queensland finalist for the Australian Livestock & Property Agents Mike Nixon award. Since taking over management of the Biggenden Saleyards the cattle throughput at the Biggenden Saleyards has doubled.



"This year Queensland was fortunate to put forward Lance Whitaker, Burnett Livestock & Realty as our state finalist for the ALPA Rural Press Mike Nixon Award. Lance has implemented many unique marketing initiatives in his business, which has seen throughput at Biggenden Saleyards increase considerably. In particular the Weaner Sale which saw a record number of cattle pass under the hammer at Biggenden within the past 75 years. Lance commendably represented the State."

Australian Livestock & Property Agents Association 2009-2010 Annual Report



LEFT: Mr John Carson of the Stock and Land presents the 2009 ALPA Rural Press Mike Nixon Award Winner Tim Robinson (VIC), Shaun Minge (SA), Todd Clements (NSW) and Lance Whitaker (QLD).



Cattle throughput at the Biggenden Saleyards has doubled since 2007.



“...Biggenden Saleyards are now in the top ten Queensland Saleyards in terms of head numbers as reported by the MLA in September 2010.”



“Our property agents are fully qualified”

Table 1: Cattle head numbers for Burnett Livestock and Realty

Burnett Livestock & Realty cattle throughput	Biggenden Saleyards Head Numbers	Paddock/Private cattle sales	TOTAL
2007	20,100	2,600	22,700
2008	32,000	4,300	36,300
2009	33,600	4,700	38,300
2010	40,000	4,800	44,800
2011 forecast	42,000	6,000	48,000

The significant growth of the Biggenden Saleyards has meant that Biggenden Saleyards are now in the **top ten Queensland Saleyards** in terms of head numbers as reported by the MLA in September 2010.

3. Operational Experience –Property Sales/Real Estate

Burnett Livestock & Realty, located at 22 Edward Street Biggenden, are Biggenden’s Real Estate specialists and are leaders in the rural land and property market in the North and South Burnett. We also lead the way in Biggenden commercial real estate and the residential sales sectors where we offer exclusive Biggenden properties that you won’t find listed with any other real estate agent. Our business strategy is to list **exclusive properties** and commit totally to meeting the outcomes required by our clients. Our property agents are fully qualified and maintain the high standards of the Real Estate Institute of Queensland (REIQ) and we also market our client’s properties through the REIQ website. Our own website lists rural property, larger farms and properties and residential properties at www.burnettlr.com.au/real-estate/index.htm.

4. Our Mission

Our recent growth is underpinned by the mission of BLR which is:

Burnett Livestock and Realty Mission Statement

We provide Livestock and Real Estate clients with accurate information and versatile resources. We are approachable and provide a personalised service.

Burnett Livestock and Realty are members of the QLD Delcredere Insurance Scheme to guarantee vendor payments. As a valued vendor your cattle payments are guaranteed, whether or not the buyer pays the proceeds.



ALPA membership is a signature of professionalism in the industry.



Australian Livestock Markets Association Inc. represents over 70% of Australian Saleyards national throughput

5. Why use Burnett Livestock and Realty when buying and selling your cattle?

Our salesmen are experienced auctioneers and have extensive networks in the livestock industry enabling them to source buyers for your cattle or source the cattle you might be looking for.

Burnett Livestock & Realty's primary selling centre is situated in Biggenden in the North Burnett. The Biggenden Saleyards are known for the commitment we make to safety, quality and animal welfare.

Liveweight combined meatworks and store cattle sales are conducted on a fortnightly basis. We also offer special cattle sales throughout the year. Please see our sale calendar at the back of this document.

Burnett Livestock and Realty are members of the Australian Livestock and Property Agents Association (ALPA) and the Australian Livestock Markets Association Inc. (ALMA). Burnett Livestock & Realty are also members of the **QLD Delcredere Insurance Scheme** to guarantee vendor payments. As a valued vendor your cattle payments are guaranteed, whether or not the buyer pays the proceeds.

Visit our website for more details about our Saledays and services at www.burnettlr.com.au.

Four reasons to use Burnett Livestock & Realty when selling your cattle?

- 1. We care about accuracy and getting sale information to you on time.**
- 2. We make it our business to know your business and your needs.**
- 3. We offer personalised service.**
- 4. We pay on time every time confirmed by vendor surveys.**



“...Liveweight combined meatworks and store cattle sales are conducted on a fortnightly basis”

6. Why use Burnett Livestock and Realty when buying or selling your home or property?

We market our clients' properties through our website, our Biggenden shop front, www.realestate.com.au, the REIQ website and the Burnett Livestock & Realty Property Guide which is distributed to local tourist hot spots around the district and selected print media. We also promote our properties through our Newsletter which is read by over 3000 Queensland clients each fortnight by email and directly addressed mail delivered by Australia Post.



LEFT: Our shop front at 22 Edward Street, Biggenden provides exclusive listings of real estate available in the North and South Burnett. We also distribute our Property Guide from our office.



“...Burnett Livestock and Realty is the specialist in property and real estate sales and auctions, cattle sales at the Biggenden Cattle Saleyards, paddock sales and clearing sales in the North and South Burnett.”

PROPERTY GUIDE PREMIUM ADVERTISING

DISTRIBUTED TO LOCAL BUSINESSES AND TOURIST HOT SPOTS READERSHIP OVER 1000 P/MTH

WINDOW ADVERTISING

LARGE A3 & A4 WINDOW DISPLAYS WITH PHOTOS & INFORMATION ABOUT YOUR PROPERTY IN OUR FRONT WINDOW OF OUR OFFICE:-

22 EDWARD STREET BIGGENDEN

LISTINGS AT REALESTATE.COM

the biggest address in property

PREMIUM LISTINGS AVAILABLE

WEB ADVERTISING

PROPERTIES LISTED ON OUR WEBSITE

NEWSLETTER ADVERTISING

NEWSLETTER ADVERTISEMENT DISTRIBUTED TO OVER 3000 CLIENTS STATE WIDE EVERY FORTNIGHT

LISTINGS AT REIQ WEBSITE

PROPERTY SEARCH

7. Our Staff

Lance Whitaker (Director) Livestock & Rural Property Sales

Lance has over 15 years' experience in the Queensland cattle industry, particularly in the management and operation of livestock sales. Prior to becoming the Director of Burnett Livestock & Realty in October 2006, Lance had worked for Elders, South Burnett Beef and had operated his own business as a plant and fencing contractor. Lance has completed his Associate Diploma of Applied Science at the Emerald Agricultural College and completed his Auctioneers and Real Estate Agents Course with the Real Estate Institute of Queensland. He has also completed the Building Rural Leaders program through the Department of Primary Industries in 2004. In 2009 Lance was the Queensland finalist for the Mike Nixon Award, recognising agents with less than ten years' experience who excel in their field. Lance believes that hard work, making clients happy and being flexible are the only ways to achieve success in the Queensland Cattle Industry.



Burnett Livestock and Realty offer over five special cattle sales throughout the year.



“...Burnett Livestock and Realty is the specialist in property and real estate sales and auctions, cattle sales at the Biggenden Cattle Saleyards, paddock sales and clearing sales in the North and South Burnett.”

Paul Hastings (Livestock Salesman/Auctioneer)

Paul has spent over 12 years in the Burnett cattle industry and maintains a significant commitment to our clients in and around Eidsvold where Paul lives with his young family. Paul has completed his Applied Science Diploma from the Emerald Agricultural College in 1997. Paul also believes that achieving consistent top cattle prices is the most important aspect of developing long-lasting client relationships for the Biggenden Cattle Sale Yards.



Matt Curtis (Livestock Salesman/Auctioneer)

Matt has worked in the Burnett cattle industry for the last ten years. He was bred in the South Burnett and has excellent knowledge of the Burnett region. Matt has his Auctioneers Licence. He enjoys working in the cattle industry and is committed to exceeding his clients' expectations. Matt is not your average Livestock Salesman – he really listens to his clients. Matt is often found on the footy field during footy season and currently plays for the Isis Devils.



Stephanie Whitaker (Administration Manager) Real Estate Sales

Stephanie grew up in the Northern Territory and completed her Associate Diploma of Applied Science at the Emerald Agricultural College and has completed her Real Estate Agents Course with the Real Estate Institute of Queensland. Stephanie has many years' experience in placing families in the right homes and her thorough local knowledge helps in every real estate sale.



8. Our Contact details



Main Office –

Address: 22 Edward Street, Biggenden QLD 4621
Phone: 07 4127 1277
Fax: 07 4127 1505
Office Email: admin@burnettlr.com.au



Lance Whitaker – Director

Real Estate & Rural Property Sales
Livestock Sales
Mobile 0407 139 901
After hours 07 4127 1217
Email: lance@burnettlr.com.au



Paul Hastings – Livestock Salesman

Livestock Sales
Mobile 0447 651 929
After hours 07 4165 1929



Matt Curtis – Livestock Salesman

Livestock Sales
Mobile 0408 139 901
After hours 07 4127 1953



Stephanie Whitaker – Administration Manager

Administration Team
Phone: 07 4127 1277
Fax: 07 4127 1505
Email: steph@burnettlr.com.au



Saleyards Office - only on Sale Days

Address: Saleyards Rd, Biggenden, QLD 4621
Phone: 07 4127 1308
Fax: 07 4127 1308



Please visit our website at www.burnettlr.com.au for more details about our next cattle sale and the best in Burnett real estate



ABN 21 215 925 129

Main Office

22 EDWARD STREET BIGGENDEN QLD 4621

TELEPHONE: 07 4127 1277 | FACSIMILE: 07 4127 1505

EMAIL: admin@burnettlr.com.au | WEBS: www.burnettlr.com.au

2011 CATTLE SALE CALENDAR

January

Su	Mo	Tu	We	Th	Fr	Sa
					1	
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

February

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5		
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

March

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5		
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

○ 10th FEB STEER SALE

○ 31st MAR DROUGHTMASTER SALE

April

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

May

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

June

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

○ 7th MAY WEANER SALE

○ 13th MAY PRIME SALE

July

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

August

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

September

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

○ 7th JULY WEANER SALE

October

Su	Mo	Tu	We	Th	Fr	Sa
					1	
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

November

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5		
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

December

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Female Sale will be held pending season and demand

Prime & Store Sale Special Sale

☎ Paul Hastings: 0447 651929 ☎ Matt Curtis: 0408 139901 ☎ Lance Whitaker: 0407 139901