HISTORY OF

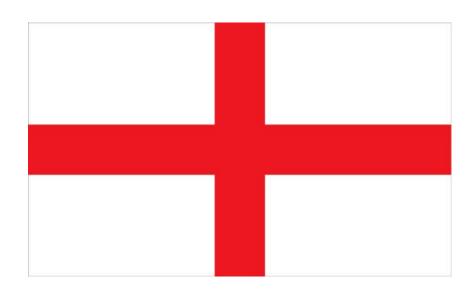
AWICK
AUCTION SMART

The Oldest in the
British Isles
EST. 1817



ANDREW OLIVER & SON LIMITED.

Livestock Auctioneers Association



England

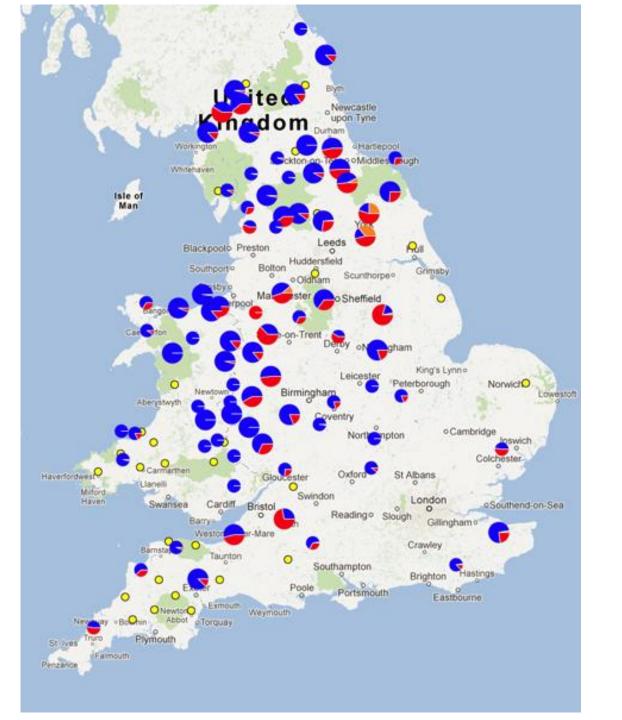
Wales



Livestock Auctioneers Association

- 122 Markets
- £1.8 billion turnover Annual Sales:
- 10 million sheep
- 1.5 million cattle
- 175,000 Pigs





Multi Million Pound Agri-Food/Rural Business Centres



Working with farmers for the benefit of farmers

Yorkshire Market



Challenging Times

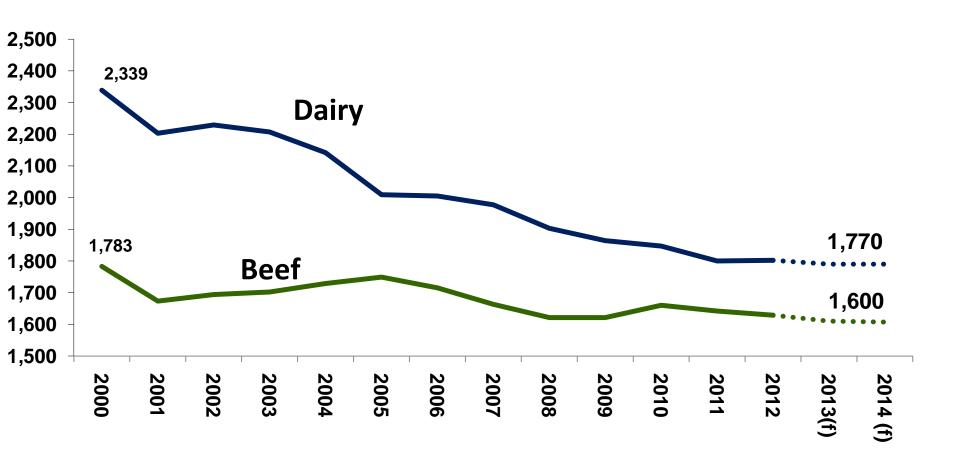
- Escalating costs
- European and UK Government Regulations
- Multiple inspection regimes
- Fluctuating world market prices
 - Commodities
 - Livestock
- Year on year reduction in:
 - National herd
 - National flock

Market Inspection/Assurance Schemes

- LAA National Conditions of Sale for Cattle, Calves, Sheep and Pigs.
- Auctioneer Training/Qualification Livestock Market Operations and Management – Harper Adams University College
- Livestock handler Training Safety and Welfare in Livestock Auction Markets —
 Verified by Newton Rigg College
- Animal Gathering Order 2010 Defra/AHVLA/Local Authorities
- The Welfare of Animals at Markets Order 1990
- Markets, Sales and Lairs Order 1925
- Livestock Market Farm Assurance
- Regular attendance by AHVLA and Local Authorities agents

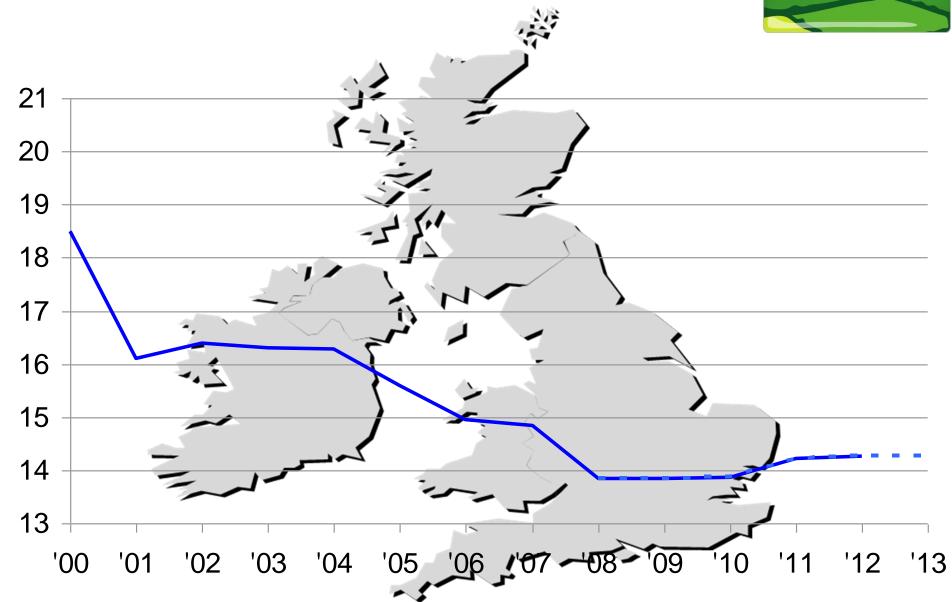
Cattle Herd





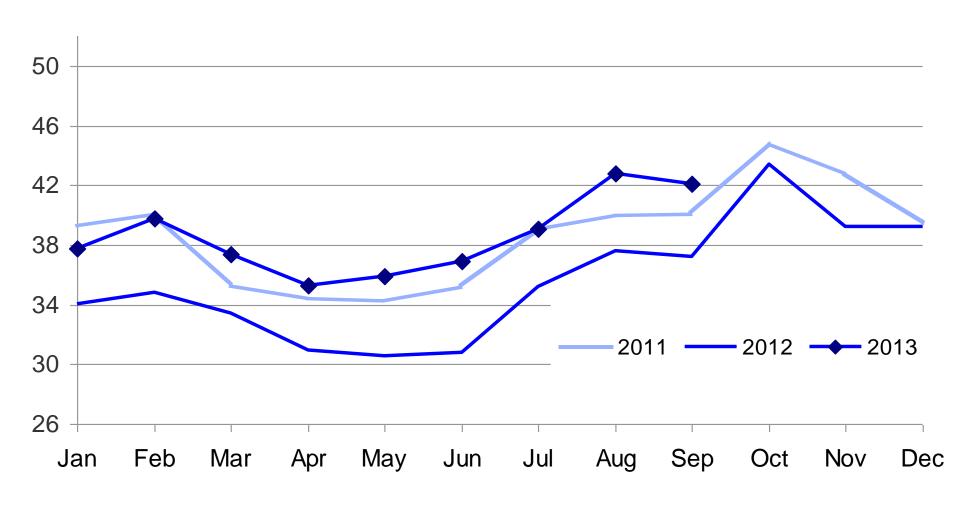
UK Breeding flock trends





UK Ewe and Ram Slaughtering's

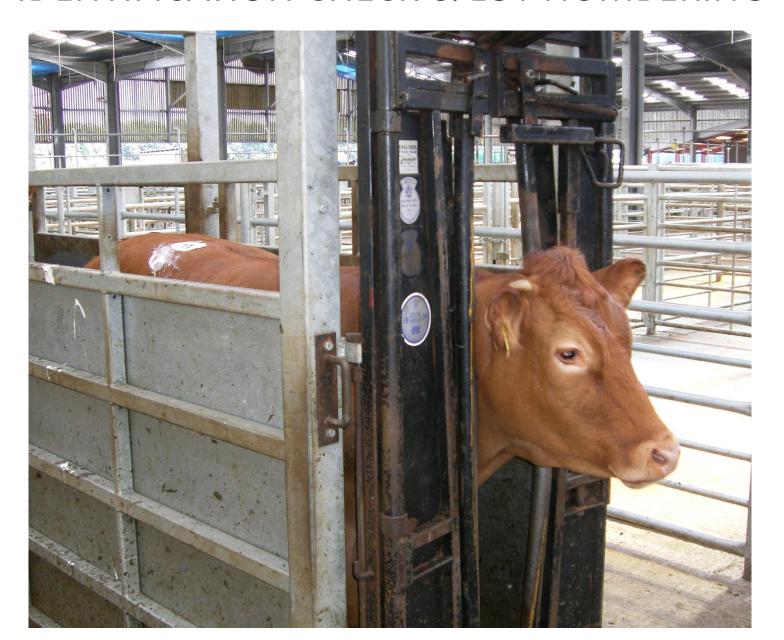




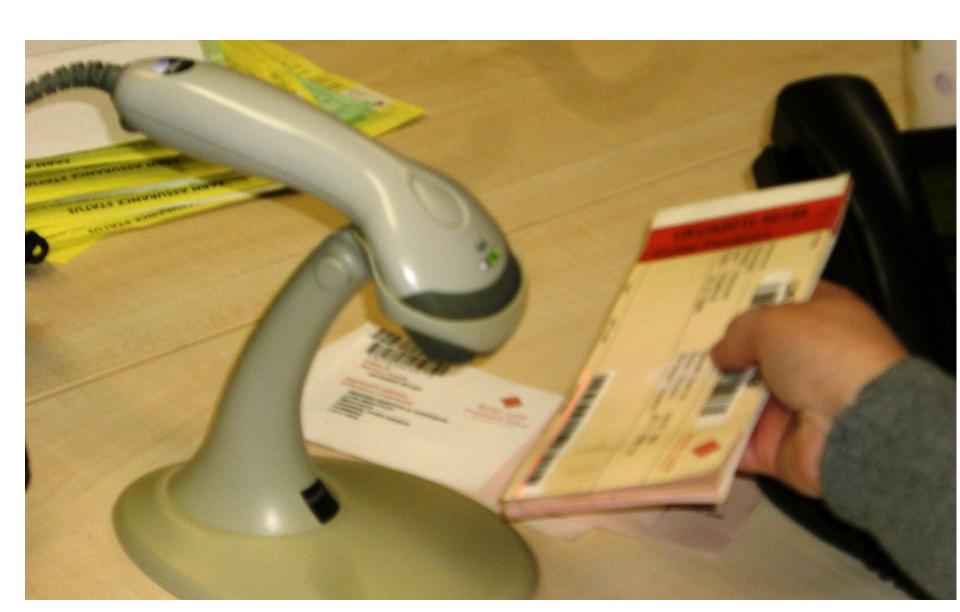
Market Service Checks

- Animal identification
- Passport information
- Sheep movement forms
- Farm Assurance status
- Food Chain information
- Farmer declarations Health status
 - bTB Risk Based Trading declarations
 - BVD

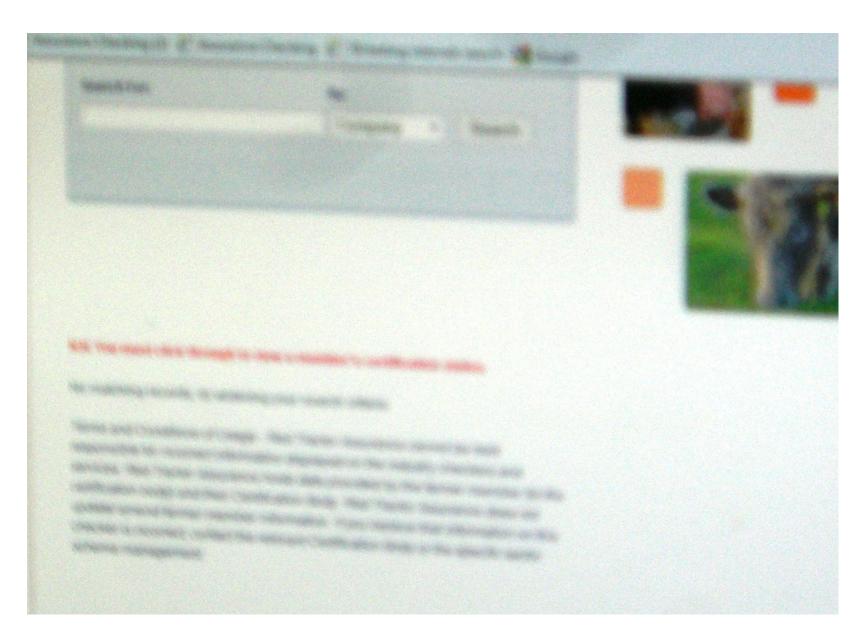
IDENTIFICATION CHECK & LOT NUMBERING



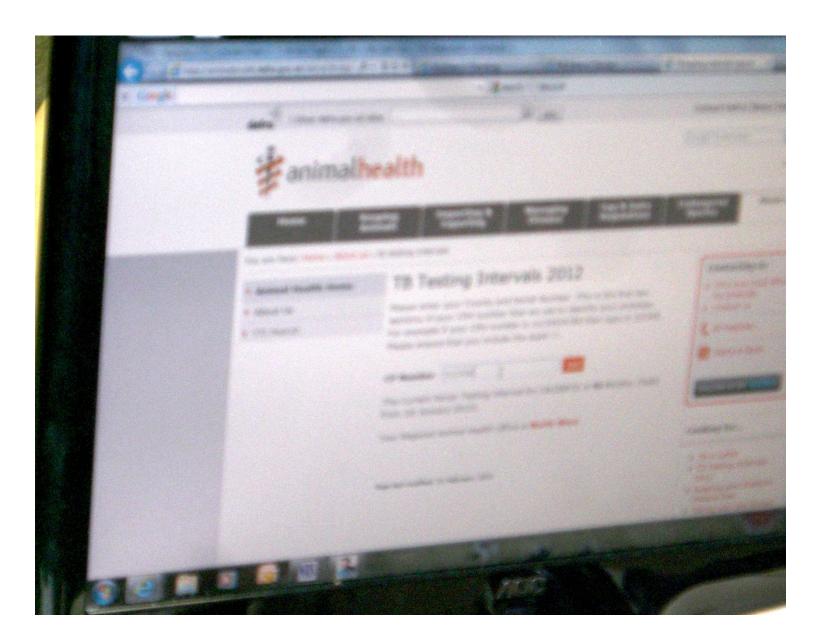
PASSPORT SCANNING



FARM ASSURANCE CHECK



TB STATUS CHECK

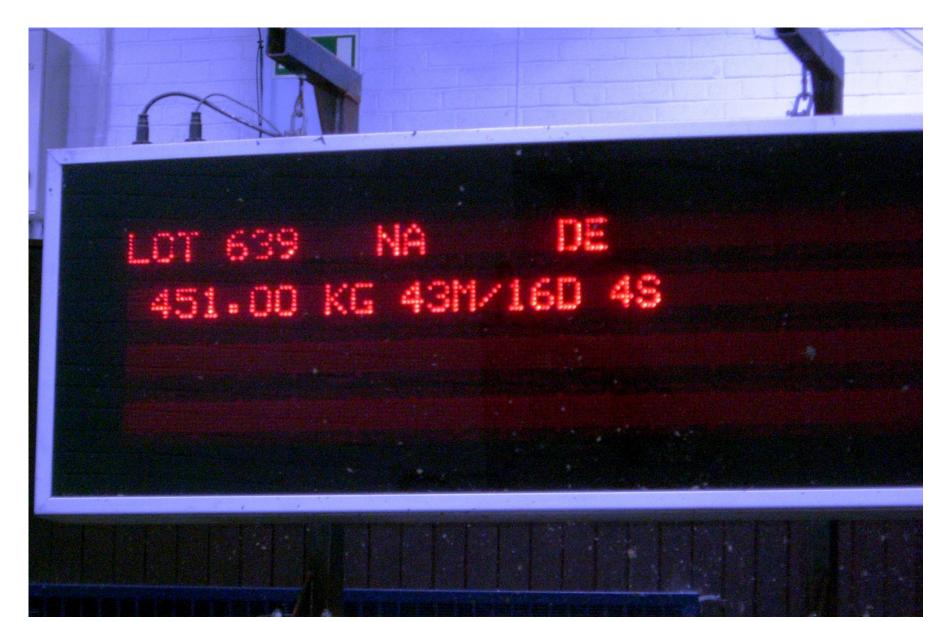


RISK BASED TRADING INFORMATION

Introduction this back-end for breeding animals sold

- The date of the animal's last pre-movement test (if applicable)
- The date of the seller's last herd test
- If the herd has ever had a TB breakdown, the date the herd achieved official TB Free status

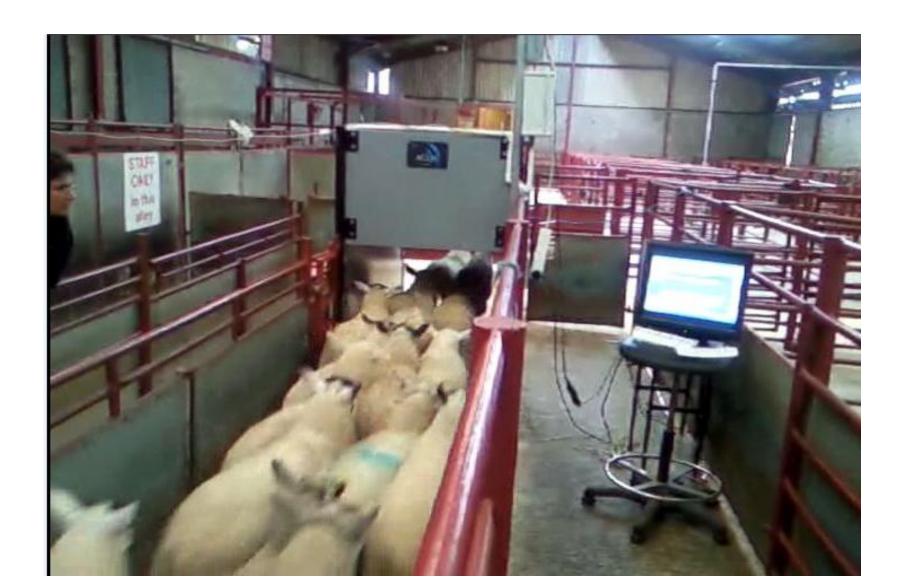
RING DISPLAY



Market Strengths

- Security of payment
- Specialist staff
- Price makers not price takers
- Animal selection before sale
- Bio-security
- Timely movement reporting
- Animal Health and Welfare
- Suitable handling facilities
- CPRC services
- Cattle reading centres In the future

SHEEP FIXED RACE READING



STICK READING IN A RACE/PEN





VEHICLE WASH

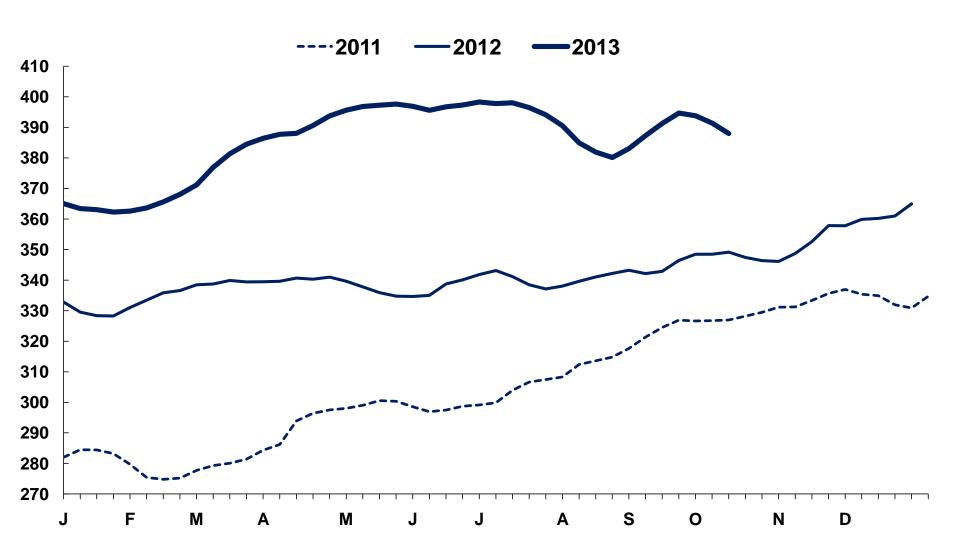


Moving Marketplace

- The marketplace has changed dramatically
 - Especially over the last two decades
- 25 years ago the marketplace was governed by MLC graders, animal subsidies and live exports
- During the last 15 years we have seen a wider specification marketplace develop and open up:
 - Carcass export both lightweight and traditional weights
 - Halal market has grown
 - Niche markets have grown
 (Live exports now play little, if any, part in market average prices)
- Exciting new markets are developing:
 - Carcass and cuts exports to China and Russia

Finished prime cattle prices





GB LW Finished Lamb Prices



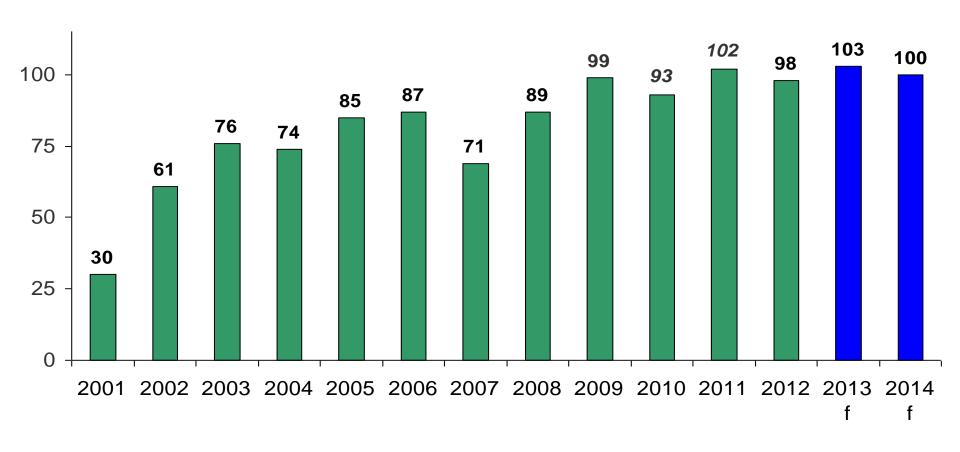


- 2 million Muslims in UK
- 6 million non Muslim Halal UK consumers
- 50% of UK sheep meat consumption
- Big opportunities in EU and beyond
- Principal player in cull ewe market
- Majority of product sourced through markets



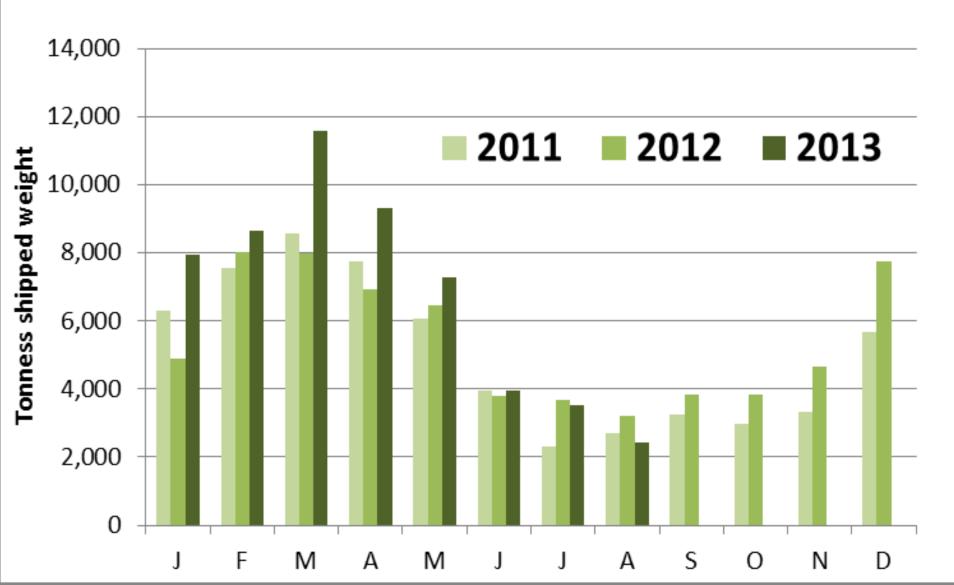
UK sheep meat exports





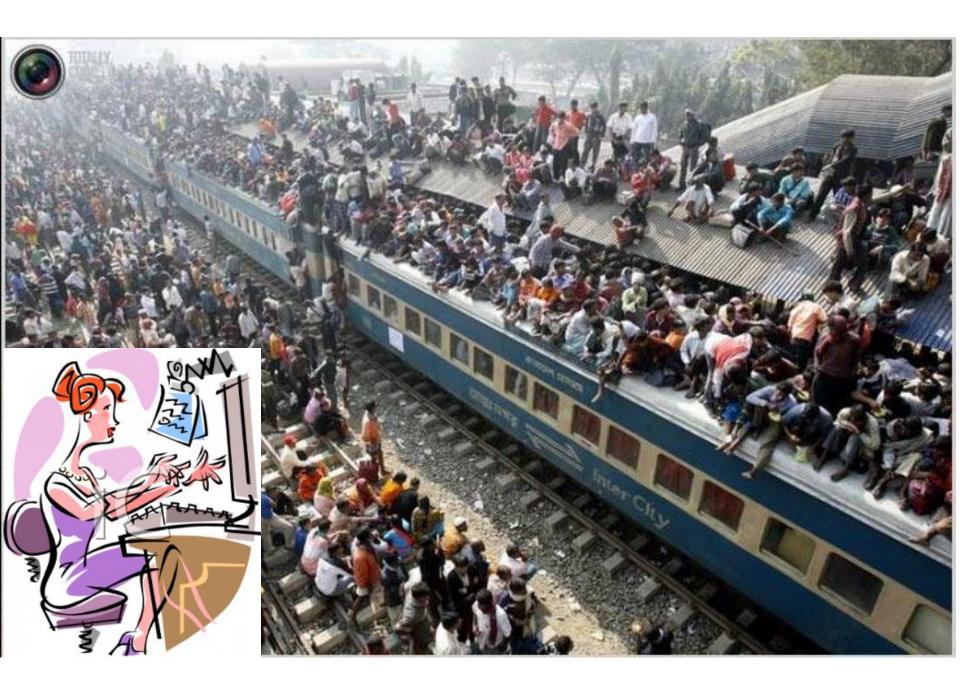
New Zealand sheep meat exports to UK





CHALLENGES

- Industry appreciation of the services provided by the UK's Auction Marts
- Better/cleaner data available at the time of sale
- Move away from multiple paper trail checks
- Finding a more suitable comparison between Liveweight and deadweight prices
 - Less than 25% of abattoir deadweight sheep prices are reported
 - Niche market cattle are included in deadweight reported prices
 - » Organic
 - » Aberdeen Angus
 - » Hereford
 - » Beef shorthorn
- Development of a suitable electronic database

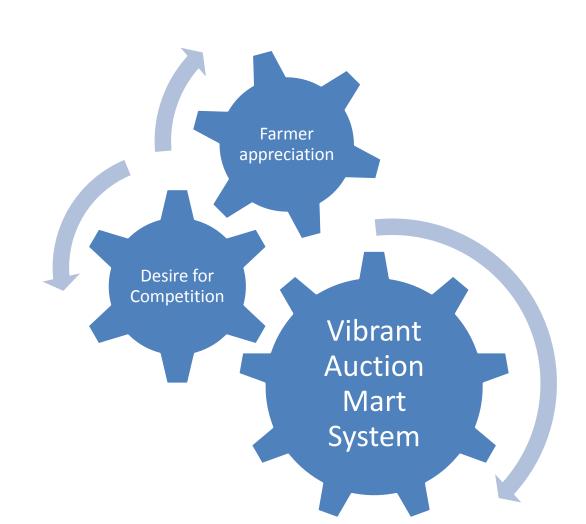


National Multi Species Database



- 1. Information is fed in by:
 - 1. Farmers
 - 2. Vets
 - 3. National movement records
 - 4. Etc., Etc.
- 2. Assurance of accurate and timely data
- 3. Access to the non statutory data is subject to owners consent

Building on the Open, Transparent and Competitive Trading platform that UK Livestock Markets offer the UK's Red Meat sector



Thank You

