

TLCAA agent profile

Simon Burke – Principal, Burke & Smyth, Tamworth



Simon Burke (far left) in action

Where are you from originally?

Born and bred in Tamworth.

How long have you been an agent?

Since I left school in December 1989 – straight out of school - so just over 25 years. I left school and completed an apprenticeship through what's now called RMA with stock and station agents all over Australia. I spent 3-4 months each in Yass, Dubbo, Bathurst, Orange, Claremont and Mount Gambier.

Impeccable experience. Yass was merchandise, Claremont loading cattle onto trains, Mount Gambier was similar to Tamworth and Dubbo was yarding thousands and thousands of sheep – they were big days.

What's been the biggest change in your time as an agent?

Traceability of livestock and paperwork.

What do you think is the biggest issue moving forward in the livestock industry?

I think the industry has a very bright future. I think it will become more centralised, and TRLX will eventually start getting cattle from further away. A few things need to happen first but we are going the right way. TLCAA/TRLX are building a name as one of the state's better store selling centres. People underestimate that we have a very strong field of buyers for fat sales. Some smaller yards around North West and Hunter Valley don't have the buying power that we have.

Cattle will move longer distances and people are increasingly targeting specific markets – cattle will be freighted longer distances to achieve that market.

What do you think of the new TRLX?

The facility is very impressive. Every client that walks through the gate is impressed with cattle yards. It's been a success from day one, despite market fluctuations. People seem more inclined to sell stock here than the old saleyards. We are attracting people that we wouldn't have once; they are looking at Tamworth as more of an option than they used to.

What do you like about Tamworth as a place to live and work/do business?

The whole Tamworth region is a hub. There are so many industries without relying on one.

People often ask me why Tamworth is going ahead. There's no one reason. It has a mixture of business, industry, agriculture; we're not relying on any one, Good schooling, good jobs, great area.

Other interests outside of work?

Trail bike riding (not Motocross or Crusty demons as suggested by Scott!) and spending time with family. PS. Simon famously came back from a bike trip to Cape York Peninsula last year with a broken shoulder.



Simon Burke with clients and parents Kate and Terry Burke.

Contact details

M: 0427 634 341

E: simon@burkesmyth.com.au