

## TLCAA Agent Profile

### Ian Morgan – Principal, Ian Morgan Livestock, Tamworth & Quirindi



*Ian Morgan (far right) with the IML selling team John Rodd (left) and Ben Goodman (middle)*

#### How long have you been an agent?

Almost 30 years. Extensive industry mainly around the New England and north-west with Elders including Inverell, Guyra, Mudgee and Armidale.

#### What's been the biggest change in your 30 years as an agent?

NLIS. (It's fair to say Ian is not a big fan of the NLIS!)

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

My theory is to maintain the status quo in our business. Saleyards have always been my business and that's how I will continue to operate until the day I give it away. The saleyards always have been, and always will be, the best way to market cattle.

#### What do you think of the new TRGX?

Far beyond expectations, a tremendous set up. We waited so long, but it's as good as (or better than) I ever expected. It's a tremendous set up and we are very lucky to have it.

Having worked in various saleyards, this scores a 10/10. To see a facility where we sold 300 cattle today and we'll have them weighed and all our vendors

aware of their prices by dark – that's probably one of the biggest things. The speed of this operation is much better than anything I've ever seen.

#### Other interests outside of work?

Family and three young grandchildren (aged 4, 2 and 1) keep me occupied – that's my main priority.

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

I've always enjoyed most centres I've worked but Tamworth is the best ever group of agents. We pride ourselves on being harmonious. Everyone I deal with I consider mates and the same applies to those on the other side of the fence, the buying fraternity. There is a great respect and good relationship between agents and buyers. I've been dealing with many of these buyers for most of my 30 years in the industry.



*Ian Morgan with grandson Tulloch on a recent visit to TRGX*

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