

There are currently three levels of membership, reflecting the primary focus on Livestock and Rural Property Agents but recognising the increasing numbers of member branches which are involved in Real Estate activities only, as well as other organisations associated with the industry who desire a closer working relationship with Livestock and Rural Property Agents and who support our industry.

Levels, benefits and privileges of Membership:

All Members are entitled to:

- Attend industry meetings
- Receive the ALPA weekly newsletter & other industry news
- Access to the ALPA website members section
- Access to ALPA website sections for property listing, livestock listing (*excluding affiliate members*)
- Access to fax streaming service
- Access to ALPA Stationery
- Attend Professional Development & Education and General Seminars at discounted rates
- Access at various levels to ALPA-negotiated business discounts (communications, fuel, etc)
- Attend the AGM, Annual Dinner and other annual forums
- Attend the Young Auctioneers Competitions
- Eligible for various other Member Discounts.

Full member:

- Open to Livestock and/or Rural Property/Real Estate Agents
- Entitled to vote in elections for State Management representatives
- Entitled to vote at the AGM and at general meetings
- Eligible to be elected to the ALPA Board or State Management Committees.
- Eligible for Fleet Discounts on selected Motor Vehicles
- Eligible to join StockInsure, the livestock buyers default insurance scheme
- Eligible to participate in ALPA Transit Insurance Scheme & access to discounted Professional Indemnity Insurance.

Real Estate member:

- Open to Real Estate agents with no livestock business
- Not entitled to vote in elections
- Not entitled to vote at the AGM or at general meetings
- Not eligible for Fleet Discounts.

Affiliate member:

- Open to organisations or individuals outside of the Agency sector, but who are associated with the industry, and who want access to news, networking, education programs, etc.
- Not entitled to vote in elections
- Not entitled to vote on motions or at general meetings
- Not eligible for Fleet Discounts.

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AUSTRALIAN LIVESTOCK & PROPERTY AGENTS
 ASSOCIATION LIMITED



AUSTRALIAN LIVESTOCK & PROPERTY AGENTS
 ASSOCIATION LIMITED

MEMBER
 PRODUCT/SERVICE
 INFORMATION

*ALPA Membership
 is a signature of
 professionalism in the
 industry!*



About us:

The Australian Livestock and Property Agents Association Limited (ALPA) is the national peak body representing the interests of livestock and property agents throughout Australia.

History: The Stock & Station Agents Association of NSW which commenced in 1910, combined with the Victorian Stock Agents Association on March 31, 2001 and became known as the Stock & Station Agents Association Limited. The Queensland Livestock Agents Association, together with the two Pastoral Houses, Elders Ltd and Landmark subsequently joined with the Stock and Stations Agents Association Ltd, along with the Northern Territory, South Australia, Tasmania and Western Australia states forming a fully national organisation to give rural livestock and property agents a single national voice on issues that affect their businesses.

The new Association adopted a name which reflected its Australia-wide coverage of the industry. The Australian Livestock & Property Agents Association Limited (ALPA) was launched at its inaugural Annual General Meeting in September 2004, replacing the former Australian Council of Livestock Agents (ACLA), which had a narrower and less representative membership base.



Today: The Association represents around 1,200 agent outlets, consisting of 400 Private Agent businesses and 800 Pastoral House Branches across all States. ALPA members employ just under 8,500 staff, not including the head office staff of the two pastoral houses. Most Association members are engaged in sales of both livestock and rural real estate. Property sales are making an increasing contribution to business revenue, but 97% of members sell livestock.

Agents sell approximately 10 million cattle and 55 million sheep and lambs for a value close to \$11 billion. These figures do not include pigs, goats, horses and other livestock sales in which agents were involved. MLA Levies collected by agents on these sales amount to approx \$82 million.

ALPA represents its member agents' interests at national and state levels providing a unified voice for agents on major industry issues and working on initiatives to assist members in the advancement of their businesses.

Professional Development & Education (PD&E) programs designed to meet state laws are operated by the Association in various states. Other PD&E programs run by the Association include courses to meet requirements for Compulsory Professional Development (CPD) for state licence requirements, general courses to improve business management and the professional standing of its member businesses as well as auctioneer training courses. ALPA also conducts a Young Auctioneers Competition at both state and national levels.

ALPA continually reviews the needs of its members and the industry's strategic direction to achieve the best outcomes for its members and to promote career opportunities within the agency sector.

Objectives:

- ☑ To be proactive in promoting the interests of members.
- ☑ To provide effective agent industry representation in the Government decision-making and policy development process.
- ☑ To be actively represented on committees in those government agencies which are involved in the regulation and direction of the industry.
- ☑ To liaise closely with members, industry stakeholders and other industry bodies.
- ☑ To keep members informed of industry news and issues that impact on their businesses.
- ☑ To provide relevant services to members, including insurance, professional education and development programs, member discounts, website access and regular newsletter.
- ☑ To raise the educational, technical and ethical standards of its members and promote career opportunities.

