



McCartyneys
Rural

Issue 44 Winter 2019

Rural Matters

Welcome

Welcome to the winter issue of Rural Matters, which includes various updates and advice from our team.

In this issue you can find out more about our Chairman, Clive Roads, recently being awarded the Mart's the Heart Lifetime Achievement Award, which is such a fantastic accolade. We also have an overview of the pedigree sales and a glance at store cattle sales over the last 50 years.

You can learn more about the 2019 Basic Payment exchange rate and consider the options available to you when considering selling land and farms. Our Portcullis Saleroom gives an insight into considering selling items by auction and we welcome Bradley Towell to the firm.

Please do get in contact with our team if you have any questions, or would like any support.

May we take this opportunity to wish you all a very Happy Christmas and New Year.



Gareth Wall

Managing partner and chairman of the agricultural and rural professional departments

Lifetime Achievement Award



Clive Roads, Chairman at McCartyneys, has won the 2019 Mart's the Heart Auctioneer Lifetime Achievement award, which forms part of the British Farming Awards, in recognition of his forty-five influential years in the industry. The judges praised Clive for the pivotal role he has played in the growth of Worcester livestock market - taking it from the brink of closure to a very successful commercial and pedigree centre - over the last four decades.

"I was very humbled to even be considered for the award," explains Clive. "So, I feel extremely privileged to have won this prestigious accolade," he adds.

"I truly believe that what I've achieved during my time in the profession has only been made possible by the people I have worked with. The award is therefore as much for them as it is for me."

Aside from his work at McCartyneys Worcester livestock market, Clive is Official Society Auctioneer for numerous cattle and sheep breed societies, Chairman of the Three Counties Agricultural Society, regularly judges at livestock at shows and supports local charities.

Clive was officially presented with his award at the British Farming Awards.



Clive Roads

Based at Worcester Market

Pedigree Sale Report

Once again we have had a busy Pedigree season at Worcester, on both sheep and cattle fronts. What seems like a very long time ago now, the sales started back in April with the Aberdeen Angus and British Blonde Cattle Society show and sales. Trade was bright for both bulls and females, across both breeds, and this trend continued through to the Simmental sale in May, which attracted a massive crowd of buyers and topped at a very respectable 8,400gns.

It was very nice to see the rare breeds well supported, with a quality showing of Longhorns at their spring show & sale and there was a searing trade to match that quality. We were also delighted to welcome back the UK Breeders of Welsh pigs for their second annual sale. The sale is still in its infant stages, so to speak but, it was definitely a great success with new buyers making their way from far and wide to purchase some of the top bloodlines in Welsh pigs.

As we moved through the spring and into the summer, we hit the mad rush of sheep sales starting with the Premier Sale of Charollais. The trade could be described as "sticky" but, quality still came to the fore and topped at 12,000gns for a ram lamb, with several others over 5,000gns. This trend seemed to continue across all breeds, with the "top quality" selling for high prices and good averages, whether it be Texel, Blue Texel, Beltex, Zwartbles, Berrichon or any other breed. I must add, it has been very encouraging to see more of our Native breeds taking some of the limelight, with the Kerry Hills, coloured Ryelands and Clun Forests all breaking price records at their large sales.

We now move through into autumn and the ever nearing "Brexit" draws in. It has been evident through the autumn cattle sales and early in lamb sheep sales that people are being more cautious - who can blame them with the uncertainty surrounding the farming industry and the country as a whole.

However, there are still plenty of people out there with optimism and they keep moving on and looking towards the future. There should always be proof that quality stock will always sell well and for more of a premium. This is where pedigree stock, and sales, deliver as it keeps giving farmers ample opportunities to purchase top quality breeding males and females, to keep progressing their stock to the next level.

James Amphlett
Based at Worcester Market



2019 BPS Exchange Rate Revealed

The 2019 Basic Payment Scheme (BPS) exchange rate has been confirmed by the Rural Payments Agency (RPA). The euro exchange rate for calculating BPS 2019 payments made in sterling will be €1 = £0.89092. This is very similar to the past two years, being only a marginal decrease on the past two years (2018 = €1:£0.89281, 2017 = €1: £0.89470).

The RPA will start BACS payments from Monday 2 December. In 2018, the RPA successfully paid 93.4% of BPS claims in December, which was their best performance since 2015. The payment period runs until 30th June 2019. Let's hope they improve on this again this year, and ensure all claimants are paid in good time.



For claimants in Wales, an optional support scheme is available to guarantee 90% of their expected claim value by the second week in December. Usually, claimants are only paid once their claim has been fully checked; with those claims which require further checks typically relate in a late payment. To avoid late payments the RPW have provided the optional support scheme which farmers can apply for to receive 90% of their payment by the second week in December. Once RPW have completed all final checks on a claim, the outstanding 10% will be paid. Farmers must apply for the support scheme by the 29th November 2019 if they wish to benefit from the support scheme.

Beth Hanson
Based at Kington Office



Store Cattle Sales



The sale of store cattle in Shropshire and The Marches has little changed over the past fifty years.

I recently discovered a store cattle sale catalogue, from May 1969, from what was then the regular sales at Craven Arms.

The number of cattle forward for the sales today, may have changed slightly but what has not changed

very much are the farming families and people who still sell their stock by the livestock auction system.

Through our Ludlow market sales, we still meet the descendants of the same families selling cattle and sheep.

Long may it continue.

Phillip Blackman Howard
Based at Ludlow Market



Selling your favourite Asset



I have been asked to sell land and farms for various reasons over the years – retirement, death, divorce, partnership splits and to raise funds to meet other projects. The one thing that is important, to me as an agent, is I like to almost hold my clients' hands through the journey. I like to think that as an agent I treat people as I would have liked my late father to be treated. To be fair, straight and looked after professionally with the respect that farms have normally been in the family for many years.

I was pleased this year to sell one farm to an overseas purchaser with the vendor's comments on our Customer Satisfaction form and verbal feedback stating:

"Jenny has been the best agent I have ever worked with. Excellent service at all times. All staff very courteous and friendly, made everything run smoothly. A very good team."

The team in our office works on providing good service and we all do the utmost to look after vendors and purchasers alike. If you ask my staff, they will tell you my favourite saying is "teamwork makes a dream work"

Anyway, if you are reading this and possibly think the sale of your farm or land may happen in the next few years, early planning is essential. McCartneys are happy to come and give a free market valuation and provide advice on the method of sale. A meeting with the agent, solicitor and accountant is essential to make sure valuation, tax and all legal matters are considered early. Making sure your land and property is all on the Land Registry is very important, as this can delay a sale if not done early.

I always advise farmers to have a map showing boundary responsibilities and water on the farm office wall. This makes life so much easier if, unfortunately, there are only beneficiaries left. I always like to walk the entire farm as much as I can to get a real feel for the land.

When it comes to method of sale, the following options all suit different circumstances:

- Auction
- Formal Tender
- Informal Tender
- Private Treaty

All kinds of factors come in to deciding which is best but, normally, auction or formal tender are preferred as a deposit is paid and a contract signed, leaving it unlikely that a party will leave the deal.

Any of our McCartneys Rural Professionals are happy to give some private advice in the first instance and respect that in many circumstances it is a very hard decision to make, which is quite simply why we would hold your hand.



Jenny Layton Mills
Based at Knighton Office

Are You Selling a House or Having a Clear Out of Long Forgotten, Potentially Valuable Items?

This year has been a busy one so far for The Portcullis Auction Room. In recent months we have seen an increase in good quality, sometimes very valuable items that have been entered into our monthly auctions and we are very pleased to see these items selling well, resulting in some very happy customers!

There has been a surge in house clearances where sometimes there are long forgotten treasures hiding in the loft or the cellar – one fine example of this was an oil painting which was found in the cellar of a property that we had been instructed to value and clear by the Solicitors of the Estate. Our Valuer noticed this painting leaning up against the wall in the corner, an oil on canvas by artist Richard Lin and it was entered into our June sale in which it made a staggering £84,000!

Our live internet bidding platforms and our competitive rates give us an extensive variety of buyers from all over the world and they have a huge range of items that they are interested in, in the case of the oil painting it was sold to a buyer who was bidding online from Germany.

Our valuer has also been very busy this year with Probate Valuations and Valuations for Insurance & Family Division, as well as offering free valuations of fine Art, Antiques, Collectables, Silver & Jewellery at our Auction Room throughout each month.

If you think you may have something of value that has been forgotten, give Daniel Fielder, Fine Art & Antiques Valuer a call on 01584 878822 or email fineart@mccartneys.co.uk with a photo and your contact details. Who knows, you could have the next £84,000 treasure just waiting to be discovered!

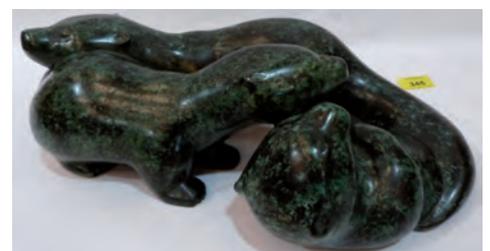
Sell by auction

Why bring items to auction when there are so many alternatives available? The simple answer is, you will get offered as much on the day as you can possibly get.

The auction provides a competitive atmosphere and things generally realise more than expected. To use one particular lot as an example from our last sale, we were consigned a Bronze group of three otters – far exceeded the pre-sale estimate of £150-£200, selling at £980 against competition in the room, online platforms and the telephones.

This shows what the Auction process can achieve. **SELL BY AUCTION!**

The Portcullis Auction Room - **01584 878822** or fineart@mccartneys.co.uk



Welcome Bradley



McCartneys are delighted to welcome Bradley Towell to the firm as a Livestock Auctioneer and Rural Professional.

Born in Gloucestershire, he grew up working on both arable and livestock farms in the county. After a short time working on farms in New Zealand and Australia, Bradley attended the Royal Agricultural College, Cirencester where he gained a First Class Honours Degree in Agriculture and a Master's Degree in Rural Estate Management. Whilst studying at Cirencester, Bradley worked part time for a firm of auctioneers in Gloucestershire which gave him a good foundation of experience in livestock auctions and rural professional work.

After Cirencester, Bradley spent four years in Dorset working as an Auctioneer selling store cattle on a weekly basis at Frome Market in Somerset, as well as conducting farm dispersal sales and property auctions. During this time, Bradley qualified as a Rural Chartered Surveyor with the RICS and an Agricultural Valuer with the CAAV.

Bradley has a strong background of practical farming experience, which can be applied to all areas of Rural Surveying. He has gained a large amount of rostrum experience in both livestock and property. He has also gained sound knowledge and expertise in the following:

- Farm sales and acquisitions
- Farm letting
- Grazing and arable licences
- Valuation of rural property and livestock
- Compensation claims against water, electricity or gas providers
- Farm business advice
- Basic Payment Scheme and Capital Grant applications
- Contract Farming Agreements.

Bradley has joined the livestock team in Ludlow and Worcester markets and will be based at the Ludlow market office for rural professional work. If you see Bradley in market or out and about during the coming months, please stop him and introduce yourself.

Bradley can be contacted on **01584 872 251**.

Brecon Fairday - 376 Foals, Ponies and Horses

This would be the best trade witnessed at this Special Fairday Sale, on 9th November, for over a decade. The show and sale was a great success with a marquee erected for the show and covering the outside pens.

The foals enjoyed a virtual 100% clearance and a staggering demand with buyers from every part of the UK and also Europe.

It was a quality entry and this was reflected in the averages for all sections:

- Section A colt foals averaged £88 & filly foals averaged an incredible £176.
- Section D colts averaged £235 & fillies averaged £341
- Shetland fillies averaged £260 & the colts averaged £235.
- The sale of the day was a Welsh part bred grey filly foal, Lot 240 from AJ Merrick, which was knocked down at a record £1,470 to Mr J Tavernor, Farley Farm.
- A strong 8 year old mare from DH Williams, Gorllwyn Fawr, Twynmelyn Sweet Dream, set a record for the sale, at £2,152.

It is hoped that the reputation of this sale can be built on, as we attracted a huge number of potential buyers from all parts, who were certainly willing to give that premium for quality and there were buyers for all types. We wish to thank all vendors who helped and contributed to the success of Brecon Fairday Sale and we look forward to your support next year.



Chris Jones
Based at Brecon Office

With a long standing heritage in supporting the needs of the countryside economy McCartneys is one of the oldest and largest multi disciplined private practices in the United Kingdom. Offering a wide and comprehensive range of services across the Midlands and throughout Wales, McCartneys has a large dedicated team of professional experts specialising in all aspects of rural property, planning and business advice.

Please contact one of our professional staff for sensible and impartial advice. For any further information about any of the content of this newsletter Please contact the editors Gareth Wall and Amelia Crofts-Hill.

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