

# Roy Monte: The Farmer's Friend



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Corowa Public School



## *Creative Catchment Kids*

**Creative Catchment Kids** is an initiative of the Murray Darling Association and Wirraminna Environmental Education Centre. It aims to improve engagement between the Local Land Services and school students by providing opportunities for positive and authentic ventures that encourage students to develop creative solutions to agriculture and natural resource management issues.

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## *Wirraminna Environmental Education Centre*

The Wirraminna Environmental Education Centre is located in Burrumbuttock, north of Albury in southern NSW. Since 1995, the centre, which is adjacent to Burrumbuttock Public School, has provided opportunities for discovery and learning about the natural environment, the ecology of the local woodlands and the beauty of native plants. [www.wirraminna.org](http://www.wirraminna.org)

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## *Murray Darling Association*

The Murray Darling Association has membership of over 100 Local Government councils in the Murray-Darling Basin, as well as community groups, businesses and individuals with an interest in ensuring that the Basin continues as a valuable asset for all Australians. Since 1950, the Association has initiated various school and community education programs on managing the Basin's land and water resources. [www.mda.asn.au](http://www.mda.asn.au)

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Enviro-Stories is an innovative literacy education program that inspires learning about natural resource and catchment management issues. Developed by PeeKdesigns, this program provides students with an opportunity to publish their own stories that have been written for other kids to support learning about their local area. [www.envirostories.com.au](http://www.envirostories.com.au)

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## *Local Land Heroes*

In 2014, students involved in the **Creative Catchment Kids** program researched and wrote stories about 'Local Land Heroes' - people, businesses or industries who contribute to productive agriculture and healthy environments along the Murray and Murrumbidgee rivers. The program was generously funded by Murray Local Land Services and Riverina Local Land Services.

Local Land Heroes acknowledges the United Nations 2014 International Year of Family Farming.  
[www.fao.org/family-farming-2014/en/](http://www.fao.org/family-farming-2014/en/)



Local Land Heroes is part of Enviro-Stories, a Peekdesigns education program.



Local Land  
Services  
Murray



Local Land  
Services  
Riverina



Australian Government

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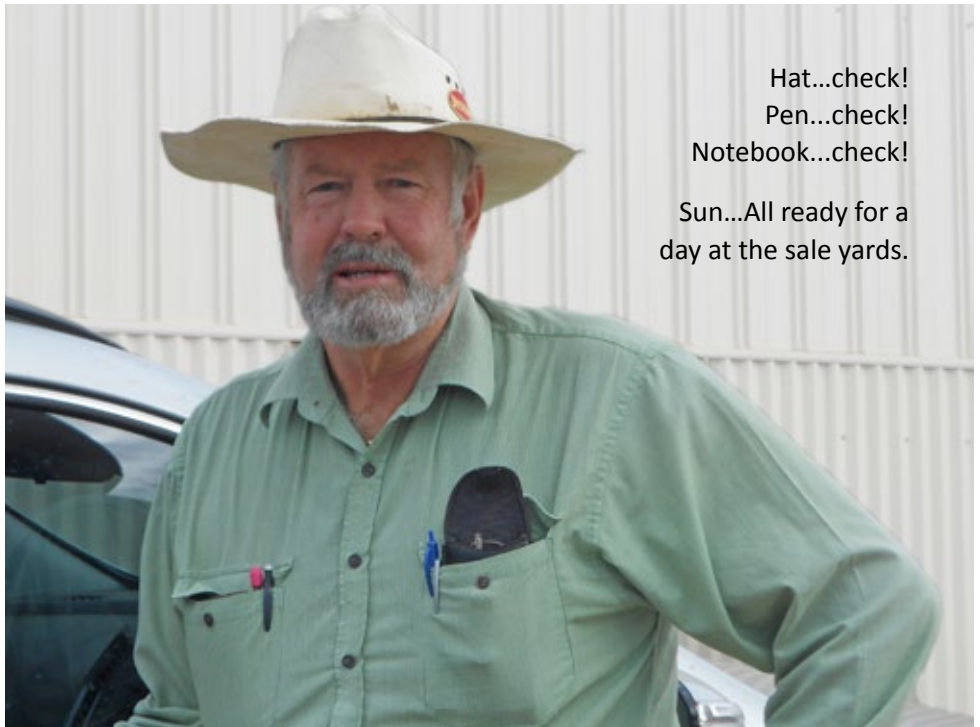
## *Meet Roy Monte*

Roy Monte (Rastis) was born in 1950 and he has never lived on a farm in his life! He's been a stock and station agent for 48 years.

That means he:

- buys and sells livestock for farmers
- conducts auctions
- organises and runs clearing sales
- gives farmers advice.

Every farmer supports 78 other people – Roy is just one of them.



## *Starting Out*

Roy started work for Dalgety at the age of 15. When he applied for the job he didn't even know what a stock and station agent did. The first cattle sale he worked at was at the Wodonga saleyards (Target is there now).

Once, when he was as 'green as grass', he was sent to get steers and came back with heifers!

Bulls and steers are male cattle.  
Heifers and cows are female cattle.



## *Going Once, Going Twice, SOLD!*

Roy got his auctioneer's certificate from Hawkesbury Agricultural College. A good auctioneer talks REALLY fast!

The Corowa sales, where Roy buys and sells sheep for clients, are the biggest in the district. Sheep need a PIC (Property Identification Code) number and have to be fit and healthy before Roy can sell them.



Roy counting sheep at the Corowa Saleyards.  
These sheep sold for \$87 each and there were 110 of them.

## *Monday Markets*

Monday markets begin on Sunday when the farmers bring in the sheep that Roy has advised them to sell. He sells sheep for Landmark and has to keep records of how many he sells and how much they bring.

Before he can sell them, the sheep have to be sorted out and put into pens. Buyers travel long distances to buy sheep for 19 companies including: Safeway, Coles, Swift, Fletchers and the Australian Lamb Company.



Lambs in the Landmark pens at the Corowa Saleyards. They have been weighed, sorted and are ready for sale. Every week the NSW police are at the sales to check that all the paperwork is in order.

## *Talking is Good!*

A good stock and station agent can talk! They have to develop a good relationship with their clients and their families – some days that means a lot of ‘cuppas’ around kitchen tables. When he was younger Roy found giving advice hard because older farmers didn’t think he knew what he was talking about. It always has to be ‘fine and dandy’ when you leave a farmer (cocky).





## *Dawn 'til Dusk!*

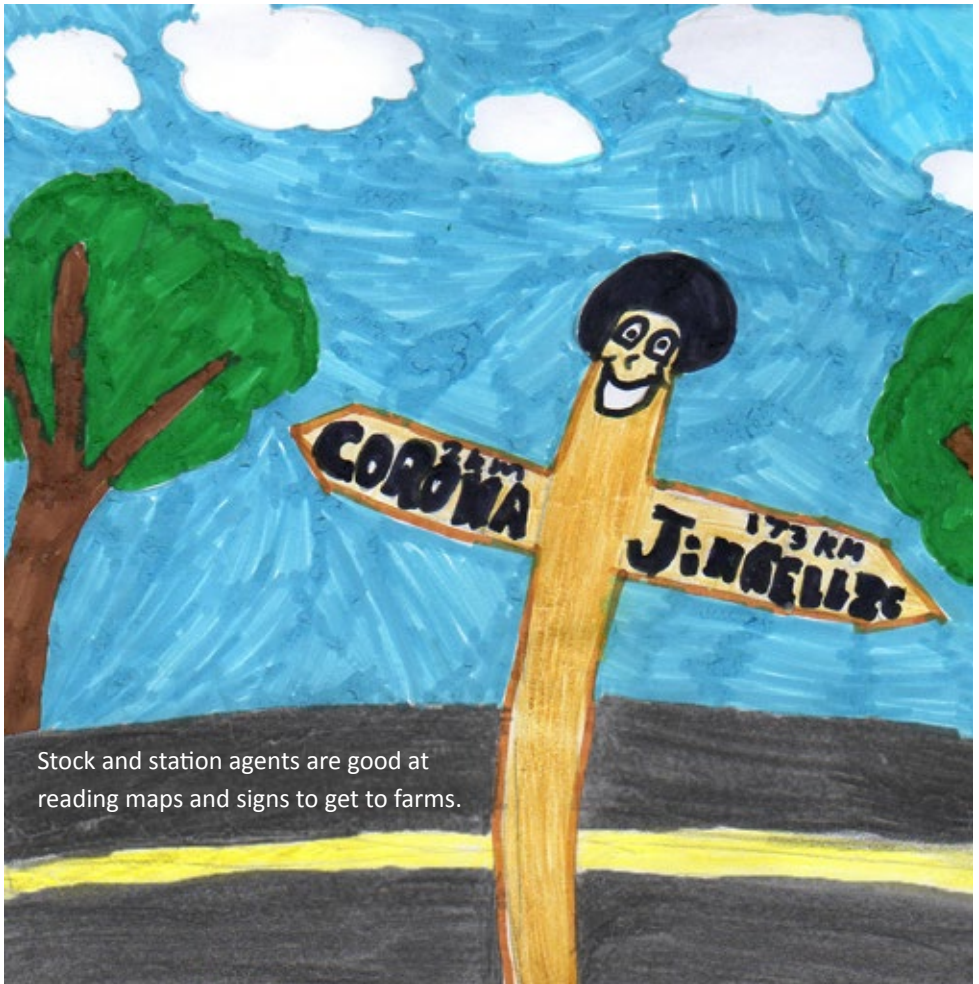
Roy's day starts before dawn (at 6:30am) and ends after the sun goes down. Some days are just long days doing all the paperwork, like processing invoices. The biggest changes to the job are the paperwork and the introduction of mobile phones and computers - all livestock is now traceable. He carries a notebook and pen everywhere he goes!

Keeping such long days means a stock and station agent does not see their family much, some days it is dark when they start work and dark when they get home!



## *On the Road Again*

Stock and station agents spend hours on the road and travel a long way. Roy's car is only 8 months old and he has already driven it 40,000 kilometres! On his travels he organises sales, advises farmers, weighs sheep and canvases more business. The hardest part is being punctual.



Stock and station agents are good at reading maps and signs to get to farms.

## *There to Help*

Roy is there to help everyone, not just the local farmers. He organises 90% of the carriers to transport the sheep or cattle to and from the markets. He runs charity auctions and trivia nights to help local organisations. He has been our school trivia night auctioneer! Roy is a life member of the Corowa Apex and Hockey clubs.



All successful deals are sealed with a strong handshake.



## *Wags and Woofs*

Woof! Woof! A stock and station agent really needs good dogs to help them do their job efficiently. They help him sort and drove sheep, as well as cut sick and injured ones out of a flock. Roy's dogs are kelpies, Pip and Toby. All dogs have to wear a muzzle in the yards but Pip hasn't grown into hers yet!



Toby is 7 years old and is very well behaved.

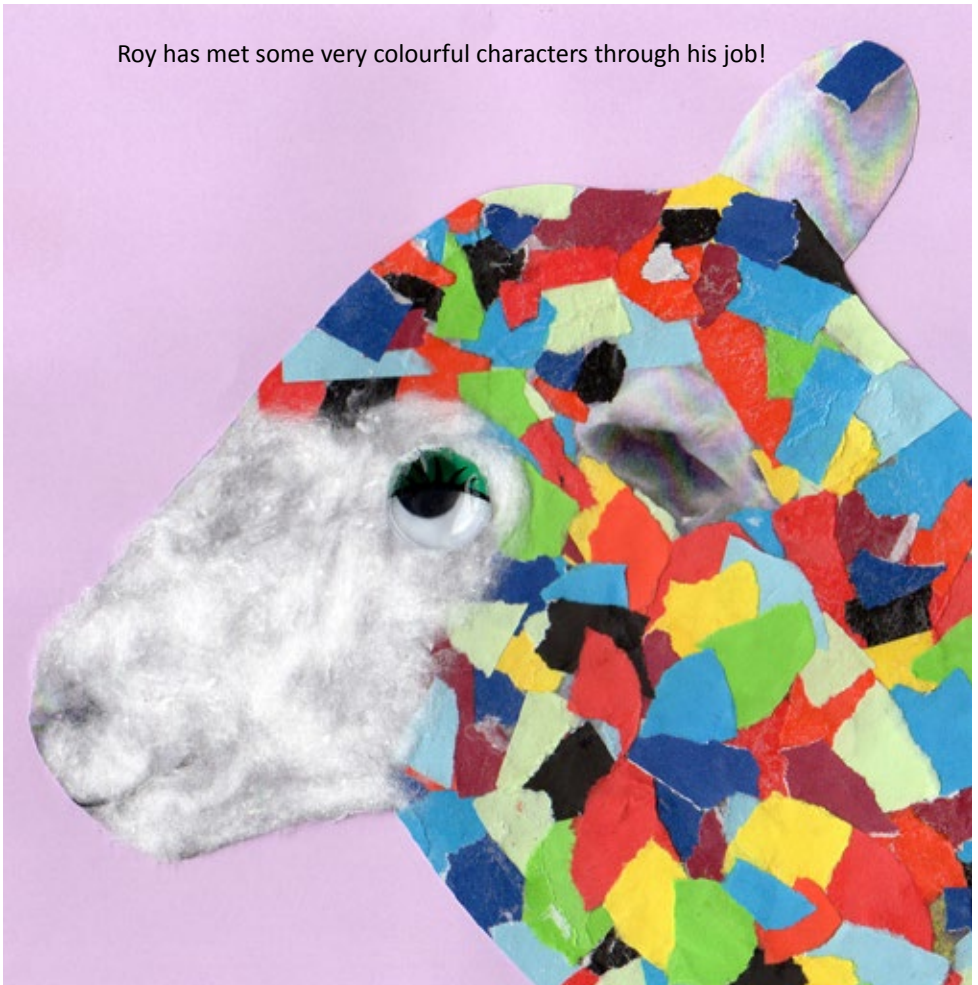


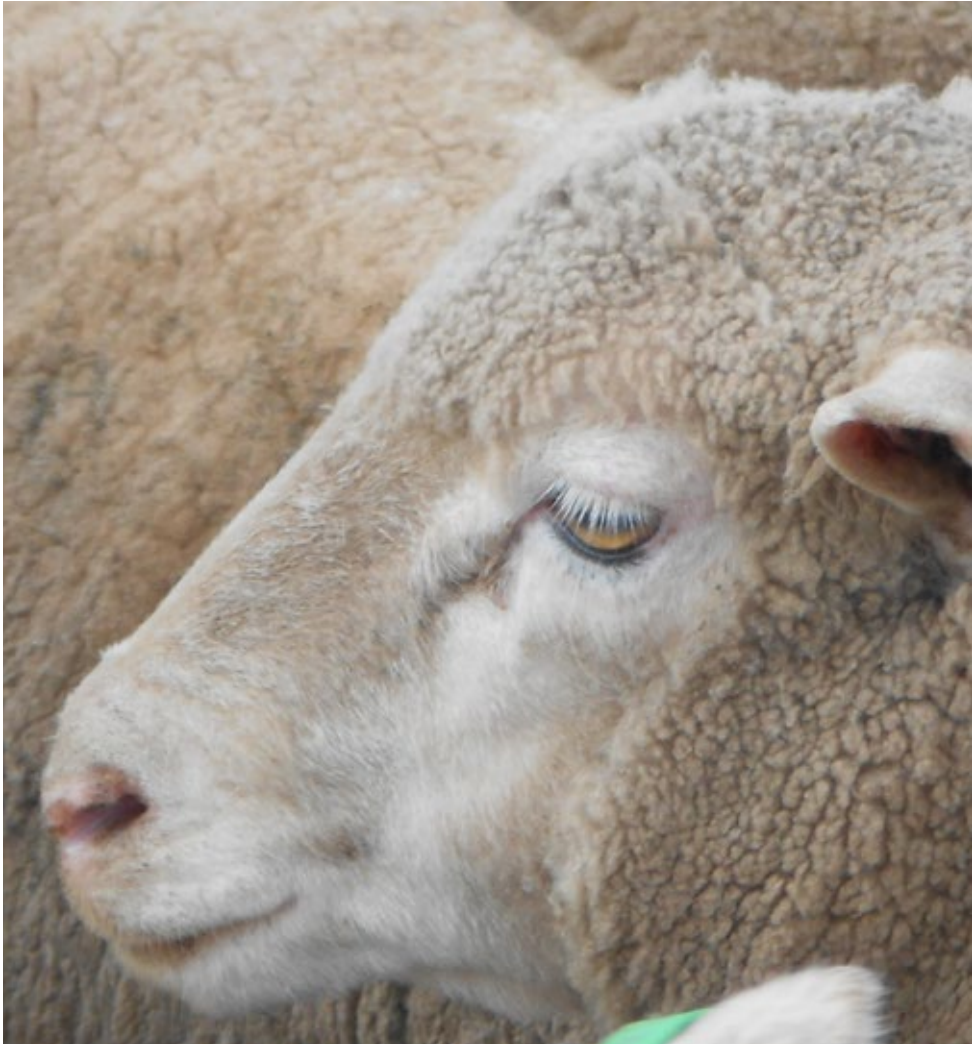
Pip is just 16 weeks old and she will learn all about being a good sheep dog from Toby.

## *In Good Times and Bad*

During droughts, Roy helps farmers euthanise animals that are too sick or starving to survive. In times of flood, he advises farmers on what to feed their sheep to keep them ready for market. Roy helps farmers decide whether to sell their stock at market (sale yards) or sell them by contract.

Roy has met some very colourful characters through his job!





### *Looking Back*

After all these years Roy still enjoys his job and would highly recommend it to others. His local farming heroes are Mark Hanrahan and Jeff Davis. He really enjoys the relationships he has built with the local farmers and he feels a great sense of achievement when he helps them.





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2014 Year 6, Corowa Public School

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