



ANNUAL WATER AUCTION

12th May, 2017 – Riverina Field Days

Celebrating 20 Years in Water

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Auction results emailed to registered bidders.

To be notified of auction results, please ensure you are registered to bid.



Who we are

Wilks Water was founded by **Tom Wilks**, who has been in the water industry for **over 20 years**, brokering sales of Temporary and Permanent water transfers in the Murrumbidgee, Murray and Lachlan Valleys.

The team at Wilks Water has built a **network** of water partners, with extensive local knowledge, strategically located throughout the Murray Darling Basin. This gives our clients access to the **best** in the business throughout NSW, Victoria and South Australia.

Tom is a proud member and President, of the **Australian Water Brokers Association**. The Association seeks to promote the highest standards of professional practice, education, ethics and conduct for AWBA's members and the broader water broking industry. By dealing with an **accredited AWBA professional water**, you are ensured:

- demonstrated knowledge
- maintained Professional Indemnity insurance
- no conflict of interest
- continuous professional development

Tom has built his business on the basis of integrity, professionalism and innovation.

At Wilks Water, every client is our most important.



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Permanent Supplementary Water

Lot No.	ML	Description	Bid \$
1	376	Murrumbidgee Irrigation Downstream Berembred but Upstream of Gogeldrie (able to be transferred to Downstream of Gogeldrie) Excludes 2016/2017 Season Allocation	
2	467	Murrumbidgee Regulated River Downstream of Gogeldrie Excludes 2016/2017 Season Allocation	
3	100.7	Murrumbidgee Regulated River Downstream of Gogeldrie Includes 2016/2017 Season Allocation	
4	11.5	Murrumbidgee Regulated River Downstream Wagga Wagga but Upstream of Berembred Includes 2016/2017 Season Allocation	

Forward Supplementary

Lot No.	ML	Description	Bid \$
5	500	Murrumbidgee Regulated River Downstream of Gogeldrie (Can be split into smaller parcels) Delivery 01/07/17	
6	500	Murrumbidgee Regulated River Downstream of Gogeldrie (Can be split into smaller parcels) Delivery 01/07/17	
7	500	Murrumbidgee Regulated River Downstream of Gogeldrie (Can be split into smaller parcels) Delivery 01/07/17	
8	500	Murrumbidgee Regulated River Downstream of Gogeldrie (Can be split into smaller parcels) Delivery 01/07/17	

What sets us apart

Experience

We've been there, done that.

Having spent almost two decades in the water industry, we've encountered and overcome the hiccups and hurdles, so **you** don't have to. We know the trading rules and keep abreast of industry and regulatory changes. This means we can pre-empt issues before they occur to make for a **smooth** transaction in a timely manner.

Water.

It's what we do. We do it all day, every day and we do it **well**.

Simplicity

We make the water sales process simple.

From start to finish we **manage** the process to ensure you spend time doing what you're good at - while we spend time doing what we're good at. Our experienced administration and trading staff mean **straightforward** documentation and a streamlined process.

Expect prompt payment

At Wilks Water, you can expect funds to hit your account within **24 hours** of water authority approval for temporary transfers*.

In the 2015/16 season to-date, 98% of sellers of temporary water have received payment within 24 hours of water authority approval.

** when the cheque is in the mail, it takes longer*



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Permanent Groundwater

9	100	Zone 3 Lower Murrumbidgee Groundwater Includes 200% Water Allocation	
10	100	Zone 3 Lower Murrumbidgee Groundwater Includes 200% Water Allocation	
11	184	Zone 3 Lower Murrumbidgee Groundwater Includes 200% Water Allocation (Can be split into smaller lots)	
12	290	Mid Murrumbidgee Zone 3 Alluvial Includes 2016/2017 Season Allocation	
13	225	Mid Murrumbidgee Zone 3 Alluvial Includes 2016/2017 Season Allocation	

Temporary Surface Water – 2017 Auction Format

No Commission, No Reserve Price!

The 2016/17 water year has been a complete contrast from last season. Who could have predicted such a wet spring? The impact of this has seen temporary water prices on a steady decline throughout the year. The big wet has also resulted in a huge volume of unused allocation still in the system, which at this time of year means there is going to be an oversupply of sellers looking for a return or risk forfeiture come the end of the season.

Given the conditions, Wilks Water has altered their fee structure for the 2017 Water Auction, seeking to find a win-win structure for both sellers and buyers.

NO RESERVE PRICE for Temporary Surface Water listed at the Water Auction.

The 'no reserve' format will attract any buyers keen to secure water before end of season.

NO VENDORS COMMISSION* for Temporary Surface Water listed at the Water Auction.

It's getting late in the season. Any water that cannot be carried over will be lost. This format is designed to allow for sellers to get something for their water rather than forfeit it at the end of the season. With no commission to pay something is better than nothing.

To further promote fairness for sellers of temporary surface water, a '**volume-weighted average price**' return will be implemented. The gross proceeds of temporary surface water sold will be divided by the number of megalitres offered for sale at auction (whether sold or not). Each water source will be calculated separately.

This will also reduce the inequity between the order of lots for sale where there is a price differential between early lots and late lots sold under the hammer.

Under this system, **all sellers of temporary surface water listed will receive a return**. The volume-weighted average or pool price will be shared amongst all sellers*.

A payment will be returned to all sellers after the completion of the auction. If further listed water is sold post-auction, a new volume-weighted average price will be calculated and a second payment will be made.

**Temporary surface water buyers will be charged an auction fee of \$1.50/ML + GST*

**Temporary Surface Water will be transferred to a pool account prior to the auction*



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Temporary NSW Surface Water

Leases available for General Security over a 3 year term. Contact Tom or Heather for more details.

Lot No.	ML	Description	Bid \$
14	300	Murrumbidgee Irrigation Area	
15	80	Murrumbidgee Irrigation Area	
16	400	Murrumbidgee Irrigation Area	
17	500	Murrumbidgee Irrigation Area	
18	40	Murrumbidgee Irrigation Area	
19	195	Murrumbidgee Irrigation Area	
20	208	Murrumbidgee Irrigation Area	
21	100	Murrumbidgee Irrigation Area	
22	105	Murrumbidgee Irrigation Area	
23	188	Murrumbidgee Irrigation Area	
24	412	Murrumbidgee Irrigation Area	
25	220	Murrumbidgee Irrigation Area	
26	170	Murrumbidgee Irrigation Area	
27	119	Murrumbidgee Irrigation Area	
28	157.3	Murrumbidgee Regulated River	
29	304	Murrumbidgee Regulated River	



Australian Water Brokers Association

Tom Wilks is a proud member and President of the Australian Water Brokers Association (AWBA). The Australian Water Brokers Association was established in 2007 to represent the interests of water brokers and participants of the water trading industry throughout Australia. The Association's primary role is to set and maintain the highest standards of professional practice, education, ethics and professional conduct for its members and the broader water broking industry. The AWBA seeks to be an independent authoritative voice in respect to the water market and water trading issues throughout Australia.



TRADE YOUR WATER WITH A PROFESSIONAL BROKER

The Australian Water Brokers Association provides irrigators with access to professional water brokers who operate under a strict code of ethics and standards.

By using a member of the Australian Water Brokers Association for your water trading needs, you will ensure that your broker:

- has demonstrated experience and knowledge in the water industry
- has appropriate professional indemnity insurance cover
- has no conflict of interest when buying/selling water
- maintains continuous professional development requirements

Contact the Australian Water Brokers Association for further information regarding the association or to find a professional broker who can help you with your water trading needs.

1300 568 668 | Email enquiries@awba.org.au | www.awba.org.au



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Temporary NSW Surface Water (cont'd)

30	150	Murrumbidgee Regulated River	
31	622	Lachlan Regulated River	

Temporary Supplementary Water

Lot No.	ML	Description	Bid \$
NIL			

We have clients considering their options for Temporary Supplementary water trading next season. Please contact Tom or Heather for Forward options (buying and selling).



10 May 2017

CEO announces forward water sale

Murrumbidgee Irrigation (MI) is pleased to announce a forward water sale for MI customers.

"It's been an unusual year," said MI CEO Brett Jones

"The very high level of local rainfall, coupled with changes to operational practices means that we are in a position to offer this opportunity to the benefit of our customers."

The water is being offered at a discounted forward sale price of \$75/ML but will be limited to 5% of customers' delivery entitlements.

"Our customers have been asking us to add value to their Delivery Entitlements (DEs)", Mr Jones said

"By making this water available to DE holders, those that fund the system year in year out have the opportunity to make use of the system savings."

"Of course all customers ultimately benefit from the revenue these opportunities create," he added.

"Our job is to deliver water at the best possible price. Opportunities like this help our customers to plan for the new season and also add revenue to the business - helping to keep price increases down."

The forward water sale opened to MI customers on 10 May 2017.

For details see www.mirrigration.com.au or call 02 6962 0200.

ENDS

Note: \$75/ML Forward Water is limited to 5% of customers' Delivery Entitlements.

For example, if you have:

- 10,000 Delivery Entitlements, you can buy 500 MLs
- 1,000 Delivery Entitlements, you can buy 50 MLs

If you're unsure how this works, see Tom or one of the Wilks Water Team who can help you!



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Forward Water - NSW Murrumbidgee Surface

Lot No.	ML	Description	Bid \$
32	250	Murrumbidgee Regulated River Delivery Date 15/09/17	
33	500	Murrumbidgee Regulated River Delivery Date 15/09/17	
34	300	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	
35	150	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	
36	190	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	
37	583.2	Murrumbidgee Regulated River (Can be split into smaller lots) Delivery Date 15/07/17	
38	486.8	Murrumbidgee Regulated River (Can be split into smaller lots) Delivery Date 15/07/17	
39	500	Murrumbidgee Regulated River Zone 13 Delivery Date 01/09/17	
40	500	Murrumbidgee Regulated River Zone 13 Delivery Date 01/09/17	

Forward Water - NSW Murrumbidgee Surface (cont'd)

41	1000	Murrumbidgee Regulated River Zone 13 Delivery Date 01/09/17	
42	400	Murrumbidgee Regulated River Will sell in any size parcels	
43	600	Murrumbidgee Regulated River Will sell in any size parcels	
44	1000	Murrumbidgee Regulated River Will sell in any size parcels	
45	447	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	
46	700	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	
47	130	Murrumbidgee Irrigation Area (Murrumbidgee Regulated River Zone 13)	

Forward Water - NSW Murray Surface

To transfer to Murrumbidgee - Generally no restrictions
Temporary water usually trades at a premium to Murrumbidgee

Lot No.	ML	Description	Bid \$
48	500	NSW Murray Regulated River Below Choke Zone 11 Delivery Date 01/11/17	
49	500	NSW Murray Regulated River Below Choke Zone 11 Delivery Date 01/11/17	
50	1000	Murray Irrigation Limited (NSW Murray Regulated River Above Choke) Delivery Date 16/09/17	



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Forward Water – VIC Surface

Note: Historically Temporary Water in the Victorian Murray system has traded at a higher price than Murrumbidgee.

In the unlikely event that trade is restricted to the Murrumbidgee – sell in Victoria at a higher price and buy back in the Murrumbidgee to pocket the difference

Lot No.	ML	Description	Bid \$
51	1000	Victorian Murray River Goulburn 1A <i>Subject to Victorian Trade limits</i>	
52	1000	Victorian Murray River Goulburn 1A <i>Subject to Victorian Trade limits</i>	
53	200	Victorian Murray River Zone 6 Above Choke <i>Subject to Victorian Trade limits and intermittent Barmah Choke restrictions</i>	
54	800	Victorian Murray River Zone 6 Above Choke <i>Subject to Victorian Trade limits and intermittent Barmah Choke restrictions</i>	
55	1000	Victorian Murray River Zone 6 Above Choke <i>Subject to Victorian Trade limits and intermittent Barmah Choke restrictions</i>	

Forward Water - Groundwater

Lot No.	ML	Description	Bid \$
56	1000	Lower Murrumbidgee Groundwater Zone 3 (Can be split into smaller parcels)	

Temporary Groundwater

Lot No.	ML	Description	Bid \$
57	1115	Zone 3 Lower Murrumbidgee Groundwater (Can be sold in smaller lots)	
58	1500	Zone 3 Lower Murrumbidgee Groundwater	
59	500	Zone 2 Lower Murrumbidgee Groundwater (Can be sold in smaller lots)	
60	1500	Zone 2 Lower Murrumbidgee Groundwater (Can be sold in smaller lots)	
61	260	Zone 2 Lower Murrumbidgee Groundwater	
62	180	Lower Lachlan Groundwater	
63	1000	Lower Lachlan Groundwater (Can be sold in smaller lots)	
64	1000	Lower Lachlan Groundwater	



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Carryover / Parking

Lot No.	ML	Description	Bid \$
65	100	Lower Murrumbidgee Zone 3	

Permanent Groundwater

Lot No.	ML	Description	Bid \$
66	500	Upper Murray Groundwater Includes 2016/2017 Season Allocation	
67	390	Zone 3 Upper Lachlan Groundwater Includes 2016/2017 Season Allocation	
68	46	Lachlan Fold MDB Groundwater Management Zone Other Includes 2016/2017 Season Allocation	
69	243	Lachlan Fold MDB Groundwater Management Zone Other Includes 2016/2017 Season Allocation	
70	100	Lachlan Fold MDB Groundwater Management Zone Other	

NSW Permanent General Security Surface Water

Leases available for General Security over a 3 year term. Contact Tom or Heather for more details.

Lot No.	ML	Description	Bid \$
71	56	Murray Irrigation Limited Delivery Entitlements Available if required Excludes 2016/2017 Season Allocation	
72	40	Murrumbidgee Irrigation Area C1 - General Security Excludes Delivery Entitlements Includes 2016/2017 Season Allocation	

NSW Permanent High Security Surface Water

High security leases available. Contact Tom and Heather for more details.

Lot No.	ML	Description	Bid \$
73	7	Murrumbidgee Irrigation Area C3 - High Security Includes Delivery Entitlements Excludes 2016/2017 Season Allocation	
74	10	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
75	20	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
76	10	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
77	4	Murrumbidgee Irrigation Area C3 - High Security Includes Delivery Entitlements Includes 2016/2017 Season Allocation	
78	370	Murrumbidgee Irrigation Area C3 - High Security Includes Delivery Entitlements Includes 2016/2017 Season Allocation	
79	72	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
80	30	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	



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NSW Permanent High Security Surface Water (cont'd)

81	133	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
82	30	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
83	90	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Excludes 2016/2017 Season Allocation	
84	63	Murrumbidgee Irrigation Area C3 - High Security Excludes Delivery Entitlements Includes 2016/2017 Season Allocation	
85	100	Murrumbidgee Irrigation Area C3 - High Security Includes Delivery Entitlements Excludes 2016/2017 Season Allocation	
86	25	Murrumbidgee Irrigation Area C3 - High Security Includes Delivery Entitlements Excludes 2016/2017 Season Allocation	

Tom Wilks has developed a geographically strategic network of independent water brokers across NSW, Victoria and SA.

Your Riverina Water Partners

Talk to the Wilks Water team or your trusted local agent

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Thank you for taking part in today's' Water auction