



IAN MCIVOR A.M
Former Wool Broker & Exporter

Sydney-born former wool broker Ian McIvor was instrumental in the success of the Australian-Chinese wool trade relationship that exists today. McIvor began as a trainee scoured wool valuer for New Zealand Ltd Sydney in 1950 and subsequently held a range of different roles over the following decades, including as Melbourne wool buyer for Victor Dekyvere & Co, Melbourne partner and, later, Sydney managing director for McIvor Selios, and general manager of Dalgety Australia's international division. Throughout his various roles, beginning in the 1960s, McIvor made several trips to Guangzhou (known then as Canton), which he recalls as a vastly different city than it is today.

出生于悉尼的伊恩·肯博尔·麦基弗之前是一位羊毛经销商，澳大利亚和中国羊毛贸易关系如今这么成功，有着他的一份功劳。1950年，麦基弗在悉尼的New Zealand Ltd实习的时候负责为公司寻找羊毛估价员，在之后的几十年里他担任过许多不同的职位，包括Victor Dekyvere & Co的墨尔本羊毛采购员和合伙人、之后的McIvor Selios悉尼常务董事以及Dalgety Australia国际部总经理。从上世纪60年代开始工作以来，麦基弗担任过多种不同的职位，数次来到广州，在他的记忆中，这个城市以前与现在截然不同。

"In the mid-1950s the first delegation of the Chinese wool industry visited Australia. At that time, as Australia had not officially recognised Mainland China, the Australian government was not involved and the visit was sponsored by the then E, S & A Bank Ltd, which worked closely with several importers to introduce the Chinese to the workings of the Australian wool industry, which included wool sales in Sydney and a visit to the Michell Wool plant in Adelaide. I would consider this visit as being the first official Australia-China wool delegation, and I look back on my Chinese adventures with a great deal of pleasure."

“上世纪50年代中期，中国羊毛产业的第一个代表团来澳大利亚进行访问。那时中国大陆的政府还没有得到澳大利亚官方的承认，所以这次访问并不是由澳大利亚政府所发起的，而是由当时的E, S & A Bank Ltd促成的。该公司携手几家进口商向中国代表团介绍了澳大利亚羊毛产业的运作方式，包括在悉尼对羊毛销售情况的考察，以及在Michell Wool阿德莱德工厂的参观。我认为此次访问是中澳羊毛产业的第一次正式接触。现在想起我在中国的那几次访问，真是一段非常美妙的时光。”



Later in his career, McIvor became the director of the Australian Wheat Board (1989–1992), chairman of the Australia/China Business Council (1989–1991), director of the Australian Wool Exchange (1998–2010), and chief executive officer and, later, chairman of the Australian Livestock Exporters Council, (1994–2010). In 2008, McIvor was made a Member of the Order of Australia (AM) for services to agriculture, especially in the fields of wool and livestock export.

"One of the great attractions in working with China pre-1980 was that you were selling to a government, and the efficiency of finance and payments was beyond any other market. It was incredibly appealing when you knew that payment wasn't an issue."

在其职业生涯后期，麦基弗担任过澳大利亚小麦局的董事(1989–1992)、澳大利亚中国工商业委员会的主席(1989–1991)、澳大利亚羊毛交易所的董事(1998–2010)以及先后在澳大利亚牲畜出口商委员会担任首席执行官和董事(1994–2010)。2008年，麦基弗因对农业的贡献，尤其是在羊毛和牲畜出口方面的成就，被授予澳大利亚勋章。

“在80年代之前，与中国的贸易往来非常具有吸引力。因为买方是政府，所以在资金和付款效率方面远远超过了其它市场。当你知道钱不是问题的时候，这样的业务就变得非常吸引人了。”

