

# grain LOGISTICS

An independent forum for grain growers to debate changes to grain storage, handling and logistics, where we look at what is the most efficient and cost effective system for getting grain to port.

**Thursday July 16, 2009**

Grand Ballroom, Burswood

Registration desk open from 8.45am Commencing 9.45am sharp

And concluding with Summit Fertilizer drinks at 4.30pm

PROUDLY CONVENED BY



AUSTRALIAN ASSOCIATION OF  
AGRICULTURAL CONSULTANTS  
WESTERN AUSTRALIA INCORPORATED



# PROGRAM

9.00 **Registration/morning tea**

## SESSION 1 – SITUATION OVERVIEW

9.45 **Welcome** – AAACWA President – *David Williams*

9.55 **The AAAC Grain Logistics scene-setter**

Consultant *Paul McKenzie* (past President AAAC) outlines the problems - escalating costs and uncertainty for growers around the best logistics systems for the future. Sets the scene for the opportunities to ensure that our transport, storage and handling costs are competitive and efficient for growers.

10.15 **How does WA stack up against the rest?**

AAAC consultant *Shane Sander* offers a comparative analysis of eastern states storage, handling and logistics systems to fully understand the WA position.

10.35 **The root of the problem**

CBH's *Colin Tutt* – General Manager Operations offers an unabashed explanation of the cause – and extent – of the problems that CBH have faced given deregulation of the wheat market and increasing grower demands.

11.05 **The farmer perspective**

A panel of farmers with diverse opinion and enterprise sizes – are asked to comment on their individual perception of the problems and what may be done to improve the system.

- *Brian McAlpine* – West Maya
- *Ruth Young* – Calingiri
- *David Fulwood* – Cunderdin
- *Michael Fels* – Esperance
- *Digby Stretch* – West Kojonup

11.45 **The Exporters' perspective**

What are the exporters and customers looking for? Have recent issues affected WA and its reputation for efficient and timely grain handling and delivery?

- *Alick Osborne* – Director Australian Grain Exporters' Association
- *Tim Martin* – Business Manager Cereals ABB Grain
- *Josh Roberts* – Senior Trading and Marketing Manager GrainPool
- *Mick Cattinach* – Managing Director and Chief Executive Officer of Emerald Group

12.20 **Lunch**



## SESSION 2 – THE OPPORTUNITIES

### 1.15 **Transport infrastructure upgrade: Keeping it real**

We all know we need a substantial upgrade to rail and road infrastructure – but what really is feasible? Infrastructure and logistics consultants Strategic Design and Development Managing Director, *Neil Matthews* provides his perspective on what is required and how it could be funded?

### 1.45 **On-farm storage**

AAAC consultant *David Bedbrook* looks at the opportunities of on-farm storage and what risks this poses. He explores if there are opportunities for growers to reduce their costs through use of on farm storage?

### 2.15 **Is competition for CBH an impending reality?**

*Richard Koch* of Profarmer Australia asks the questions - What are the realistic prospects of competition in storage, handling and logistics in WA? Will competition generate efficiencies and cost savings for growers?

### 2.45 **CBH: a cooperative or a corporate?**

What would corporatisation do for CBH and for the WA grain industry? An independent look at the opportunities and threats delivered by *Bill Bessemer* Chairman Austock, Group Limited, who has worked with and advised cooperatives and cooperative-styled businesses for 25 years.

### 3.15 **Afternoon tea**

## SESSION 3 – ACTION

3.45 The people charged with the role to create action are put under the spotlight.

- *Neil Wandel* – Chair of CBH
- *Bill Marmion* – Parliamentary Secretary Minister for Transport
- *Tony Critch* – GIWA Chair
- Rail Industry Representative

A robust final session led by our MC Gerry Gannon and an opportunity for our audience to question those responsible for action

4.20 AAAC Summation – *David Williams* President AAAC (WA) Inc.

4.30 Summit Fertilizers Drinks Party

6.00 Close



# GRAIN LOGISTICS FORUM REGISTRATION FORM

Contact person for all correspondence \_\_\_\_\_

Trading organisation for tax receipts: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_ P/Code: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Are you a member\* of AAACWA and claiming member rates to attend? Yes [ ] No [ ]

\*Member rates apply to general, independent and associate AAACWA members.

Names of Delegates	Member rate @ \$250	Non member rate @ \$295
<b>Total Delegate Registration</b>	<b>\$</b>	<b>\$</b>

**Special Dietary Requirements.** Please indicate here if you have any special dietary needs you'd like us to take care of:

\_\_\_\_\_  
\_\_\_\_\_

**Total Payment Enclosed: \$** \_\_\_\_\_

## Indicate your form of payment:

[ ] Cheque: Made to AAACWA [ ] EFT: BSB 633 111 ACCOUNT 300 880 747

[ ] Credit Card: \_\_\_\_/\_\_\_\_/\_\_\_\_/\_\_\_\_ 3 Digit Ref \_\_\_\_ Expiry: \_\_/\_\_\_\_

*Please note: Credit card notations will read Esther Price Promotions*

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

[ ] Visa Card [ ] Mastercard [ ] American Express [ ] Diners

## LODGING YOUR REGISTRATION FORM:

Your registration form needs to be returned to the AAACWA

By Fax: 08 9525 5008 By Post: AAACWA Box 341, Mundijong WA 6123 By Email: info@aaacwa.com.au

### Cancellation Policy

Cancellations made up to and including July 8, less a \$50 cancellation fee. No refunds will be available after that point, however substitution of delegates will be accepted.

### Insurance

Participants shall carry their own risk for personal injury or loss of property, including baggage, during the Conference. Neither AAACWA or the conference organisers will accept liability for any damages of any nature sustained by participants or loss or damage to their personal property during the event.

### Disclaimer

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