



**Grains West Expo 2007**  
**"Marketing together to Stay the Best"**  
**Thu 26<sup>th</sup> & Fri 27<sup>th</sup> July 2007**  
**Burswood Convention Centre – Perth**

Oilseeds WA, National Agricultural Commodities Marketing Association WA (NACMA-WA)  
Stock Feed Manufacturers' Association of WA (SFMA of WA), Pulse Australia WA

## **Grain Leaders go Head to Head**

Western Australia's grain industry leaders and many growers have registered for next weeks Grains West Expo.

Delegates will be advised by four international grain specialists and a strong national line up.

They include Tony Temple and Marlene Boersch from Mercantile Consulting Venture Vancouver and Winnipeg, Thomas Mielke of OIL WORLD based in Hamburg and feed specialist Dr Rex Newkirk from the Canadian International Grains Institute Winnipeg.

Australian grain industry leaders invited to speak include Gordon Davis CEO of AWB, Robert Green of Cargill Australia, Alick Osborne Commercial Manager Louis Dreyfus Australia and Josh Roberts Senior Trading Manager Grain Pool WA.

Gordon, Robert, Alick and Josh will explain how each of their corporation operates locally and globally now and in future. The session is aimed at dispelling myths and misunderstandings, building trust and providing comprehensive insight into the larger Australian grain traders.

These eminent grain industry specialists will advise conference delegates on current issues in international markets and their predictions on the future for the WA grain industry.

The Expo aims to keep WA at the fore front of world grain supply regions.

According organizer John Duff "it is essential that WA grain industry members meet regularly to learn about our competitors and opportunities that exist around the world"

"Even if the industry has only one export office than its major players should at least know who they are dealing with and what are the predicted trading conditions going to be in 2008 and 2009."

Opening the conference is Hon Kim Chance who will be joined by Senator Kerry O'Brien the man who could be deciding on the AWB's future as early as October.

Delegates will be able to meet Senator O'Brien and most of the speakers in person at the AGI "Taste of the West" Networking Function on the Thursday Evening (26<sup>th</sup> July).

Speakers on day two will discuss risk, logistics, feed grains and world markets.

Neil Warden chairman Walgett Special One Co-op NSW will explain how a group of growers from a drier western region of NSW have succeeded with their own grain marketing strategies.



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A series of workshops targeted at different sectors of the WA grain industry will round out the proceedings. Growers will receive support from FarmBis to attend the Grains West Expo.

Grain trading companies and all the sponsors will be on hand to advise on grain marketing and their products that collectively have a huge impact on how the WA crop is delivered to market.

ABC Country Hour will broadcast from the Expo on Friday the 27<sup>th</sup>.

Excellent across industry support for the expo has been provided by CBH Group, GRDC, ABB Grain, COGGO Seeds, Emerald Group, Riverland Oilseeds, Department of Agriculture and Food, COGGO, the CRC for National Plant Biosecurity, ANZ, Farm Weekly and Colquhoun's Fremantle Bag Co.

The Grains West Expo is a joint venture of Oilseeds WA, NACMA WA, Pulse Australia WA and the Stock Feed Manufacturer's Association of WA.

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