



**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

**Alternative Government's Wheat Export Policy to be presented at Grains West**



Senator Kerry O'Brien Shadow Minister for Primary Industries, Fisheries and Forestry will present Federal Labor's policy on statutory wheat export arrangements at the Grains West Expo in Perth on July 26<sup>th</sup> and 27<sup>th</sup>.

According to Grains West organizer John Duff "Senator O'Brien is an exciting addition to the Expo given it is all about grain marketing which is currently hugely impacted by government policy."

"In six months time who knows, Kerry O'Brien may be the new federal minister for Agriculture calling the shots on wheat marketing."

"Senator O'Brien will be followed by highly qualified international and Australian grain industry speakers."

Senator O'Brien recently told a commsec forum that "It is clear, as a result of the recent non-decision by the Howard Government, that Labor will be required to go to the election with a well-developed plan for wheat marketing arrangements."

The senator added "The Howard government's single desk model is a disaster."

"Whilst Labor has supported the concept of a single desk arrangement, Labor has long argued for significant reform."

"Reform which the Howard Government has failed to deliver."

"Labor recognises that many wheat producers around the world are protected by unfair practices when it comes to their own domestic arrangements or own domestic subsidies."

"This is unfair to Australian growers."

"Labor supports a single desk arrangement that can protect growers from unfair practices of wheat producers around the world."

"But Labor wants a credible, alternative system. One that isn't disguised as business-as-usual for AWB."



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"Labor remains in close consultation with the wheat industry and the investment community."

"A Labor government will provide wheat export marketing arrangements underpinned by sound economic principals, not political compromise, that are in the growers' interests and will ensure proper prudential and fiduciary standards."

Senator O'Brien is an active member of the Senate Rural and Regional Affairs and Transport Committee and the Joint Standing Committee on Foreign Affairs, Defence and Trade. He has also been a member of the Senate Select Committee on the US Free Trade Agreement.

Prior to entering parliament, Senator O'Brien was Secretary of the Liquor, Hospitality and Miscellaneous Workers' Union (Tasmanian Branch) and a member of the union's National Executive.

Senator O'Brien lives on a small property in Northern Tasmania with his wife and two children when not in Canberra.

Senator O'Brien's presentation precedes a comprehensive panel session at Grains West Expo on current grain industry marketing arrangements, practice and issues.

Alan Winney, Chairman of the Emerald Group and long time grain industry member will explain Australia's new export grain marketing arrangements. He will advise on potential changes and challenges for our wheat growers, marketers and buyers.

Alan will be followed by key representatives of leading grain companies AWB, CBH, Louis Dreyfus and Cargill's who will provide insight into how they operate locally and globally, now and into the future.

Gordon Davis new CEO of AWB, CBH grain Senior Trading Manager Josh Roberts, Alick Osborne Trading Manager at Louis Dreyfus and chair of the grain marketers association, and Robert Green a Commercial Manager at Cargill Australia and Chair of the Australian Oilseeds Federation will present in a facilitated panel session.

In the afternoon delegates will hear from international grain analysts Tony Temple from Canada and Thomas Mielke of Oilworld in Germany. Tony and Thomas will provide experienced international advice on WA's grain markets and vital insight into current trends.

Following the grain marketers a vital overview on the Chinese influence on Australia's economy will be provided by International Economist Katie Dean.

The second day will concentrate more at how grain marketers should operate to avoid the mistakes of the past. It will also consider logistical delivery issues and marketing by growers.



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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 Manufacturers' Association of WA.

For further information please contact Oilseeds WA on 9475 0753.

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