



GRAINS
West
Expo

West Australian Grain, Stock Feed & Oilseeds Industry Expo "Marketing together to stay the Best"

Thurs 26th & Fri 27th July 2007

Oilseeds WA, National Agricultural Commodities Marketing Association WA (NACMA-WA)
Stock Feed Manufacturers' Association of WA (SFMA of WA), Pulse Australia WA
5/ 110 Robinson Ave, Belmont WA 6104
08 9475 0753
jd@consultag.com.au

Unique opportunity for WA Grain Industry

"It's not very often that four international grain industry specialists arrive in Perth to speak to the local grain industry at the one time" according to Grains West Expo convener John Duff.

"This is a not to be missed chance for anyone interested in the future of our vital grain industry"

"A field of this quality speaking on Grain Markets in Perth has not happened in my experience ever before and may never happen again"

I urge people who wish to be informed on current and future opportunities in the grain markets to come along" Mr Duff said

"Grain Marketing was national headline news for much of 2006. In 2007 Grains West is a great opportunity to see how the dust is settling."

"Growers have more chance than ever to be included in direct marketing"

"Growers are likely to be supported by FarmBis and can attend for half price"

"Grower groups should consider sending at least one leader or younger potential leader to this conference. They will not only hear from international specialists they will also meet the leading members of our WA grain industry"

"Grain production is now being looked at to supply fuel as well as food. The impact of this affect should not be underestimated."

Our International and national speakers will advise on how this effect will impact WA Growers and grain traders now and in future"

Highly respected and experienced grain industry leader Malcolm McMahon will facilitate the conference. Malcolm will draw key conclusions from the discussions and present them as an invaluable conclusion to the two day conference.

The Grains West Expo 2007 will take place on Thurs 26th and Fri 27th of July 2007.

The major sponsors of the Expo are CBH Group, GRDC, ABB Grain, COGGO Seeds, Riverland Oilseeds, Department of Agriculture and Food, CRC for National Plant Biosecurity and Emerald group.

Others supporters include the COGGO, ANZ, Farm Weekly and Colquhoun's Fremantle Bag Co.

People wishing to exhibit or register should contact Charlene Kolman at Oilseeds WA 9475 0753 or adminjd@consultag.com.au



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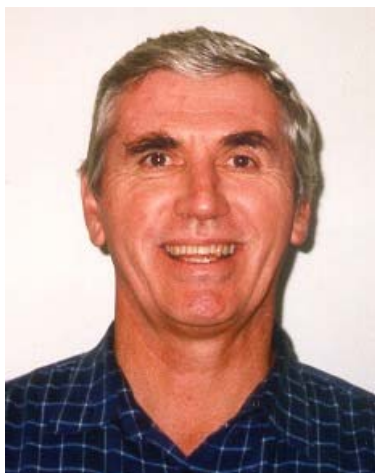
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How the speakers line up?

All speakers who have agreed to present at Grains West Expo 2007 are impressive
Here is a sample



Malcolm Mc Mahon Event Facilitator
**Diploma in Business Management; Fellow of the
Australian Institute of Company Directors (FAICD);
Advanced Management Program Monash University**

Malcolm has vast experience in all facets of the grain industry and related businesses. His expertise relates to the full range of commercial activities associated with strategic planning, marketing, acquisition, storage, trading, transportation, risk management and new business research of grain products. Malcolm's exposure to this business has spanned a period of 30 years, including board directorships, technical and general management responsibilities with both a domestic and global outlook, with companies such as Elders Limited, Grainco Australia, Australian Wheat Board and Cargill Australia Ltd. Directorships during this period include - PlantTech, Seedmark, Australian Bulk Alliance, Bulk Terminals Australia, ARMS, Marketlink and Graintrust.



THE HON KIM M CHANCE MLC
**Minister for Agriculture and Food; Forestry; the Mid
West and Wheatbelt; Great Southern**

Minister Chance will open proceedings at Grains West once again in 2007.

Mr Chance was born in Perth but comes from a traditional farming family in Doodlakine near Kellerberrin. He was associated with the National Farmers Federation and the WA Farmers Union in 1978/79.

Mr Chance held the Primary Industry and Fisheries Shadow portfolios from 1995 until he was elected to Government where he has continued to demonstrate his passion for promoting the WA grain industry.



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Senator Kerry O'Brien Shadow Minister for Primary Industries

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.



Alan Winney Chairman Emerald Group

Alan Winney has been involved in agribusiness for 30 years. He is the current Chairman and a major shareholder of the Emerald Group and is a Director of United Farmers Co-operative WA. In a 20 year executive career in agribusiness his roles have included Manager International for Elders IXL, country head for the Louis Dreyfus Grain business, Head of Trading activities at the Australian Wheat Board and founding CEO of Bustan International.

In 2002 he wrote the Kronos Report, a definitive review of the Australian Wheat Industry that subsequently led to a Senate Enquiry and period of significant reform in the Australian Grains Industry.



Alick Osborne Trading Manager Louis Dreyfus Australia Pty Ltd **Bachelor of Agricultural Economics (University of Sydney)**

Alick Osborne is Commercial Manager of Louis Dreyfus Australia, with overall responsibility for the groups' agricultural commodity trading in Australia. He joined Louis Dreyfus in 1999 as the grain division manager, and progressed to the position of trading manager in 2003. Alick has previously traded grains and oilseeds in Canada and the USA during a 15 year career in domestic and export commodity trading.

Alick has been a Director of the Australian Grain Exporter's Association since 2000, and was the Association's President from 2001-2005.



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Josh Roberts Senior Trading Manager CBH Group

Josh Roberts joined the Grain Pool in September 2004 as Senior Trading Manager and is responsible for the overall management of barley, canola, lupins, wheat, oats and pulses.

Originally from America, Josh moved to Australia in 1996. Before joining Grain Pool, Josh spent 6 years with AWB Limited where he held the positions of Risk Manager, Trading Manager and General Manager in Melbourne for AWB's Trading Division. He also spent 2 years in Portland, Oregon, USA as Manager of the OTC option trading desk and all derivatives execution for AWB's Pool and Trading Division.

Prior to moving to Australia, Josh spent 5 years trading in natural gas derivatives in the USA.



Gordon Davis CEO AWB Limited

Mr Davis commenced with AWB Limited as Managing Director in September 2006.

For over 65 years AWB has been Australia's major national grain marketing organisation, and one of the world's largest wheat management and marketing companies. In 2003 AWB Limited acquired Landmark, which provides primary producers with a wide range of rural and financial services.

Prior to joining AWB Limited, Mr Davis held positions with Orica Mining Services in the Australia Asia region, was General Manager of Incitec Fertilizers, and held roles at ICI Australia and then Orica in public affairs and chemicals businesses.

Mr Davis was Science and Environment advisor to the federal Leader of the Opposition from 1990 to 1993, and worked for the Tasmanian Forestry Commission as a research and field forester.



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Tony Temple Managing Partner Mercantile Consulting Venture



Mr Anthony Temple has a career in agriculture that spans 38 years in senior positions across the globe at the three major multinational companies (Cargill, Louis Dreyfus and ConAgra). Mr. Temple has worked in the grain industry in Australia, Europe, Canada, the US and Brazil. Today Mr. Temple is a managing partner at Mercantile Consulting Venture.

As a member of multinational companies, he was directly involved in assessing various investment opportunities throughout the world including analysis and decisions on investments in the malt barley processing sector in Australia and Canada along with major oilseeds processing investments in Brazil.

Tony has a thorough knowledge of the pricing practices of the major grain and processing companies. Mr. Temple has developed close and ongoing relationships with business partners and contacts in European and South American markets. This work includes reports and forecasting on current conditions in world barley and canola markets.



Thomas Mielke Oil World

Thomas Mielke joined the OIL WORLD team in the mid seventies after he had studied economics at the University of Hamburg. He specialized in global commodity analyses and market research on supply, demand and prices of oilseeds, oils, fats and oilmeals. Since 2002 he is the director of ISTA Mielke GmbH in Hamburg (Germany), where OIL WORLD is produced.

Thomas Mielke has given more than 170 lectures and talks in conferences and workshops all over the world and is happy to take your questions.

The WEEKLY and daily FLASH reports can be obtained from the internet at www.oilworld.biz. Founded back in 1958, the OIL WORLD organisation is recognized worldwide as the independent, authoritative and unbiased global information provider for oilseeds, oils and oilmeals.



Katie Dean International Economist ANZ **Bachelor of Economics, first class honors** (James Cook University Qld)

Katie joined Economics@ANZ in 2002 and is currently a member of the international economies team. She has a particular interest in the economies and financial markets of Asia.

Prior to joining ANZ, Katie spent four years at the Commonwealth Treasury working in a number of roles in the domestic and international macroeconomic areas of the department.



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Professor Stephen Bartos Director National Institute for Governance
University of Canberra

Stephen Bartos has been Director of Australia's National Institute for Governance since January 2005. Prior to this he was a visiting fellow at the Australian National University and until June 2003, Deputy Secretary of the Commonwealth Department of Finance & Administration. He implemented many of Australia's public sector reforms during the 1980s and 1990s, and also worked as a senior manager, strategy, for Andersen Consulting.

Stephen is the author of two books. *Against the Grain – the AWB Scandal and why it happened* (UNSW Press, 2006), *Public Sector Governance Australia* (CCH, Sydney, 2004), and numerous articles.

He is a Fellow of the Australian Institute of Management and Australian Institute of Company Directors, a former non-executive director of the Telstra Instalment Receipt Trustee Co. Ltd. and currently a director pro-bono of Kidsafe Australia.



Dr Pat Collins leads the newly established Post-Harvest Integrity Research Program at the CRC for National Plant Biosecurity which provides research services to the grains industry through the development of cost-effective solutions and technologies for the supply chain.

Pat is a Senior Principal Entomologist with the Queensland Department of Primary Industries and Fisheries. He has more than 20 years experience in research for the grain industry. Pat has lead international projects in grain protection and has been recognised internationally with numerous invitations to speak and chair sessions at international conferences. Pat's special interest is developing strategies to manage insect resistance to phosphine fumigant and other grain protection chemicals.



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Paul Hamersley Freight Logistics Policy Advisor Department of Planning and Infrastructure

Paul has been with the WA Department for Planning and Infrastructure as a policy advisor to the Minister on freight logistics matters for the past 5 years.

Previously, Paul spent 5 years working in transport planning and contract management within the WA Department of Transport. His background is Economics and Environmental Science.

Paul is currently managing the WA Grain Freight Network Review and is Executive Manager to the WA Grain Infrastructure Group and Chairman of the Grain Infrastructure Planning Committee.

Paul is also Executive Manager of the Metro Freight Network Strategy Implementation Committee and is heavily involved with stakeholders in implementing initiatives that achieve the current government policy aim of putting more freight on rail.

Rob Voysey Manager Supply Chain Strategy CBH Group



Rob Voysey has worked for the grain industry for the last 5 years with a background in finance and logistics. Rob spent 3 years with AWB Limited as Regional Operations Manager in WA before joining CBH 4 years ago as Manager Logistics Strategy. Rob currently holds the position of Manager Supply Chain Strategy in the Strategy and Business Development division of CBH. Rob is primarily involved in strategy development and implementation, contract negotiation and stakeholder relationship management. Most recent projects have included lead roles in the WA Rail Network Review, development of the CBH Mass Management Scheme and development of the Metro Grain Centre Container Transport Strategy.

John Warda Executive Manager National Supply Chain ABB Grain

John Warda has an international reputation as an expert in Storage and Handling operations. He has successfully marketed the Company's expertise in grain storage construction and management through the development of three separate infrastructure projects in Oman, South Africa and Cyprus. John has also investigated opportunities for S&H infrastructure developments in the Middle East, India, China and Eastern Europe.

John has been involved in the Grain Industry for over 32 years with SACBH, AusBulk and now ABB Grain. John is the General Manager – Storage and Handling, the largest Business Unit of the ABB Group of Companies.





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Neil Warden Chairman Walgett Special One Cooperative

Neil Warden is chairman and a founding member of the Walgett Special One Cooperative. Neil began share farming in 1975 pioneering broad scale dry land cropping on the marginal Western fringe of the Northern NSW wheat belt. He now grows 16,000 hectares of mainly winter crops 60-100 km North West of Walgett with summer cropping opportunity.

Neil enjoys sharing his experiences and learning from the innovative successful farmer groups across Australia. He aims to be one of the drivers to make WSOC into premier mid-sized grain marketing and service provider organisations on the East Coast of Australia.



Marlene Boersch Mercantile Consulting Venture **Master's Degree in Agricultural Economics** (University of Saskatchewan)

Marlene has been actively involved the agriculture industry in Canada. She has traded and exported Canadian crops internationally for 20 years, first working for Cargill Grain, then for XCan Grain. She subsequently established Berdex Canada Ltd., a special crops export company, and managed the company for 8 years.

In 2003, Marlene and Anthony Temple founded Mercantile Consulting Venture. Mercantile Consulting specialises in international market intelligence, risk management solutions, investment and project consulting in the field of agriculture for private and public agribusiness organizations in Canada and abroad. The consortium brings not only theoretical knowledge, but uniquely also brings direct long term marketing and agri-business experience and expertise to their projects.



Rex Newkirk Director Feed Canadian International Grains Institute

Dr. Rex Newkirk is Director of Feed at the Canadian International Grains Institute (CIGI) whose aim is to assist people understand how to use Canadian feedgrain products to their fullest extent and as efficiently as possible.

Prior to taking the position, Rex had been Professional Research Associate in the Department of Poultry and Animal Science at the University of Saskatchewan in Saskatoon, SK. In addition, he has served as the Scientific Information Officer with the Canadian Light Source.



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Unique opportunity for WA Grain Industry

The WA Grain Industry will be on Display at the Grains West Expo in July
Various organizations will provide a smorgasbord of WA grain industry leading organizations, products and services. Organizations that will display include.

Directory to Exhibitors

Oilseeds WA
Stock Feed Manufacturers' Association WA
NACMA WA
Pulse Australia WA

CBH Group
Grains Research & Development Corporation
COGGO
COGGO Seeds
Riverland Oilseeds
Department of Agriculture and Food
ABB Grain Limited
Farm Weekly
Emerald Group
Glencore Grains
Biolab (Aust) P/L
Plum Grove Commodity Trading Solutions
Grainol Limited