

SUBMISSION

Wheat Export Marketing Arrangements Inquiry

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NSW

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To whom it may Concern

We are 4th generation grain farmers on this property. We grow 4000 acres of crops each year and directly because of the deregulation of the single desk market we see no future in farming. Not one of the 'good' things the new marketing system was meant to provide has happened and we have slipped back to the 1930,s before the wheat board was established.

Farmers have been sacrificed as a pawns (single desk) for the governments suicidal Free Trade Agreements. Politicians did what the USA told them. Unless there is immediate action taken to rectify the damage you have done the Australian Grain Industry it is doomed to only supply a small domestic market.

The following are facts that have happened in the 1st year of deregulation

- 1/ We have lost our major markets
- 2/ We have lost credibility of Quality and supply
- 3/ We have not got multiple buyers at harvest
- 4/ We have had huge costs placed on us to market our grain
- 5/ Weevil damage worst on record (First year of deregulation)
- 6/ Grain quality not important anymore
- 7/ With no golden rewards we are being ripped off by traders
- 8/ Prices change from phone call to delivery
- 9/ Grain buyers' prices vary by the hour as they have no AWB pool to sell excess Wheat into.

Canada has picked up our major Markets in the Middle East and Indonesia as buyers are concerned about the quality and supply of the grains they are buying. Australia had the best reputation in the world for quality of the grain and supply. Buyers knew they got exactly what they asked for. NO LONGER

Without a single desk the greed of traders and multinationals has ruined our hard won reputation. The Golden rewards paid to growers for the quality they produced. Now buyers don't care about the Variety of wheat just the basics. Forcing us back to the standards of the rest of the world.

Most delivery sites at the last harvest didn't have prices on offer and if so prices

were at take it or leave it levels. The same is looking to happen as we lead up to this harvest

There was just not the buyers there. Just a few crows sitting on the fence.

We have been forced to spend \$100,000 s on on farm storage. We when we had a perfectly good marketing system. We now have had the worst weevil infestation in history. It cost me \$30 a ton extra for grain sold to Melbourne because of weevils. I did my best to prevent and control weevils. This did not occur at this level before as we were not FORCED to store grain on farm at harvest.

Last harvest I rang up for a price. I sent the truck straight away to the buyer only to find the price drop by \$10.

We have had running samples of grain taken and tested to sell a specific grade of wheat. What do you do when you send your grain 500 km's and they ring you and tell you the grain is a different grade? How do you argue against it? Traders are making money out of mixing lower quality grains with other grain. This is what Golden Rewards Stops as you are paid for what you produce and no cliff face pricing or out of contract problems.

We are seeing multinational overseas companies buying into our Australian companies. IS THIS A GOOD THING

There is now certainty left in farming and of all the neighbours around the district very few of the next generation are staying on the farm. Why should they when Politicians are doing their best to STUFF IT..

Do something before it is too late. As far as I'm concerned I will no longer be doing my bit to support the Australian Economy. I will be cutting back my cropping by at least 50 %.

Yours Sincerely

Rodney Leonie Guest

