



Elders Toepfer Grain

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### **Review of the Grain Marketing Act 2002**

Dear Mdm/Sir,

Thank you for giving us the opportunity to comment on the Draft Review undertaken by you.

From the introduction of a GLA system in WA in 2002 until today our organisation has obtained export licences for every season and in every season we have shipped against those licences. The total volume so far is in excess of 600,000 mt.

The growers are very comfortable to trade with us as the Elders brand provides them with competitive pricing as well as security of payment and execution.

Our dealings with the GLA have always been pleasant and our impression was that they acted impartial and in accordance with the spirit and letter of the law.

However we are of the opinion that the time has now come to completely deregulate the market for the remaining prescribed grains in WA and therefore we wholeheartedly support your recommendations.

The monopoly bulk handler in WA has also acknowledged that in future they need to serve many more customers. In our view they are taking very positive steps to enhance efficiency and services in a deregulated market environment. This will benefit exporters and farmers alike and help cut cost of "shifting and lifting".

We support your recommendation that deregulation should be in place for the 2008/2009 season. Exporters and farmers may want to contract more than just one type of grain and combine those for certain destinations. This would be made difficult if destinations for wheat maybe freely accessible but for Barley or Canola a licence needs to be obtained first for that same destination. It would give an unfair advantage to the main licence holder.

Again, thanks for letting us have our say and we hope that the WA Government will follow your recommendations.

Best Regards  
Michael Hein  
Head of Trading  
**Elders Toepfer Grain Pte Ltd**