

The NSW Farmers' Association over the years has developed numerous policies relating to the progression and development of wheat marketing for the benefit of growers, and the industry as a whole.

As with all policies developed by the Association, the following motions have been democratically debated and passed by our members at numerous policy setting forums over time.

Wheat Marketing – Executive Council 2007

That during the imposition of a multi exporter wheat marketing system the Association work with Government and industry bodies to make sure it is equitable.

Wheat Marketing- Annual Conference 2007

That the Association:

- a) *work with members, other state farming organisations, the Federal Government and relevant industry organisations to develop a new grower controlled entity before 1 March 2008 to manage the wheat export single desk which:

 - i. *maximises pool returns*
 - ii *has access to a capital base which ensures high first payments and an effective hedging strategy.**

Wheat Marketing- Annual Conference 2007

As changes result in Australia's wheat marketing arrangements, NSW Farmers' Association should engage with key industry stakeholders and government to support a broadening of government policies relating to the export of wheat so that these policies incorporate:

- a) *a long term view /benefit of the wheat industry;*
- b) *a retention of the basic business benefits available to growers under the current wheat marketing arrangements;*
- c) *support for pooling arrangements which are subject to strict public reporting requirements and which provide payment security;*
- d) *need for greater transparency of commercial signals and information across industry;*
- e) *a regulated wheat export system that requires exporters to operate within predetermined compliance and enforcement frameworks;*
- f) *an openly contestable export market for bags and containers;*
- g) *a reduction of costs across the grain value chain; and*
- h) *the provision of regular updates to members and requests for industry input for such negotiations.*

Research and Development - Annual Conference 2007

That the Association ensure with the broader industry and Government support for the continued provision and improvement of industry good functions. These functions are to include:-

- a) *industry strategic planning and execution;*
- b) *grains receival standards (QA, identity preservation and standardisation of measuring systems);*
- c) *grains classification and framework for new variety development;*
- d) *crop shaping activities (grade systems and matching production to customer needs);*
- e) *grains crop quality report;*
- f) *generic promotion of Australian Grain;*
- g) *research and Development liaison role;*
- h) *trade advocacy;*
- i) *analysis and dissemination of industry information*

Single Desk – Annual Conference 2006

"That the Association support the current wheat single desk export marketing arrangement and its management by AWB International with:

- a) *improved corporate governance within AWB;*
- b) *increased transparency and independence between AWB International and AWB Limited;*
- c) *the provision of data demonstrating an increase in grower returns prior to any decision to change the current structure and marketing arrangement"*

Volcker and Cole Inquiries – Executive Council 2006

"That the Association:

- a) *insist that all costs associated with the Volcker and Cole Inquiries, and any subsequent related costs, be met by AWB Ltd and not AWB International (AWBI); and*
- b) *request the Chairmen of AWB Ltd and AWBI give this assurance".*

Single Desk Marketing - Annual Conference 2003

"That the Association publicly reaffirm its support of the single desk marketing system for export wheat sales, and the current wheat marketing arrangements".

Single Desk - Annual Conference 2005

"That the Association encourage the AWB to support the single desk arrangement in maintaining its objective through its subsidiaries and maximise pool returns to growers"

Independence of AWB International - Executive Council 2003

"That the Association's policy be developed around the following framework:

- a) That the only common directors on AWB Limited and AWB International are the Chairman and Managing Director*
- b) AWB International directly employs its own staff to manage key functions of the national pool, and*
- c) AWB International provides evidence to the Wheat Export Authority that AWB Limited can provide better and more competitive services than "other" industry service providers could."*

Ticket by Ticket - Annual Conference 2002

"That the Association continues to support ticket by ticket sales of Export Wheat to AWB Ltd."

Export of Wheat - Annual Conference 2004

"That the Association seek from AWB International:

- a) An explanation of the 77 different services supplied to the wheat pools by AWB Limited and specifies why it will not allow tendering for services to the pools.*
- b) As to why it allowed AWB Limited to extract additional \$13 million in service fees from the pools in 2002/03 when these pools held less than 5 million tonnes of wheat".*

Wheat Export Authority - Annual Conference 2003

"That the Association support:;

- a) Funding of the Wheat Export Authority by levies on all exporters in proportion to tonnes exported.*
- b) Extension of the powers of the WEA to enable it to fulfill its duties*
- c) A truly independent Wheat Export Authority to oversee the actions of the AWB and promote transparency of returns to growers through the pool".*

AWB Pools - Annual Conference 1999

"That the Association support the AWB's primary duty to maintain pool arrangements and specifically that:

- a) The standard pool option be available;*
- b) The extended pool option be available;*
- c) The highest possible first payment which does not attract any underwriting fee be available; and*
- d) All fees and charges be fully transparent, contestable and pro-rata to the level of first payment".*

AWB Pools - Annual Conference 2000

"AWB Ltd considers interest charges for the pool and to be at cost to the pool and not an opportunity to raise further monies by increasing the charge to growers".

"That the Association seek a transparent service agreement between AWB Ltd and AWB International and regular reports on the costs of key services including the cost of finance from AWB Ltd to AWB International".