

**SENATE RURAL & REGIONAL AFFAIRS & TRANSPORT  
REFERENCES COMMITTEE**

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**Inquiry into the Industry structures and systems governing levies  
on grass-fed cattle**

**Tuesday, 10 June 2014  
Albury**

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Brian Mobbs

Mr. Don Lawson

3<sup>rd</sup> June 2014

Dear Don,

I am writing to support the proposal you are putting to the Senate Rural and Regional Affairs and Transport References Committee inquiry into industry structures and systems governing levies on grass-fed cattle.

Sixteen years ago those of us who were involved with the Angus Society youth activities realised that there was a considerable need to develop a wide range of secondary and tertiary education opportunities and work experience opportunities to "inspire careers in the beef industry". As a consequence the Australian Beef Industry Foundation (ABIF) was formed to be able to embrace all aspects of the Australian beef industry. I was honoured to have been appointed as the inaugural Chairman.

Unfortunately interest in the Australian beef industry is divided amongst many groups, all with their own agendas, and it is difficult to focus the industry on developing education and career opportunities.

ABIF has been modestly successful in providing a number of important scholarships for young people, many of whom are now leaders in the industry; however there is much more to be done and your proposal to direct a percentage of the compulsory levies to ABIF to pursue its purpose of "inspiring careers in the beef industry" has my utmost support.

Alternatively your suggestion that the funds currently being administered by RMAC and other peak bodies would be of much greater benefit to the beef industry if these funds were put in the hands of an organisation such as ABIF to be used to bring young people into the industry.

Yours Sincerely,

Brian Mobbs

9<sup>th</sup> June 2014

Mr Don Lawson OAM

Dear Don,

I note from your recent correspondence you will be attending and making a submission to the **Senate Rural and Regional Affairs and Transport References Committee** regarding Industry structures and systems governing levies on grass-fed cattle.

Nuffield Australia would like to support your submission which advocates funds from the Red Meat Advisory Council be used to set up a Red Meat Industry Foundation.

We are able to confidently support such an idea as we have firsthand experience with a similar foundation in the dairy industry. The Geoffrey Gardiner Dairy Foundation has had a close relationship with Nuffield Australia through supporting our scholarship program since 2007 when they have financially supported five young Victorian dairy farmers to complete a Nuffield scholarship.

These young dairy farmers have benefited from the support of the foundation and have grown into significant leaders in their industry since completion of their scholarships. The dairy industry recognises the importance of building leadership capacity in their industry and the foundation is one demonstrable way of achieving this outcome.

Please do not hesitate to contact me if you require any further information or details.

Yours Sincerely

Andrew Johnson  
Chairman  
Nuffield Australia

GARDINER  
FOUNDATION



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## OUR FUNDING PROGRAMS

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### COMMUNITY AND PEOPLE DEVELOPMENT

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## GARDINER FOUNDATION AT A GLANCE

The Geoffrey Gardiner Dairy Foundation is a proactive investor in projects that have significant impact for the Victorian dairy industry and the wider community.

The Victorian Dairy Act 2000 created the Foundation with \$62m in seed funding from the sale of milk brands as part of deregulation of the industry. It is the Foundation policy to maintain the current real value of this legacy. As at mid-2011 an investment portfolio of \$87m is invested by a reputable fund manager and the income produced supports the Foundation's funding programs.

The Foundation was named in honour of the late Geoffrey Gardiner, an inspirational dairy leader of his time. Max Fehring, Past President of United Dairyfarmers of Victoria said *"Geoffrey Gardiner was a man who started out living an ordinary life but then made an extraordinary contribution to the dairy industry and wider community"*.

Headquartered in the Melbourne CBD the Foundation is structured as a company limited by guarantee and led by a well-networked, multi-skilled [Board](#) of six industry leaders. The Foundation employs a small [team](#) of people who are extensively networked across the dairy value chain and is delighted to have as its Patron the Governor of Victoria, Alex Chernov AO QC.

Philanthropy Australia listed the Gardiner Foundation as the fourth largest philanthropic organisation in Australia in the 2009-2010 financial year.

Since 2000 the Gardiner Foundation has invested in excess of \$35m in cash contributions to over 500 projects. With partner co-funding this represents \$150m in new investment across the dairy value chain. At any one time the Foundation typically has a portfolio of 90 active projects which, with partner investments, represents around \$25 million worth of ongoing investment in innovation.

[Engaging key dairy stakeholders...](#)



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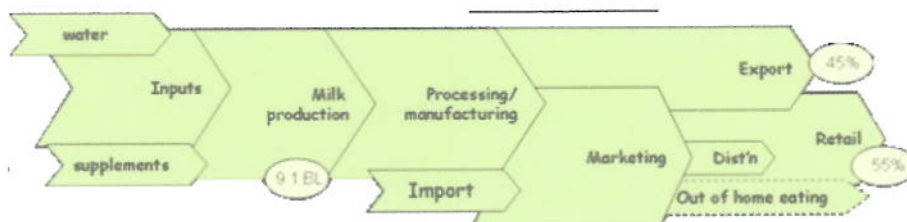
**PRIORITY ISSUES**

Agriculture today faces challenges that require innovative thinking, good planning and a whole of industry approach. As such the Gardiner Foundation considers project applications in the context of the overall dairy environment.

Dairy Australia provides the Australian dairy industry with an annual Situation and Outlook Report. In periods of rapid change in the operating environment, for example changes in climatic conditions or market returns, Dairy Australia provides additional reports to a wide range of industry stakeholders.

The Foundation encourages applicants for funding to be aware of the latest Dairy Australia Situation and Outlook Reports and to ensure their proposed project is aligned with the industry's priority issues. Details of the latest Dairy Australia reports can be found at [Dairy Situation and Outlook](#).

Of particular value is Dairy Australia's description of the dairy value chain. This analysis gives applicants for Foundation funding a very sound understanding of where their proposed project makes an impact in that chain and who the suppliers and customers may be when the project is commercialised.



The use of Dairy Australia's Situation & Outlook Reports together with the fact that the Foundation's Directors and employees are deeply embedded in the Victorian dairy industry's processes for identifying and responding to priority issues ensures the Foundation's investment is aligned with those issues.

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## Our History

AGMARDT was established by the Government in 1987 with funds of \$32 million from the wind-up of the British, Christmas Island and New Zealand Phosphate Commissions. Since that time, the organisation's funds have steadily grown to around \$68 million.

AGMARDT has provided grants and funding to agribusiness sector of over \$60 million since inception.

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## About AGMARDT

### Investing in the future of New Zealand Agribusiness

Since 1987 we have provided \$60m of funding that has encouraged innovative ideas, fostered research capability and developed emerging leaders in the agricultural, horticultural and forestry sectors of New Zealand.

Each year, AGMARDT invests around \$2.7million into developing world-class capacity and capability within the agribusiness sector.

### AGMARDT is independent

AGMARDT is an independent not-for-profit organisation with a proven track record of making targeted investments that aim to make a positive contribution to the agricultural, horticultural and forestry sectors.

For the year ending June 2011, AGMARDT's assets were \$67.4 million.

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## Strategic Priorities

AGMARDT has three strategic priorities:

1. Enabling agribusiness to integrate with customers in the marketplace
2. Encourage and support innovative solutions in agribusiness value chains
3. Supporting future leaders and governance programmes for agribusiness

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## Leadership Awards

AGMARDT provides funding assistance for emerging and talented leaders to participate in leadership and governance programmes that enhance their leadership skills and assist them to realise their potential.

If you are interested in attending a New Zealand or internationally based leadership development programme and wish to apply for funding assistance, please complete a funding proposal that supports your participation on a leadership development programme. Your funding proposal (2-3 pages) should include information on the following:

- The objectives and outcomes of the proposed programme;
- How you believe the programme will develop and advance your leadership skills within agribusiness;
- Examples where you have demonstrated leadership within agribusiness or in the wider community;
- Your career aspirations within the next 5 – 10 years;

- A budget breakdown for the programme (there is an expectation that the individual, or other parties will contribute funding toward your participation in the programme);
- Provide information on the programme and institution delivering it (as an attachment);
- Names of two referees to support your application; and
- A copy of your CV.

At the end of the programme, you are expected to write a report for the AGMARDT Board of Trustees.

*Applications can be made throughout the year.*

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## Industry Support Grants

**Grant Number: #20123**

**The evaluation of enabling technologies for organic and other sustainable land use**

**\$95,000**

**Biological Husbandry Unit Organic Trust**

To establish a programme to evaluate objectively on a 25-year-old "Bio-Gro"-registered property potential enabling technologies and management strategies for organic and sustainable land use. This project involves the establishment of trials to evaluate a range of these technologies on the BHU and the dissemination of results through regular field days, publications and input into Lincoln University courses. Targets will include fertiliser and production inputs as well as

management strategies. AGMARDT funding will support the appointment of a PhD student, support staff and materials to undertake the proposed programme. This funding will be matched by a combination of funds from the Trust, contract growers and the Lincoln University Vice-Chancellor's fund. The Unit has available a wide ranging people-resource from the organic scientific, extension and farming community ready and willing to contribute on a voluntary basis.

Contact: Prof Steve Wratten  
Telephone: (03) 325 2811

Address:  
Dept of Ecology and Entomology  
PO Box 84  
Lincoln University

**Date:** 24-May-2007

**Grant Number: #20203**  
**Trade Liberalisation Network - Website and "Child's Guide"**

**\$90,000**  
**Trade Liberalisation Network**

The Trade Liberalisation Network aims to encourage trade liberalisation in our overseas markets and increase understanding of the benefits of trade liberalisation in New Zealand. A website will provide a presence for the Network on the internet to enhance communication with key audiences on the benefits to New Zealand primary industry and business from trade liberalisation and provide an online resource library of information on trade liberalisation for members and interested groups. The Guide will set out the arguments in support of trade liberalisation and counter those offered by i

Contact:  
Brian Lynch  
TLN Establishment Board Chair  
Telephone: (04) 473 6465  
Address:  
c/- Meat Industry Association  
PO Box 345  
Wellington

**Date:** 24-May-2007

**Grant Number: #20210**  
**Development of a Pipfruit Recognised Product group under HEA**

**\$82,000**  
**NZ Horticulture Export Authority**

The aim is to form a Recognised Product Group using the Horticulture Export Authority (HEA) which will enable pipfruit growers and exporters to work together to develop and implement an Export Marketing Strategy which is formally approved by the HEA then followed by the licensing of exporters. The results of a recent poll of pipfruit growers carried out by Pipfruit Growers of New Zealand Inc showed that 67% of the growers who responded were in favour of their industry coming under HEA. However these growers represented only 45% of the pipfruit production

which they will contribute to exports. From an estimated 1016 eligible voters, 397 or 29% of growers returned their vote which suggests that much more work needs to be done to explain the HEA option to those growers who did not vote and to the larger grower/exporters who are looking to spread their wings.

Contact:

Michelle de Jong  
Telephone: (04) 918 1964

Address:

New Zealand Horticulture Export Authority  
PO Box 1417  
Wellington

**Date:** 24-May-2007

**Grant Number: #20213**

**Investigation related to policy development for large scale water enhancement projects**

**\$50,000**

**Central Plains Water Enhancement Steering Committee**

The need for the project has arisen from irrigation feasibility studies that have been undertaken by a number of irrigation groups with the support of the Contestable Water Studies Fund administered by AGMARDT. The studies extend over an area exceeding 300,000 hectares. The aim of these studies is to identify practical developments for enhancing water supplies for irrigation. Projects of this nature involve significant levels of investment. There is a long time gap between construction, availability of water and uptake of water; extending over a generation. Experience to date indicates that individual farming enterprises are able to privately finance the on-farm infrastructure investments required in irrigation development but face difficulties when confronted with the investment and development time for large scale water enhancement projects. Water development projects benefit potential irrigators and the wider community. The aim of this project is to identify appropriate funding mechanisms and partnerships between those groups so major schemes can proceed.

Contact:

Eddie Thomas  
Telephone: (03) 963 1748 or  
(025) 812 465

Address:

Central Plains Water Enhancement Steering Committee  
c/- Selwyn District Council  
Private Bag 1, Leeston

**Date:** 24-May-2007

**Grant Number: #20232**

**An industry approach to the new Taiwan market**

**\$10,000****The Nashi Asian Pear Product Group Ltd**

During the 1990's NZ nashi growers saw Taiwan as a potential significant market offering excellent returns for its exports but trade had been prohibited. WTO membership opened up this market from January 2002, and the NZ industry took a coordinated approach to make the most of this lucrative but demanding opportunity. The aim was to present as a well structured and quality conscious industry which would consistently meet Taiwan's requirements, assuring importers that they should source NZ produce. The NAPPG realises the importance of our first exports and the need to act together to demonstrate excellence from the beginning.

Contact:

Ian Turk

Telephone: (04) 472 4730

Address:

Box 2175

Wellington

**Date:** 24-May-2007**Grant Number: #20309****Network for Women in Dairying - the Next Steps****\$60,000****Network for Women in Dairying**

The 'Network for Women in Dairying - Next Steps' project aims to promote increased participation of women in the dairy industry. It aims to inform, educate, support and mentor women in dairying via the internet (email discussion group and website information), with annual conferences and local groups providing face to face communication, education and discussion. These different forums will provide dairy women with greater access to knowledge so that they are better able to add value to their dairy business. The project also aims to promote leadership and recognition for women in dairying.

Contact:

Hilary Webber

Telephone: (07) 827 1722

Address:

RD 3 Roto-o-rangi Rd

Roto-o-rangi

Cambridge

**Date:** 24-May-2007**Grant Number: #20311****To establish a more efficient distribution chain for deer velvet to South Korea****\$24,300****Velexco Ltd**

Eighty percent of New Zealand's annual deer velvet antler production of 500-550 tons is distributed in Korea. Grower prices, which are dictated by Korean exporters/importers, have

varied by 200% over the past decade with a general downward trend in profitability. During the same period prices to Korean Oriental Medicine Doctors have remained constant. The current distribution chain is long, opaque and inefficient. This project is designed to establish an innovative distribution chain which has the potential to change existing means of distribution and create more stable and profitable returns. Greater stability in the velvet antler industry will lead to less volatility in stag sales and greater stability in the venison industry.

Contact:

Neville Stokes

Telephone: (03) 342 4495

Address:

514 Yaldhurst Road

RD 6

Christchurch

**Date:** 24-May-2007

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**Don Lawson****From:** Australian Farm Institute**Sent:** Friday, 21 February 2014 10:08 AM**To:** Don Lawson**Subject:** Seminar: Australian farmers' advocacy groups have to change, or die[View in your browser](#)

## Australian farmers' advocacy groups have to change, or die



This is the fairly blunt conclusion arising from a research project carried out by the Australian Farm Institute over the past 12 months. The research findings are ironic, in that they come at a time when interest in farming appears to be on the rise, with Australians replacing their bright green front lawn with a vegetable patch and raising backyard chickens. Despite this, farmer advocacy groups are finding it increasingly difficult to attract members and are struggling to get their views heard by governments.

In the last decade Australia has been through the digital revolution, which has permanently changed the way farmers can communicate with the community and the media. This means farmer advocacy groups have lost the monopoly they once had in representing and speaking for farmers. At the same time, the Australian farm sector has gone through a period of significant reform with much of the legislation that formed the focus of farm advocacy groups now repealed, reducing the direct role of these groups.

Through an international comparison and a national farmers' survey, this study shows that Australian farmers' advocacy groups need to embrace the changes they face and accept the necessary reforms. This research utilises case studies of international farm groups and other industry advocacy groups to identify the critical factors for advocacy groups to remain effective and relevant to their members. Surprisingly, performing advocacy activities on behalf of farmer members is no longer the core activity that will



sustain these organisations into the future.

The Australian Farm Institute will be presenting the results of its research, titled *Opportunities to improve the effectiveness of Australian farmers' advocacy groups – a comparative approach* at a seminar held in Canberra on the 3rd of March 2014, commencing at 1 pm. If you are interested in the future of Australian farming, don't miss it.

**Book your seminar ticket today.**

**Date and time:** Monday 3 March 2014, 1pm to 5pm

**Venue:** Hotel Realm, 18 National Circuit, Barton, ACT

**Bookings:** The seminar is free for Australian Farm Institute members. Seminar registration is \$242 (incl GST) for non-members. For non-members, please book your ticket [here](#). This is a free event for Australian Farm Institute members, please register [here](#).

Alternatively, you can download a registration form [here](#).

More information on membership [here](#).

For further information, contact us directly on (02) 9690 1388 or by [email](#).

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## Don Lawson

**From:** Australian Farm Institute

**Sent:** Tuesday, 4 March 2014 3:23 PM

**To:** Don Lawson

**Subject:** Research Report: Opportunities to improve the effectiveness of Australian farmers advocacy groups

[View in your browser](#)



# Australian farmers can't advocate on their laurels

Australian farmers strongly believe that having effective farmers' advocacy groups will be essential for the future of farming in Australia, but are increasingly deciding not to join farmers' advocacy groups.

This paradox lies at the heart of the challenge currently facing farmers' advocacy organisations in Australia, and is the reason the Australian Farm Institute has carried out research which aims to identify ways that farmers' advocacy organisations can become more effective.

The research involved an analysis of both international farmer groups, and successful non-farmer advocacy groups in Australia, seeking to identify what factors made them more effective and attractive to members.

The research identified that the deregulation of the Australian agriculture sector which occurred during the 1980s and 1990s, in combination with the explosion in telecommunications over the past decade are probably the main factors that have contributed to the decline in membership of farmers' groups. The deregulation of agricultural markets has meant that farmers' groups no longer have direct influence over the prices farmers receive, and the telecommunications revolution also means that farmers' groups no longer have a monopoly over communications between farmers and policy-makers.

The analysis of international and Australian advocacy groups highlighted that most advocacy groups provide members with a range of direct benefits as well as conducting advocacy on their behalf, and that much of the attraction for members is the benefits and services available, not the advocacy activities. Farmers' advocacy groups in Australia have generally not developed a strong range of services and benefits as part of their 'offer' to members, and have struggled to retain members in a deregulated environment.

The research involved an examination of farmers' advocacy groups in New Zealand, Canada and France. It also involved an examination of the Australian

sustain these organisations into the future.

The Australian Farm Institute will be presenting the results of its research, titled *Opportunities to improve the effectiveness of Australian farmers' advocacy groups – a comparative approach* at a seminar held in Canberra on the 3rd of March 2014, commencing at 1 pm. If you are interested in the future of Australian farming, don't miss it.

The presentation of the research results will be followed by a discussion with the following panellists:



Charles Burke, CEO  
AgForce Queensland



Graeme Ford, CEO  
Victorian Farmers  
Federation



Associate Professor  
Darren Halpin, Australian  
National University

**Book your seminar ticket today.**

**Date and time:** Monday 3 March 2014, 1pm to 5pm

**Venue:** Hotel Realm, 18 National Circuit, Barton, ACT

**Bookings:** This is a free event for Australian Farm Institute members, please login and register [here](#). Seminar registration is \$242 (incl GST) for non-members. For non-members, please book your ticket [here](#).

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More information on membership [here](#).

For further information, contact us directly on (02) 9690 1388 or by [email](#).

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**Don Lawson**

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**From:** Don Lawson  
**Sent:** Tuesday, 12 February 2013 3:12 PM  
**To:** 'James Nason'; 'Robert Bonanno'  
**Subject:** BJD PROGRAM ROCKHAMPTON

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**AUSTRALIAN JOHNES ALLIANCE****BJD INFORMATION FORUM****Monday, 4 March 2013**

At Paradise Lagoon, Rockhampton

9.30 am	Registration, Morning-tea
10.15 am	Welcome, Graham Acton
10.20 am	Outline of proceedings, Chairman
10.30 am	History of Johnes, Don Lawson
10.40 am	Current position in Queensland, Biosecurity AgForce, Cattle Council (15 mins each)
11.00 am	Current progress with BJD Silirum Vaccine, Sue Schryver, PFIZER
11.15am	Independent Veterinarian Advice: David Rendell Robert Bonanno Andrew Vizard or J. Webb-Ware plus one other
11.45am	Implications for Trading Livestock: Elders and LandMark
<b>12.00</b>	<b>LUNCH</b>
12.45pm	The Breed Societies: Practicalities for Stud breeders John Croker, ABBA
13.0pm	What BJD Means to Producers? Roger Jeffers Wallace Gunthorpe Rockley Brahmans

J. Curley

- 13.40pm      What is Adequate Compensation?  
Ian Aberdeen
- 14.00pm      Facilitated Discussion for all to participate
- 15.00pm      Summary of Proceedings, Facilitator

**Subject:**

FW: Cattle Inquiries Questionnaire Statistics

### **Published CCP Electronic Questionnaire Results**

Of the 50 surveys published on the senate website 9 people or 18% of surveys submitted that they were members of a state farm organisation. Of the 50 people surveyed 34 members provided the number of cattle they owned. The amount of cattle owned by the people who responded amounted to 143,005 cattle.

Of all people surveyed only 4% said they were satisfied with the basis on which grass fed cattle levies are collected and used, while only 2% believed that they have received value for the levy money that they have invested.

94% believed that MLA directors should be directly elected by levy payers rather than being drafted by a selection committee and endorsed by levy payers.

0% said they were satisfied with the opportunities that they have as a grass fed levy payer to influence the quantum and investment of the grass fed levies they pay. In contrast, 96% believed that MLA levy payers should have the right to vote on the amount of levies they have to pay to MLA in the same way that AWI levy payers do.

Further, 80% of those surveyed believed that meat processors should pay all their levies to the AMPC and that the MLA should only represent the interests of producers.

Markedly, while 18% of those surveyed stated that they were members of state farm organisations, only 33% of those state farm organisation members believed that Cattle Council Australia represented their interests as a grass fed cattle producer.

In addition, of those surveyed 76% believed that the grass fed cattle levy policy setting functions of the CCA should be combined into one corporate body with the grass fed cattle levy service delivery functions of the MLA. Indeed, only 4% were satisfied with industry governance arrangements, consultation and reporting frameworks under the current structure and only 6% were satisfied with the current ability of grass fed cattle producers to respond to the challenges and capture opportunities in marketing and development.

Most importantly perhaps, 96% of those surveyed believed that their answers to the questions on their satisfaction of governance structures would be different if grass fed cattle levy payers controlled their own levy funded grass fed cattle producer corporations with a board directly elected by grass fed cattle levy payers.

Notably, if we break those 50 people surveyed down to the 9 state farm organisation members surveyed the statistics reveal that those members own 60,800 cattle or 42.5% of the 143,005 cattle owned by those respondents that elected to nominate how many cattle they owned

22% of those state farm members surveyed said they were satisfied with the basis on which grass fed cattle levies are collected and used while only 11% of those state farm members believed that they have received value for the levy money that they have invested.

100% of state farm members believed that MLA directors should be directly elected by levy payers rather than being drafted by a selection committee and endorsed by levy payers.

0% said they were satisfied with the opportunities that they have as a grass fed levy payer to influence the quantum and investment of the grass fed levies they pay. In contrast, 100% of those state farm members believed that MLA levy payers should have the right to vote on the amount of levies they have to pay to MLA in the same way that AWI levy payers do.

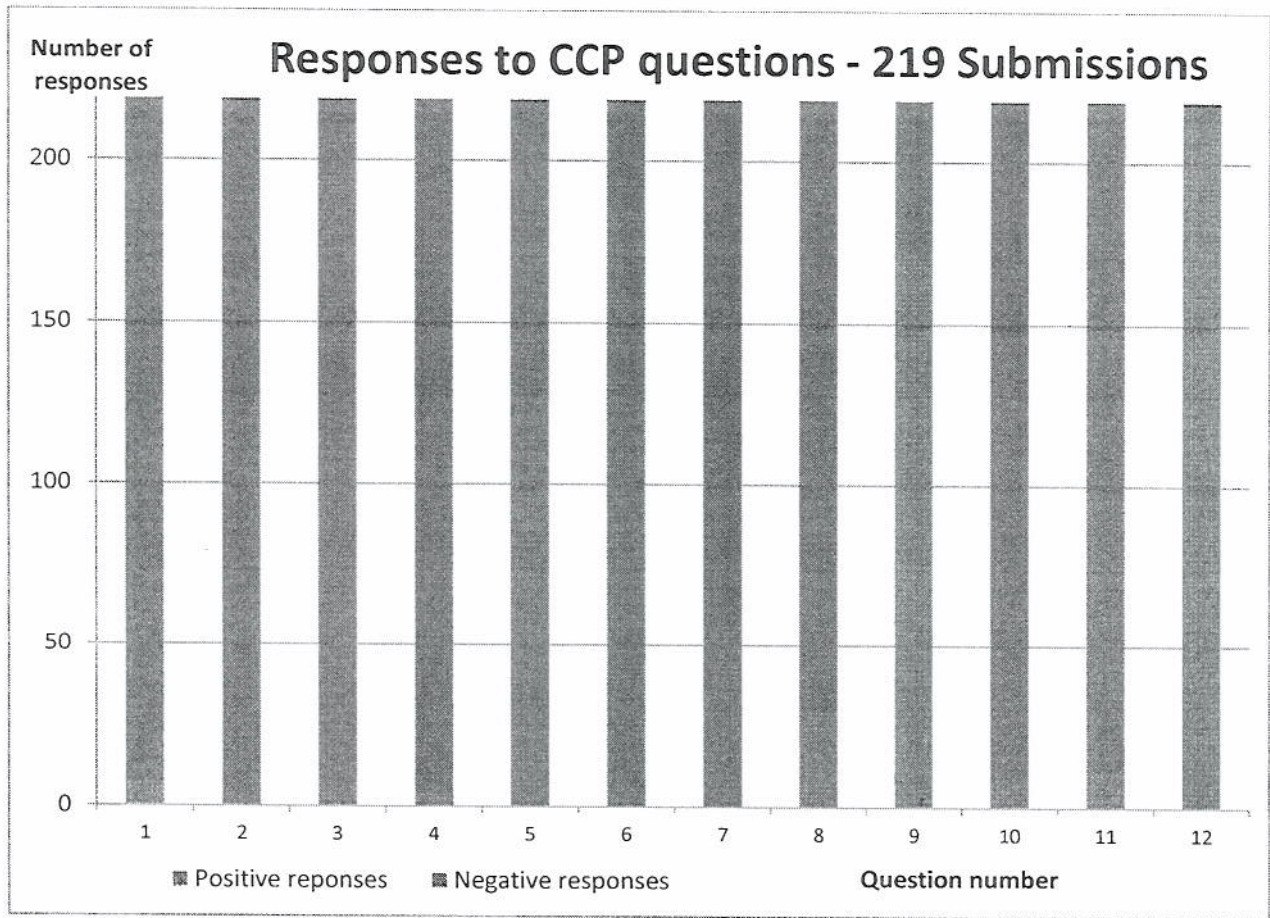
Further 77% of those state farm members surveyed believed that meat processors should pay all their levies to the AMPC and that the MLA should only represent the interests of producers.

In addition, of those state farm members surveyed 77% believed that the grass fed cattle levy policy setting functions of the CCA should be combined into one corporate body with the grass fed cattle levy service delivery functions of the MLA. Indeed, only 11% of state farm members were satisfied with industry governance arrangements, consultation and reporting frameworks under the current structure and similarly only 11% were satisfied with the current ability of grass fed cattle producers to respond to the challenges and capture opportunities in marketing and development.

88% of those state farm members surveyed believed that their answers to the questions on their satisfaction of governance structures would be different if grass fed cattle levy payers controlled their own levy funded grass fed cattle producer corporations with a board directly elected by grass fed cattle levy payers.

	Question posed	Yes responses	No responses	Total yes/total responses as %	Yes/total responses weighted by cattle size
1	1. (a) Are you satisfied with the basis on which grass fed cattle (GFC) levies are collected and used?	7	212	3.2% 4%	10.1%
2	(b) Do you believe that you have received value for the levy money that you have invested with MLA?	2	217	0.9% 2%	0.0%
3	2. Do you believe that MLA directors should be directly elected by levy payers rather than being drafted by a selection committee and endorsed by levy payers?	211	8	96.3% 94%	97.8%
4	3. (a) Are you satisfied with the opportunities that you have as a GF levy payer to influence the quantum and investments of the GF levies that you pay?	4	215	1.8% 0%	0.2%
5	(b) Do you believe that MLA levy payers should have the right to vote on the amount of the levies that they pay to MLA in the same way that AWI levy payers do?	214	5	97.7% 96%	97.5%
6	4. Do you believe that meat processors should pay all their levies to the AMPC and that the MLC should only represent the interests of producers?	185	34	84.5% 80%	87.9%
7	5. (a) Are you a member of a state farm organisation?	56	163	25.6% 18%	43.0%
8	(b) Do you believe that CCA adequately represents your interest as a GFC producer?	30	189	13.7% 6%	12.6%
9	6. Do you believe that the GFC levy policy setting functions of CCA should be combined into one corporate body with the grass fed cattle levy service delivery functions of MLA?	172	47	78.5% 76%	75.7%
10	(A) Are you satisfied with the industry governance arrangements, consultation and reporting frameworks under the current GFC industry structures and systems?	9	210	4.1% 4%	5.2%
11	(B) Are you satisfied with the current ability of GFC producers to respond to challenges and capture opportunities in marketing and research and development?	11	208	5.0% 6%	4.7%
12	Do you believe that your answers to questions A & B above may be different if GFC levy payers controlled their own levy funded GFC producers corporation with a board directly elected by GFC levy payers?	213	6	97.3% 96%	98.3%





Total cattle numbers identified in the survey responses is

483340

143005

total

626345

140 of 219 respondents indicated a cattle size: 64% of respondents.

On line tomorrow morning if more info needed.

# United Stockowners of Australia

NSW OFFICE  
"WALLAROY"  
WARREN NSW 2824

HEAD OFFICE  
75 ALDINGA ROAD  
WILLUNGA SA 5172

NT OFFICE  
"NUTWOOD DOWNS"  
DALY WATERS NT 0852

<http://unitedstockowners.com.au/>

## Meat and Livestock Australia Voting entitlements AMH or Swift Australia 2005

How it appears too many, that claimed MLA voting entitlements are very suspect on numerous occasions. Without identification and recording of levy payers and recording of actual levy paid, (and not levy collected from others); no one can use actual lodged MLA voting statistics to support any motion of MLA, or any proposal for any change within the "industry" structure or funding.

In view that we are discussing the allocation and use of Consolidated Revenue, it is appalling that it is possible to rort MLA voting entitlements.

- **NOTE: -** It must be remembered that to attract the 'Levy/Tax' in the first place there **MUST BE** a 'Transaction' or 'Point of Sale' of the livestock.
- **NOTE:-** There is **NO LEVY/TAX PAYABLE** on 'Transactions' between 'Related Companies' which means that the 'Processor' owned feedlot **AND** the same 'Processor' owned processing plant **are one of the same** in the eyes of the law.

AMH, for their 2005 voting entitlements claimed **317,538** Votes. **NOW** referring to the attachment "**New Entitlements MLA Ready Reckoner Version 2**" you will note that **316,004 Votes = 188,925 Head of Cattle SOLD or 'Transacted'**.

**NOW** referring to attachment "**Swift 2005**" (AMH) you will note that according to their 2005 US Financial Report that AMH puts approximately **190,000 Head of Cattle** through their Australian feedlots, quote: - "**Swift Australia operates four feedlots that provide grain-fed cattle for our processing operations and also custom feeds for other producer clients on an opportunistic basis. We source feeder cattle from livestock producers. On average, cattle remain in our feedlots for approximately five months before they are transferred to our processing operations. Our feedlots produce approximately 190,000 cattle per year for processing**".

**3 questions/comments arise:-**

1. **Has AMH actually performed a 'Transaction' between their feedlot operations and their processing plants that would attract the 'Levy/Tax' in the first place???**
2. **Who paid this/the levy in the first place that all these votes are claimed for; could it have been the cattle producer and not AMH??**
3. ***Matching exactly* the *Number of Cattle Throughput* as recorded against their feedlot operations for 'Claimed Voting Entitlements in MLA' is quite unbelievable in the extreme. The odds that could happen would be ZERO keeping in mind the **highlighted red section above**.**

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

**Form 10-K**

- ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended May 29, 2005

or

- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from            to            .

Commission file number 333-100717

**S&C Holdco 3, Inc.**

*(Exact name of registrant as specified in its charter)*

**Delaware**

*(State of incorporation)*

**81-0557245**

*(IRS Employer Identification No.)*

**1770 Promontory Circle, Greeley, CO**

*(Address of principal executive offices)*

**80634**

*(Zip Code)*

**(970) 506-8000**

*(Registrant's telephone number, including area code)*

**Securities registered pursuant to Section 12(b) of the Act:**

**None**

*(Title of class)*

**Securities registered pursuant to Section 12(g) of the Act:**

**None**

*(Title of class)*

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes  No

There is no market for the Registrant's common stock. As of August 5, 2005, 1,000 shares of the Registrant's common stock were outstanding.

**DOCUMENTS INCORPORATED BY REFERENCE**

None

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systems, and Worthington is the only active European Union certified facility in the United States which gives us the unique ability to ship primal cuts from the United States to Europe.

Our food safety task force is made up of experts in the field of meat processing, food microbiology and quality assurance, all working together to assure compliance at all stages of the production chain and distribution channels. Our internal programs, policies and standards are designed to exceed both regulatory requirements and customer specifications.

***Swift Australia***

*Products, Sales and Marketing*

The majority of Swift Australia's revenues are generated from the sale of fresh meat by the meat processing division. Approximately 75% of the beef products sold by Swift Australia is derived from grass-fed animals and the remainder is derived from grain-fed cattle that are sold primarily to Japan. Grain-fed cattle provide higher quality meat, which commands a premium price. Beef products sold by the meat division accounted for approximately 68% of Swift Australia's net sales for the fiscal year ended May 29, 2005. The foods division during the fiscal year ended May 29, 2005 included two separate businesses. In April 2005, we sold the business which manufactured meat patties and distributed consumables for McDonald's in Australia (see Note 14 "Discontinued Operations" to the consolidated financial statements included in Item 8 of this Form 10-K). The other continuing business produces value-added meat products including toppings for pizzas. This division contributed 19% of Swift Australia's net sales for the fiscal year ended May 29, 2005. The wholesale trading division trades in boxed meat products to brokers and retailers who resell those products to end customers, and provides the remaining contribution to net sales. Swift Australia's net sales are viewed by division, rather than by channel as in our domestic segments. Total net sales contribution by division is:

	<u>Fiscal Year Ended May 29, 2005</u>
Meat processing .....	68%
Food .....	19%
Wholesale trading .....	<u>13%</u>
Total .....	<u>100%</u>

Swift Australia currently generates approximately 60% of total net sales as exports to foreign countries, including Japan, our largest export market, and the United States. The remaining 40% of our net sales is generated in Australia. Australia's sales to export markets have continued to benefit from the 2003 North American BSE incident which has closed most foreign borders to the export of US beef. These border closings increased the marketability of our Australian beef into those markets as Australia had no similar import restrictions on its production.



*Raw Materials and Procurement and Feedlot Operations*

The primary raw material for the Swift Australia processing facilities is live cattle. Our cattle procurement function is focused on efficiently sourcing both grass-fed cattle and feeder cattle for our grain-fed business. Grass-fed cattle are primarily sourced from third-party suppliers with specific weight and grade characteristics. This process helps ensure that the cattle we source meet our future order requirements. The majority of grain-fed cattle are sourced from company-owned feedlot operations.

Swift Australia operates four feedlots that provide grain-fed cattle for our processing operations and also custom feeds for other producer clients on an opportunistic basis. We source feeder cattle from livestock producers. On average, cattle remain in our feedlots for approximately five months before they are transferred to our processing operations. Our feedlots produce approximately 190,000 cattle per year for processing.

## Ready Reckoner for 2005 MLA AGM

MLA Voting Ready Reckoner Hd/Sold = Levies divided by \$3.07 (Levies to MLA)

\$1.00 to \$20,804.00 Levies @ 1 for \$1.00		Total Votes	Hd/Sold		
\$	100.00	100	32		
\$	500.00	500	163		
\$	1,000.00	1000	326		
\$	2,000.00	2000	651		
\$	3,000.00	3000	977		
\$	4,000.00	4000	1303		
\$	5,000.00	5000	1629		
\$	6,000.00	6000	1954		
\$	7,000.00	7000	2280		
\$	8,000.00	8000	2606		"DROVERS"
\$	9,000.00	9000	2932		
\$	10,000.00	10000	3257		
\$	11,000.00	11000	3583		
\$	12,000.00	12000	3909		
\$	13,000.00	13000	4235		
\$	14,000.00	14000	4560		
\$	15,000.00	15000	4886		
\$	16,000.00	16000	5212		"Live Exports"
\$	17,000.00	17000	5537	<a href="http://www.austbeef.com.au">www.austbeef.com.au</a>	
\$	18,000.00	18000	5863		
\$	19,000.00	19000	6189		
\$	20,804.00	20804	6777		
\$20,805.00 to \$62,410.00 Levies @ 0.75		20804 +	0.75 votes =	Total Votes	Hd/Sold
\$	21,000.00	20804 +	147	20951	6840
\$	25,000.00	20804 +	3147	23951	8143
\$	30,000.00	20804 +	6897	27701	9772
\$	35,000.00	20804 +	10647	31451	11401
\$	40,000.00	20804 +	14397	35201	13029
\$	45,000.00	20804 +	18147	38951	14658
\$	50,000.00	20804 +	21897	42701	16287
\$	55,000.00	20804 +	25647	46451	17915
\$	60,000.00	20804 +	29397	50201	19544
\$	62,410.00	20804 +	31204	52008	20329
\$62,411.00 Levies & Above @ 0.50		52008 +	0.50 votes =	Total Votes	Hd/Sold
\$	70,000.00	52008 +	8996	61004	22801
\$	80,000.00	52008 +	13996	66004	26059
\$	90,000.00	52008 +	18996	71004	29316
\$	100,000.00	52008 +	23996	76004	32573
\$	120,000.00	52008 +	33996	86004	39088
\$	140,000.00	52008 +	43996	96004	45603
\$	160,000.00	52008 +	53996	106004	52117
\$	180,000.00	52008 +	63996	116004	58632
\$	200,000.00	52008 +	73996	126004	65147
\$	220,000.00	52008 +	83996	136004	71661
\$	240,000.00	52008 +	93996	146004	78176
\$	260,000.00	52008 +	103996	156004	84691
\$	280,000.00	52008 +	113996	166004	91205
\$	300,000.00	52008 +	123996	176004	97720
\$	320,000.00	52008 +	133996	186004	104235
\$	340,000.00	52008 +	143996	196004	110749
\$	360,000.00	52008 +	153996	206004	117264
\$	380,000.00	52008 +	163996	216004	123779
\$	400,000.00	52008 +	173996	226004	130293
\$	420,000.00	52008 +	183996	236004	136808
\$	440,000.00	52008 +	193996	246004	143322
\$	460,000.00	52008 +	203996	256004	149837
\$	480,000.00	52008 +	213996	266004	156352
\$	500,000.00	52008 +	223996	276004	162866
\$	520,000.00	52008 +	233996	286004	169381
\$	540,000.00	52008 +	243996	296004	175896
\$	560,000.00	52008 +	253996	306004	182410
\$	580,000.00	52008 +	263996	316004	188925

\$	600,000.00	52008	+	273996	326004	195440
\$	620,000.00	52008	+	283996	336004	201954
\$	640,000.00	52008	+	293996	346004	208469
\$	660,000.00	52008	+	303996	356004	214984
\$	680,000.00	52008	+	313996	366004	221498
\$	700,000.00	52008	+	323996	376004	228013
\$	720,000.00	52008	+	333996	386004	234528
\$	740,000.00	52008	+	343996	396004	241042
\$	760,000.00	52008	+	353996	406004	247557
\$	780,000.00	52008	+	363996	416004	254072
\$	800,000.00	52008	+	373996	426004	260586
\$	820,000.00	52008	+	383996	436004	267101
\$	840,000.00	52008	+	393996	446004	273616
\$	860,000.00	52008	+	403996	456004	280130
\$	880,000.00	52008	+	413996	466004	286645
\$	900,000.00	52008	+	423996	476004	293160

Note: 2005 Voting Entitlements Starts 30/6/2005

\$nil to \$20,804.00 = 1 for \$1.00

\$20,805.00 to \$62,410.00 @ 0.75 votes for \$1.00 Levies

\$62,411.00 or More @ 0.50 Votes for \$1.00 Levies

**AUSTRALIAN SENATE  
STANDING COMMITTEE ON RURAL AND REGIONAL AFFAIRS AND  
TRANSPORT  
REFERENCES COMMITTEE**

**Submission to the '*Inquiry into the industry structures and systems governing levies on grass-fed cattle*'.**

Dear Committee Chair

Please find below comments in relation to the Committee's '*Inquiry into the industry structures and systems governing levies on grass-fed cattle*' from the Agricultural Levies Institute of Australia.

**Introduction**

Historically levies and customs charges on agricultural products have been used to promote Australian agricultural produce domestically and internationally. More recently these levies have been expanded to deal with diseases such as tuberculosis and brucellosis in livestock as well as research into better production systems and products. There are significant gaps in the level of expertise and understanding of the development and status of levies within agriculture.

The **Agricultural Levies Institute of Australia (ALIA)** ('the Institute') has been established to fill a gap in expertise about levies and to enable levy payers to be better informed about the implementation, use and ongoing management of levies and agriculture related customs charges.

A key initiative of the Institute will be to hold information sessions, seminars and conferences in rural regions to enable producers to be better informed about the role the government plays in the imposition of agricultural levies and customs charges on their agricultural products.

**The Role of the Australian Constitution**

The Australian Constitution is the primary vehicle for the agricultural sector to seek legislation for the imposition of levies and customs charges. This is facilitated by the Australian Parliament on the advice of the responsible [Agriculture] Minister.

In general terms, where an agricultural sector feels that a collective effort is required to increase benefits for their specific cohort of producers, particularly in the case where voluntary contributions are not viable, that agricultural sector can ask the responsible Minister to seek a legislative solution, such that involuntary contributions



are made through levies imposed through legislation on all producers in that cohort or sector.

## **Specific Purpose Levies**

Where levies are imposed for a specific purpose they should not be used for activities that are not a market failure. For example, levies imposed for membership of research and or marketing organisations may not meet the definition of market failure prescribed under the *'Levies Principles and Guidelines'*. Such levies are not always understood by the farmers that pay those levies. For example, Australian Wool Innovation uses the wool levy (formerly the wool tax) not only to conduct marketing and research activities but to undertake 'non-market-failure' activities.

Where there may have been a market failure in the past, it may no longer be the case for particular sectors. The Committee should consider whether the definition of market failure genuinely applies to all current levy expenditures and activities.

## **Structural Inefficiencies and Inequities**

The majority of producers attached to an industry body do not always represent the farmers in the whole sector. The broader issue of levies in farming is often not well understood by all producers nor are the benefits well understood. The fair use of levies in improving agriculture has been demonstrated to be questionable as was found under the recent review of the peak horticulture body. Under that review it was found that levy payer funds may have been spent in an inequitable way.

It will be one of the Institute's roles to better inform the public on the government's actions in this area. The use of levies and customs charges is even less well understood and the Institute will be seeking a review of how levies are used to benefit the people who pay them.

## **Prescribed Bodies/Authorised Bodies/Representative Bodies**

The Institute is concerned about the confusing use of the terms within the levies legislation of 'Representative bodies', 'Prescribed bodies', 'Authorised bodies', 'Declared bodies' and other like terms when referring to those industry bodies, whose responsibility it is to determine levies on behalf of their respective sectors. In particular, the Institute has asked the current Minister for Agriculture, the Hon Barnaby Joyce, MP, for his understanding of the authority under which these terms are used and how those bodies are taken to be representative of the participant's/farming communities engaged in the specific agricultural commodity, especially in the area of statutory levies and their use. For example, the Institute would like to see the legislative Instrument, ie the Minister's declaration, which has declared the Cattle Council of Australia as the representative body for the negotiation and imposition of cattle levies on behalf of all cattle producers.

## **Levy Principles and Guidelines**

Information provided to the Institute suggests that the '*Levies Principles and Guidelines*', are not well understood both at an administrative level, ie within the Department of Agriculture (DoAg) and at an industry level because they have little or no historical context and/or legislative imprimatur. These may be issues that need to be canvassed at regional gatherings when we are disseminating information to levy payers. At the Institute we have found that farmers are not confident with the system for establishing levies and charges. The application and reliance on the '*Levies Principles and Guidelines*' by governments and levy payers remains an issue of concern to levy payers. The Institute suggests that in the best interests of levy payers that Governments incorporate advice from officials of the Institute when considering the imposition of levies [and charges] on behalf of the agricultural sector. The reliance on market failure principles may no longer apply to all industries.

## **Publication of Levy Information**

The Commonwealth Department of Agriculture collects over half a billion dollars (\$500 million) in agricultural levies annually.

Since 2009 the Commonwealth has ceased to publish data on the collection and costs of collection of agricultural levies. This data is crucial to the work of the Institute.

The Committee should consider the need for such data and the Institute's view on the reliance of such data by levy payers and levy research bodies.

## **Grass-Fed Cattle Levies**

This sector pays a transaction levy each time cattle are sold (there are specific exemptions).

Reliance on feed for this sector is often opportunistic and irregular. The incidence of drought and other climate factors impact on the amount of feed available to these animals. Unlike other farming sectors which rely on opportunistic rainfall, such as dryland cotton, where prices do not vary greatly and are not always impacted by quality or quantity, the cattle sector is faced with highly variable and elastic price structures.

In the grass-fed cattle market small changes in market price could impact greatly on farmer returns. The Institute has calculated that a temporary reduction in the cattle transaction levy from \$5.00 to \$2.50 would only result in a reduction to levy revenues by only \$2 million dollars. This equates to a total of some 800,000 head of cattle sold to market at a levy rate of \$2.50 rather than \$5.00. This represents as little as 2.6 per cent of all cattle transaction levy collections.

## Recommendations

The Institute considers that it is in the best impartial position to manage the development of levies on behalf of all Australian agricultural sectors.

The Institute, through its expertise, research and contact with levy payers, can best gauge the views of levy payers on a number of agricultural policy issues. It is the intention and indeed a key objective [obligation] of the Institute to work with stakeholders and pass the views of levy payers onto the responsible Federal, State and Territory Ministers to enable informed discussion on matters affecting the imposition of levies.

As such the Institute would like the Committee to consider the following recommendations:

1. *"That the Standing Committee on Rural and Regional Affairs and Transport - References Committee consider a review of the aim and purpose of all agricultural levies and customs charges and if necessary seek the deactivation of any levy that does not meet the defined criteria".*
2. *"That the Standing Committee on Rural and Regional Affairs and Transport - References Committee consider a review of the use of levies and charges on non-market-failure defined activities and if necessary ask industry bodies to demonstrate why levies are used to undertake administrative functions and whether other funding forms can replace levies".*
3. *"That the Standing Committee on Rural and Regional Affairs and Transport - References Committee consider the independent and impartial work of the Agricultural Levies Institute of Australia with a view to appointing the Institute as the key body for the development of agricultural levies in Australia".*
4. *"In the case of grass-fed cattle levies, where a case can be made that paying levies on cattle that are of low value through drought or other business downturn, levies should be at least halved or and/or temporarily stopped until the sector can regain a suitable financial position to enable it to pay the full levy obligation".*
5. *"That the Standing Committee on Rural and Regional Affairs and Transport - References Committee seek to have the publication of levy collections and collection costs published by the Department of Agriculture retrospectively".*

As co-founder of the Institute, I will be doing my best to serve the farmers of Australia. I trust the Institute will have the support of the *Standing Committee on Rural and Regional Affairs and Transport - References Committee* in considering critical matters of concern to farmers, who should be the primary concern of the Agriculture portfolio.

The Institute has adopted the slogan, *'Partners with Producers'*, to signify the organisation's dedication to the rural sector and its constituents. Over the coming weeks I will be writing to

Barnaby Joyce, the Shadow Minister and other political Parties and independent Parliamentarians, to inform them of the ongoing work of the ALIA.

Yours sincerely

Spiro Adamopoulos  
Chief Executive Officer  
*'In the Interests of Farmers'*

10 June 2014