

## RE: TERMS OF REFERENCE

- (a) One basis is as good as another to collect levies. The question is :
1. How much does MLA have in kitty.
  2. How much is used to promote beef to consumers and how effective is the promotion. To my mind not as effective as Pork, Chicken & Lamb.
  3. How effective and how costly is NLIS.
- (b) The levy payer has no opportunity to influence quantum and investment of the levies. Do we have a fund to cover a disaster like equine influenza or FMD or BJD. Coles and Woolworths are the only ones I see advertising beef and making it sound expensive. You can purchase whole rumps in Townsville for less than \$6 per kilo. Butchers are being put out of business by Coles and Woolworths-can't compete in the advertising department.
- (c) I'll leave this one to the bureaucrats.
- (d) There are plenty of people on six figure salaries who produce nothing who will tell the industry they have got to make themselves viable. How? Cattle were selling for well under \$1.00 per kilo in sales all over Queensland in 2013.  
Rates have gone up (Council)  
Interest rates are 3 to 4 times the RBA's 2.5% base rate depending on your lender.  
All other costs have gone up and wage earners are still clamouring for a wage increase.

There are 2 constants:

1. Cattle numbers are still around 28M and have been for 40 years and we were getting \$1.00 per kilo in 1978
2. There are 2 meat processors north of the Tropic of Capricorn. (The others failed because of the inability of processors to control their workforce. Just like Ansett. Just like Holden.)

I have read the Heilbron Report and the comparison of live export cattle v meatworks cattle is farcical. The idea that we will improve the job situation for workers in Australia by killing here is ludicrous when you consider the number of foreign workers employed here. Too many Australians do not want to work.

The majority of live exports come from north of the Tropic of Capricorn where there are only 2 meatworks- Townsville and Mackay. And the unholy alliance between the Unions and Meatworks (members of MLA) and the pressure brought on a Federal Parliament to cease ALL live export to Indonesia is nothing short of criminal.

I therefore recommend the sacking of the MLA because they knew what the unholy alliance was up to. Surely we can find a body to

\* Market our beef locally

\* Market our beef internationally at a more cost effective price than it is currently.

We are primary producers not retailers or meatworks. We rely on the seasons and prices and will never shake off the price taker tag while other members of MLA stab us in the back.

It is tough when you have the whole world against you:

Bankers

Councils rates (Burdekin Shire)

Insurance house and farm

Bureaucracies- Sunwater/BSC

Even our previous Federal Government

Floating Australian dollar.

Market forces will resolve our problem providing we keep the blighters honest and market effectively and don't squander our levies.