

## **Bio - Bill Greenslade B.Farm Man Grad dip Ed**

Contract Business Consultant  
T/A Yorke Fertilizers P/L

Bill has 25 years' experience as grower, independent retailer & corporate manager in the rural input and grain industries. Bill has grower and supply chain relationships across SA & Vic with a sound understanding of the needs and wants of all supply chain participants.

## **Peter Botta**

PCB Consulting

21 years' experience in the grains industry as an industry specialist in grain storage & handling, grower and industry education & training. Peter works with growers, agribusiness, bulk handling, government agencies, industry panels and advisory committees.

## **Pre –amble**

Much of the concerns surrounding the supply chain servicing the grains industry are well known and have been debated for many years. Over this time very little has changed in how the supply chain has been managed or measured.

Since deregulation and demutualisation of the grain & bulk handling industry many of the stakeholders have become increasingly frustrated with the service & outcomes from the sector.

Ultimately this puts the industry at risk, eroding value through the supply chain. It is in the best interests of all participants that a robust and internationally competitive vehicle exists.

Many would argue that this requires greater competition and duplication the services in order to create this. In order for this to develop a set of guidelines & an operational framework needs to be created to guide both the current incumbents and future participants. The following proposal has the ability to fulfil both the roles of creating greater transparency and accountability from the existing the supply chain participants as well as creating a confidence for new participants to be involved.

## **Overview of business model to provide solutions to many of the issues**

The solution involves the establishment of an independent business to perform many of the functions that the industry is calling for in terms of measuring and managing the supply chain. This business may work with, be guided by or accountable to an overarching body or bodies however the working structure can be developed as part of a business plan.

Bill and Peter can put together a team of people who can deliver these outcomes at an operational level where they are needed. The understanding of what needs to be done is only the start – making it happen to deliver the satisfaction to those calling for change is the real challenge.

Summary of the activities of the proposed business are following

- Work collaboratively with industry stakeholders in developing a code of practice to govern the practices within the supply chain.
- Establish a capability to ensure current supply chain participants can be monitored and measured in regular ongoing manner for adherence to the code of practice
- Respond to and report on anomalies and inconsistencies in bulk handler operations during the grain receipt period
- Establish capability to guide and potentially accredit new participants (new corporate entries, private stores, farm stores farmer co-ops etc.) in the supply chain through a recognised framework of educational and field services for classification, storage and hygiene and other required services.
- Offer products and services involved with operational aspects of the supply chain eg classification, storage and hygiene, grain handling equipment and grain protectants.
- Offer products & services with a view to developing an alternate supply chain and marketing niches potentially incorporating QA and traceability capabilities.

A more detailed business plan will be provided explaining how the business could be structured & funded. The ultimate goal for the business platform is to provide growers and supply chain participants with a vehicle that can facilitate information on the activities of the supply chain and maintain the transparency & integrity to grower's satisfaction.

Peter & Bill are willing to liaise and collaborate to develop this concept with existing industry bodies and grower groups to strive for the best outcomes for the grains industry as the industry moves forward in a deregulated environment.