

# FROM BARBARA STAGGS

SUBMISSION TO "THE SENATE RURAL & RECREATION  
AFFAIRS COMMITTEE  
RE PROPOSED "WHEAT EXPORT MARKETING BILL"

I WOULD LIKE TO BEGIN BY SAYING I WAS  
ALWAYS HAPPY WITH THE HUB & WOULD  
LIKE ITS POLICIES RETAINED.

I BELIEVE IT WAS THE ENEMY OF ALL  
GRAIN PRODUCING COUNTRIES  
IT WILL BE HARD TO EQUAL ITS PERFORMANCE.  
FEATURES I WOULD RETAIN ARE:

- (1) QUANTITY OF PAYMENT
- (2) RETENTION OF POOLING
- (3) A FIRST PAYMENT, WITHIN 14 DAYS  
OF DELIVERY OF GRAIN  
THIS PROVIDES ME WITH FUNDS TO PAY  
MY ACCOUNTS  
PAYMENT OF 50% OF ESTIMATED GRAIN IS  
DESIRABLE
- (4) FEEDBACK ON THE QUALITY OF OUR  
GRAIN, WHAT THE END USERS THINK OF  
OUR PRODUCT. THAT IS THE BAKERS & THEIR  
CUSTOMERS.  
WHETHER OUR VARIETIES OF WHEAT ARE THE  
BEST OR WHETHER WE HAVE TO IMPROVE  
TO BE THE BEST.

2  
WHAT WE CAN MEASURE PROVIDED WEIGH, MOISTURE,  
TEST & HAVE VARIOUS NUMBERS DON'T WE  
HAVE THE FACILITIES TO MEASURE THE  
PERCENTAGE OF FLOUR OBTAINABLE OR THE  
AMOUNT OF BRAN OR PORNARD & WE DON'T  
KNOW ABOUT TASTE.

THESE WERE FACTS WE GOT FROM AWB  
& WE WERE THAT FEEDBACK.

(5) I BELIEVE SUCCESSFUL MARKETING IS  
ABOUT PRODUCING AN ARTICLE DESIRED  
BY PEOPLE & MAINTAINING A REPUTATION.  
BIG COMPANIES LIKE JONAS DRINK & MERCO  
ETC, CONSIDER THEIR MARKETING. THEY  
APPOINT DRINKS

THIS ENSURES THE FEEDBACK ON THEIR  
PRODUCT & THAT THEIR PRODUCT IS PROPERLY  
SERVICED & MAINTAINED.

(6) COMPARED TO OTHER GRAIN PRODUCING  
COUNTRIES AUSTRALIAN GRAIN GROWERS DON'T  
RECEIVE MUCH SUBSIDY, YET EARN CONSIDERABLE  
AMOUNTS OF FOREIGN INCOME.

(7) TRADING WITH COMMUNIST OR SOCIALIST  
COUNTRIES NEEDS THE BACKING & SUPPORT  
OF OUR GOVERNMENT.

YOURS FAITHFULLY  
BARROW STARRS

Barrow Staff