

A GRDC funded grower driven project that focuses on facilitating professional development activities for farming businesses.

Marketing Your 2008 Crop – The Wins of Change

We thank growers, industry representatives and grain marketers for their overwhelming support for our recent grain marketing forums.

279 growers attended seven forums at Lockhart, Griffith, Temora, Forbes, Moree, Coonamble and Trangie. 67% of participants completed an evaluation form and of those 82% rated the forum as very good or excellent. 91% of respondents indicated that they would like the marketing forum to be run as an annual event.

Malcolm Bartholomaeus, an independent grains market analyst with over 18 years experience, presented the morning session which included calculating target prices, strategies for marketing the 2008 crop and an overview of world supply and demand. The afternoon session, in which Malcolm chaired a panel of grain marketers, was very popular with growers.

PinG thanks ABB, AWB, AGA, Agfarm, Hunter Grain, Delta Grain, Grainpro and Pentag Commodities for their support through participating in the panel discussion and contributing to catering costs. Thanks also go to Foss Pacific, Graintec and GTA Solutions who provided displays of grain testing equipment. We also acknowledge the contribution made by the Commonwealth Bank and National Australia Bank at two of the forums where they offered displays.

A marketing leaflet giving details of all buyers associated with the forums has been issued to participants. Others will be able to access it on the PinG website shortly.

Planning is already underway for marketing forums in 2009. Following our success in 2008, we are hoping for increased grower and industry involvement in 2009. Keep an eye on our website for updates.

Nuffield Scholarship Success

NSW PinG congratulates our former Chairman, Bruce Watson, on being awarded a prestigious Nuffield Scholarship. Bruce is one of sixteen primary producers from all over Australia who will travel to China, North America, South America and Europe in 2009. He is studying factors influencing grain prices as well as reviewing risk management options for growers. We wish him every success.

CTF08

Mark Day and Stuart Barden were sponsored by PinG to attend the Controlled Traffic Farming Conference in Dubbo recently and both found the experience invaluable. Some of their comments are included here for your interest:

“Whether we are just having a run of drier years, or it is indeed climate change, we are currently farming in a drier environment. Adopting a no-till, full stubble retention CTF system will offer one of the best tools for farmers to be able to grow more crop on less rain. I would like to thank Partners In Grain for the support and opportunity to attend the 2008 Controlled Traffic Farming Conference, it has provided me with much confidence in the future of Australian agriculture.”

Mark Day

“The conference was probably the best I have ever attended due to the diversity of speakers and their wide areas of interest.”

Stuart Barden

For their complete commentary on the conference please check out the News section of our website.

Reference Group Face to Face Meeting

The PinG Reference Group and Coordinator held their annual face to face meeting in Parkes on September 21-22. Members received training in Project Management on Saturday and took part in an extensive review and planning session on Sunday. Current members of the Reference Group include Mandy Strong (Chair), Kerry Yelland (Vice Chair), Lindy Bender, Bev Donges, Kerri-Anne Keely, Bruce Watson, Richard Rice and Peter Yelland.

Office Meltdown

In early 2009, PinG are offering a series of workshops looking at better managing the farm office. The workshops provide a **fun** day full of **useful tips** and **information** on every aspect of **running an efficient farm office**. Presenter **Jeanette Buegge** will cover the following topics:

- Office Design - where's the desk, I know it's here somewhere!
- Essential Office Equipment – the stapler swiped from the kids is not good enough!
- Sorting The Mail – or how to reduce the “piles syndrome”
- Filing Systems – Do you use the slow combustion stove to file? - The good the bad and the ugly
- Farm Meetings – what, you expect us to communicate!!
- Physical Farm Records – what goes where and when, including QA records
- Staff – yes, they need to be paid and have super taken out, what a bummer
- Plus lots more

Jeanette is fully involved in all physical and managerial aspects of the farm (farm 11,000 acres wheat, sheep etc) and works on a contract basis for Co-operative Bulk Handling, facilitating the Quality Assurance Program.

These workshops come with excellent recommendations from WA and Victoria where they have received rave reviews from both women and men participants. It is planned to hold the workshops in southern NSW in early April. Venues, dates and costs are still to be finalized. If you would like a workshop in your area please let us know as soon as possible. Early booking is recommended as numbers will be limited (Max. 15)

Details will be placed on the website as soon as they become available.

Griffith Women's Group

PinG is proud to support the activities of the Griffith Women's Group. We have made a contribution to their next event which is a Bus/Field trip to Junee where they will meet with Junee Ag'N'Chat group and visit Cootamundra Oilseeds crushing plant and the Licorice and Chocolate factory.

Tertiary Scholarships

For 2009, NSW PinG is offering one tertiary scholarship. To be eligible for selection, students must be:

- attending university
- in third year or higher of an undergraduate degree related to agriculture
- able to demonstrate an interest in the grains industry and
- able to demonstrate an interest in and aptitude for leadership involvement

The successful applicant will be:

- awarded \$1000
- offered leadership experience as a participant on the Partners in Grain Reference group

An application form will be available on the Events section of our website early in the new year. Before that date, expressions of interest can be made to the Coordinator or Chair.

GRDC Adviser Update Sponsorship

We are offering sponsorship for one grower or “buddies” to attend the **GRDC Adviser Update at Wagga Wagga (Feb 10-11)** or at **Dubbo (Feb 24-25)**. Preference will be given to women or under 35 applicants.

The application form will be available on the Events section of our website soon or you can register your interest with the Chair or the Coordinator.

CONTACT US

NSW Chairman

Mandy Strong

P 02 6920 5593

F 02 6920 5654

E strongs6@eldersnet.com.au

NSW Coordinator

Pam Krieg

P 02 63433205

F 02 63433205

E krieggp@bigpond.com

WEB

www.partnersingrain.org.au