

## **SA Barley Bulletin #5**

**14 June 2007**

# **MEETINGS TO EXPLAIN CHANGES TO THE BARLEY EXPORT MARKET**

On 1 July 2007 the Barley Exporting Act 2007 will come into force, enabling licenced parties to export barley from SA.

While this change brings new opportunities for growers and the industry, it also brings the need for growers to carefully analyse how to do business in the new environment and who to do business with.

To assist growers assess their options in this new environment, SAFF in partnership with PIRSA will be running several meetings from mid to late September throughout South Australia from Eyre Peninsula to the Lower South East. At this stage there are six meetings planned at central locations with the dates and venues to be advised in the near future.

The meetings will have two sessions. The first will cover the intent and operation of the Barley Marketing Act 2007, how ESCOSA's licensing system works and importantly a discussion on business management in a deregulated market.

The second session will enable organisations who are in the market to buy barley to meet with growers and discuss the products and services they have on offer.

Growers are encouraged to consider what information they want to learn from the meetings. For example the issues that are likely to be discussed with growers during the business management session include:

- How should I assess who to sell to and what products to use?
- How might a change in products (cash-flow, timing of taxable cash-flows, GST payments etc) affect my business?
- Do I apply the same principles I've used for other commodities that have always been traded in a deregulated market?
- What does risk management involve in relation to marketing my barley?
- Will there be many pool options, and will pools open and close more frequently/vary more in final returns?
- What underwriting protection do pools offer and what should I look for in the fine print?
- How can I assess the credibility of a buyer?
- Who (e.g. what type of professional organisations/companies) may be able to help me in learning about grain marketing for barley and risk management?

Please provide your questions or feedback to [barley@saff.com.au](mailto:barley@saff.com.au)