

To: ACCC**Date: 13/7/2010****Attention: Gina D'Ettore****Time: 9:15 am****Phone No: 03 9290 1483****Fax No: 02 6243 1199****No. of pages including this sheet: 1****From: P&PD Guerini &
Sons, Southern Cross,
Western Australia (Fax
08 90491192)****Re: Grain Express Review**

I am writing on behalf of P&PD Guerini & Sons, Southern Cross, Western Australia, expressing our support for the CBH initiated Grain Express.

Grain Express is the logistics co-ordination system introduced by CBH in 2008 to ensure that, in the deregulated grain marketing environment, the right grain got to port at the right time and in the most efficient way possible.

It was introduced by CBH to improve transport utilization; ensure continued investment in the transport network; streamline grower receivals and provide full marketing options to all growers.

As grain growers in Western Australia, we would like to see Grain Express remain in place so that we continue to receive grower benefits. If this system does not remain in place we will see freight costs rise, storage and handling costs will increase and our access to all marketers will be reduced. We need to encourage efficiency at CBH sites and maintain the current port intake capacity which is currently provided by Grain Express. We as grain growers are able to market our grain online at our convenience. We are able to access all marketers and their marketing options, regardless of which site we deliver to and the associated outturn costs of grain from that site. This is a great benefit to the marketers also as they can purchase grain over the state without regard to the site outturn costs.

CBH sites reduce the risk of phosphine resistance through increased preservation of grain fumigation protocols. As a grain growing community we cannot afford to lose this protection of our grain. Success in this field means we can keep our clean and green image, which is vital for providing grain to local and overseas food markets with the assurance of a safe, quality food product for customers.

Grain Express encourages the maintenance and use of the rail system within Western Australia. This is particularly important when federal and state governments will not commit to building roads that provide for the safe transport of grain within rural communities. Most roads within local government boundaries are funded through grants and rates, which would place unfair burdens on rural communities. By using the existing rail network with the appropriate volumes dealt with by CBH, rail transport becomes more competitive with road transport. CBH provides us with totally transparent freight charges. The managed freight fund is rebated to growers where there is a surplus.

We trust that you will look favourably on our reasons for supporting CBH Grain Express. On behalf of P&PD Guerini & Sons.

Paul Guerini
PAUL GUERINI

