

**“ Bulk”as an efficiency is undisputable and when deregulation of the grains industry came it had the potential to dilute this efficiency. Grains Express appears to be a considerable step forward in the way grain has ever been handled in the past with the freight task now being a natural extension of the harvest task. The result has been no increase in storage and handling charges during this period and yet I have access to multiple acquirers. When dealing with acquirers, the size of the parcel of grain is no longer an impediment ( buyers operate state wide ) and this is crucial with price volatility becoming the norm ( taking advantage of a pricing opportunity when it arises )**

**The efficiency of Grains Express has subsequently resulted in a rebate for the 09 harvest and the trial of a Grower Weighted Averaging system for deliveries in 2010. This is of huge benefit to growers and I would imagine be placed at risk if the “Bulk” is taken out of handling.**

**A single entity controlling the orderly transfer of grain from up country to port would seem preferable to ad hock deliveries resulting in congestion and duplication within the task.**

**It would be devastating if a dilution of the bulk task resulted in grain leaving rail. This has much wider ramifications for regional communities with condition of the roads and road safety in general being a concern.**

**Post deregulation both growers and CBH have had to adapt to the change in landscape. The fracturing of the grains industry has seen growers more aware than ever that they must extract every cent out of the supply chain. The evolution of Grains Express has continued to advance this while giving growers some surety that their business has time to adapt.**