



A.K. and F.M. Cook

P.O. Box 77

Salmon Gums

W.A. 6445

Phone/ Fax 90 785 073

Mobile

2-way Channel 37

EXCLUDED FROM
PUBLIC REGISTER

To ACCC

Attention : Gina D'Ettore

Phone No: 03 9290 1483

Fax No : 02 6243 1199

14-7-2010

Re: ACCC Review of CBH Grain Express.

Dear Gina,

We are writing to you to express our support for the current CBH Grain Express System which you are currently reviewing.

As grain growers we have limited control over our input cost of production including downstream costs associated with storage, handling, transport and logistics. These costs although not always seen directly by grain growers are passed onto us by the market through the price offered for grain by traders. To a great extent CBH's Grain Express System has seen real value by cost reductions due to efficiencies of storage, handling, transporting and logistics without disadvantaging growers or traders.

These savings are clearly evident by the current difference in "basis" of current cash prices offered in WA as opposed to cash offers in South Australia and the Eastern States of Australia. The current difference is between \$10- \$15 per tonne in the WA growers favour which cannot be explained in the small difference in ocean freight rate alone.

The Grain Express System has allowed every WA grain grower the ability to price their grain delivered port therefore ensuring a level playing field for all growers regardless of location or distance from port. With the current cost price squeeze, every dollar which can be saved by WA farmers especially those in low rainfall areas, located great distances from port is critical for their farming existence.

We appreciate you registering our interest in this review and we do not wish to see the Grain Express System changed as it works well for all participants including traders.

Your sincerely

Andrew and Francine Cook

A handwritten signature in black ink, appearing to read 'Andrew and Francine Cook'.

