

PRE TOUR QUESTIONNAIRE

29 surveys returned

1. Why did you decide to go on the tour?

- To see what happens once you the grain leaves the farm
- To find out where we should be focusing our efforts for the future
- Network with other young farmers and continue to find out more about our industry
- Increase knowledge of grain handling from gate > end product
- Strengthen understanding of key issues impacting profitability of growers (excluding yield and weather)
- Farm and Genereal – key sponsor of SEPWA
- Interaction with key growers – region
- I thought it was a good chance to learn a bit more about how the end product is produced and marketed
- Peers were attending and thought the tour content would be interesting as well as good opportunity to network
- Need a break
- To meet new people and get to find out a bit more about our industry
- Increase knowledge of grain industry so have better understanding to improve quality of own operation
- Good opportunity to see behind the scenes of our industry
- Dad told me to fill out the form
- To learn more about grain quality for different end use products.
- To identify R & D issues
- Learn more
- Education
- Meet and make contact with different industry groups, gain an understanding of what these different facilities do and end products
- New to industry, way of learning, industry knowledge, introduction to growers, unique way of seeing parts of industry otherwise would not. Gain further knowledge of quality of grain
- To understand new technologies in the industry, networking with other farmers and industry people
- To gain a better understanding of the companies that supply inputs and services to the Ag industry as well as the companies that process and market our produce
- Break / better understanding of grain marketers put forth some of my questions
- I received calls from neighbours and when I looked into it more seemed like a good tour to be part of
- Learn something and get off the farm
- Because the places being visited were things I knew little about and sounded interesting
- Looked good
- To gain a better understanding of downstream processing and value adding network with other growers
- Networking with other farmers
- Networking with other farmers, learn about our products post farm gate, learn about research
- Never had the opportunity to see some of the areas on the tour
- To help educate young farmers in the EPZ
- Excellent itinerary and gain a better insight into the end use of our grains

2. Name two things you expect to get out of the tour?

- New contacts within the industry
- A better understanding of the grains industry as a whole
- Have a better understanding of how our raw product is handled throughout its processing procedures
- Keep up to date on where need for different grains are heading

- Impact of grain quality on end use product
- Marketing/profit opportunities for growers
- Better understanding of quality requirements
- Interaction with key growers and industry representatives
- How important quality of the grain is for malting
- How grain breeding is controlled
- Additional industry contacts and network
- Understanding of our market requirements and uses and an insight into our supplier businesses
- Learn more about the grain and end users
- More information about our industry – see what happens to our grain
- Increase knowledge of grain industry, network with other members in the industry
- Interested in the manufacturing of chemicals, to know more about the marketing of our grain
- Plant varieties, chemicals and diseases
- More awareness about grain quality and market issues
- To better address R & D activities relevant to grain industry in the Esperance region
- To see what happens with the grain when it leaves the farm
- Knowledge and understanding of grain once it leaves the paddock
- Meet people from other areas
- Gain experience of industry and different facilities
- Make contacts for ongoing business and develop relationships
- Exposure to other areas of industry would otherwise not see
- Gather more knowledge in industry, more knowledge on grain quality
- New information and technology, downstream processing of our produce
- Potential and direction of plant breeding, marketing opportunities – are they applicable to our varieties and region
- Comfortable that can make necessary decisions, get wheat/barley/canola/lupins saleable
- Understand grain processing/breeding
- A better idea of what happens to our produce after it leaves the farm
- Gain a better knowledge of plant breeding
- Increased knowledge downstream
- Contacts
- Meet farmers from a wider area and exchange ideas
- A new knowledge of what happens beyond the farm gate
- Know more about value adding, meet plenty of people
- Meet post zone growers and what is involved in the processing and breeding chain
- The experience
- Contacts in the industry, information about our products and research
- Information and better understanding of what happens to our products
- Meeting people from other areas of the port zone
- Meet lots of people, renew acquaintances, visit BOM
- Better understanding of how quality issues affect the end result of our grains
- Meet some new farmers and gain contacts through the industry

3. What is your level of understanding of different grain processing methods? (Obj 2)

1 – very little		3
2		4
3 – average		21
4		1
5 – very good		

4. **What is your level of understanding of grain breeding? (Obj 3)**

1 – very little		7
2		8
3 – average		12
4		2
5 – very good		

5. **Are you a SEPWA member? (Obj 6)**

Yes 22 No 6 Sponsor 1

6. **What involvement or participation have you had with SEPWA? (Obj 6)**

Attended Field Days		24
Attended Ladies Day		3
Attended AGM		10
Conducted Trials		8
Attended Harvest Debrief		7
Other		7

7. **How many contacts do you have within the grains industry? (Obj 6 & 7)**

People on the tour	5,10,14,8,14,10,7,7,4,16,6,6,18,14,32,14,5,30,10,20,5,3,18,17	293
Other farmers	40,lots,150,30,100,200,4,20,8,10,5,heaps,40,40,120,25,100,400,many,50,100,4,10,800,40	2146+
Researchers	3,1,10,10,20,20,6,1,2,2,1,4,2,20,20,10,2,3,2,3,40,10	189
Industry	5,5,50,10,30,200,6,10,2,10,10,1,50,10,100,6,3,40,50	598+

POST TOUR QUESTIONNAIRE

27 surveys returned

1. **To what extent did the SEPWA Beyond the Farm Gate Tour meet your expectations?**

Did not meet my expectations		
Met my expectations		5
Exceeded my expectations		22

2. **Describe two different practices or changes you can make on farm to improve grain quality? (Obj 1)**

- Choose grain variety that suits your area and also look out for any new varieties that may improve quality
- Look for more sources of information before making business decisions
- Rain when needed / no frosts
- Purchase dedicated picking auger to meet QA standards
- Operator check lists and procedures for cleaning out silos and air seeders etc
- Keep more records (traceability) QA x 2
- Aeration for grain storage
- Improve grain quality
- More co-ordination with breeders to test new cultivators in the Esperance region – better match new varieties to management and environment
- Implementing QA on our farm x 2
- Ensure no wheat, barley contamination
- Growing suitable varieties that make the highest grade malt
- Use of fungicides more
- Keep in touch with new varieties and making right decisions
- Blue peas
- Look at alternative oil seeds x 2
- Be more scrutinizing when selecting wheat varieties for future growth based on a better understanding of quality testing
- Grow most advanced wheat and grain species suitable for the area
- Keep varieties segregated
- Niche market – different crops, varieties. Fertilizer. QA.
- Become part of CBH's QA programme
- Grow new varieties of wheat.
- Become more involved in SEPWA. Perhaps do some SEPWA trials.
- Break crop interest (Indian mustard)
- Tailor packages to more suit grower demands and expectations
- Protein management
- Use Summit fertilizer

3. **Following the tour, what is your level of understanding of different grain processing methods? (Obj 2)**

1 – very little		
2		
3 – average		4
4		11
5 – very good		12

4. What is your level of understanding of grain breeding after meeting with researchers and breeders on the tour? (Obj 3)

1 – very little		
2		
3 – average		11
4		9
5 – very good		7

5. What are the two most significant things you learnt as a result of the tour?

- What happens to our grain once it leaves our farm x 2
- How much R&D is going on to improve our industry
- What goes with plant breeding
- The need for maintaining malt barley purity for masters
- The nil tolerance levels Allied Mills has to adhere to meet customer's standards
- Quality control, traceability, marketing
- New avenues and progress in breeding technology
- Networking and more know how about grains and associated industries
- The customer is important as end user to QA is important
- How flour is made and how much waste of 1 tonne of grain is 10kg unsaleable
- Selecting a specific trait and breeding it, as a new variety takes a long time
- WA has a clean green image and everything should be done to keep it that way
- How flour is made, how barley is processed to malt barley x 2
- Complexity of plant breeding x 2
- Malting barley process x 4
- Alternative oilseeds, contacts for further growth
- How the double haploid breeding process is carried out
- New and current species of grain being researched
- Standards kept by businesses involved in farm input are exceptional
- That millers can manipulate protein quote easily in their flour
- Biotechnology – molecular markers speeding up breeding, double haploids
- The importance of producing quality grain and with good hygiene
- A greater understanding of the issues that face these businesses and how they go about their business
- Quality of products is very important
- Traceability of products from the farm to producer is going to become standard
- Milling and malting qualities
- Researchers limited to what they can do because of budgets and processes
- Occupational health and safety requirements at all sites
- Complexity of business and demands on growers
- Amount of R&D and other work being undertaken by various groups
- A reasonable amount of broken linkages in plant breeding to many bodies
- Good young farmers on tour positive for industry
- Breeds of what, amount of research that is behind every thing e.g. labs
- Plant breeders have an almost impossible task of producing a wonder variety
- It is impossible to forecast weather
- Have a very good understanding of the malting process of barley
- We have some wonderful young farmers in our community who are willing to lean and take a role in the future of agriculture in the EPZ

6. Please given an example of something you learnt as a result of the tour that will be of benefit to your farming business?

- The malting process, how important it is to grow good size grain more than just quality
- How important spraying conditions and droplet size is when spraying can lose lots of chemical

- The tour was rushed – at the end of the week everyone was worn out, more info on pulse breeding (pea and lupin)
- Large seed canola variety boomers early emergence vigor in a dry start to season
- The double haploid program, being able to speed up the process of getting new varieties
- Value added processes and different end products – better research for market needs
- The fact that lupins are going to go through a tough time in the near future
- At Challenger TAFE talk about fish farming of salt lakes and growing salt tolerant grass on salt scalded areas
- The spray drift demonstration at the Nufarm plant showed just how much difference in drift there is between different types of nozzles
- Premium grain handlers, an extra place to sell lupins and peas
- Key issues facing growers, industry changes/developments
- Blue peas investigate fit into the SE farming system
- The potential to market a specific size pea into a niche market with the marketing contacts
- Nufarm development of 500c tanks for chemicals, use of site and maps and quality of info
- Try to keep quality of grain up with yield
- Niche markets – sales opportunities, facilities available to value add to our produce
- A better understanding of our markets and what they may be requiring in the future
- Our farm is capable of increasing quantity and quality when we implement management changes learned on the tour
- Spray nozzle at Nufarm
- Break crop mustards aren't too far away, hopefully would be adaptable to our country and climate conditions
- Traceability is the key must keep better records
- Process involved in wheat breeding and complexity to evolve wheats to limit disease and increase yield and quality
- Don't take for granted statements on new varieties, double check
- Breeds of wheat
- Nufarm making 500L containers, new varieties that are coming up
- No notice of long term weather forecasts as impossible to accurately forecast further than 7 day

7. Following the tour, how many contacts do you have within the grains industry? (Obj 6 & 7)

People on the tour	12, 15, 3, 32, 25, 30, 32, 40, 32, 30, 32, 30, 32, 30, 12, 32, 30, 20, 32, 30, 30, 20, 3, 30, 32	614
Other farmers	11, 15, 3, 1, 26, 15, 18, lots, 100, 70, 20, 160, 42, 220, 50, 15, 56, 200, 25, 80, 600, 120, 20, 20, 850	2,735
Researchers	4, 1, 2, 10, 12, 10, 100, 15, 6, 20, 20, 20, 10, 2, 15, 30, 200, 12, 5, 4, 5, 8, 2, 55	568
Industry	6, 4, 4, 5, 8, 30, 10, 200, 20, 8, 70, 35, 35, 50, 2, 20, 16, 150, 10, 20, 15, 3, 4, 85	810

8. Are you likely to contact any of the people you met on the tour? (Obj 6 & 7)

YES 27 NO 0

Examples

- Researchers – to try and get them to look at specific problems in our area
- UWA field research station – find out more about linseed production
- Margaret Campbell – alternative oilseeds x 2
- New varieties of cover crops

- Precision Ag
- Joe White Malting – parcels of barley
- John Orr, Premium Grain Handlers x 6 (blue peas, potential to market split or sprouting peas)
- Some of the grain marketing people – to sell grain
- Many people, regarding SEPWA and just to keep in contact
- Other farmers – different methods that they are using
- Other young farmers to compare notes
- Some Lake King pea growers and also some people I knew but didn't know
- Phil Longmire
- The tour participants are now personal friends who I would feel confident to share agronomic experiences
- Other tour participants involved in industry ie SEPWA, F & G, AWB
- More involvement with SEPWA, a closer relationship with GBA for crop variety and also with Rabobank, CBH, AWB with new contacts

9. Would you like to be more involved in SEPWA in the future? (Obj 6)

YES 22 NO 3

If so, in what way?

- Tours x 2
- Involved in educational tours and conferences such as this
- Going to meetings
- field days x 3
- keep doing trials x 2
- farmer paddock trials x 6
- as a member, so we can keep up to date with the good work which has been going on to improve our farming practices
- for SEPWA to be more involved over the whole port zone
- for the time being start coming to more field days etc
- any capacity
- Executive
- It is a very progressive group
- I will become a member
- SEPWA has good contacts and is well known in the industry therefore are available to new varieties and market options
- Access to newsletters, more field trips
- Information sharing and use expertise of members

10. What did you like or not like about the whole tour, what could be improved and do you have any suggestions?

- Tour was great – fairly hectic and everyone getting the flu didn't help
- I would like to do more marketing, business skills, off farm investing – this would be a completely different trip
- I liked most of the tour, meeting new people was one of the best things. The only bad thing was the long days, lots of information to take in which made it hard to concentrate by the end of the week. Maybe some free time could be incorporated.
- The tour was too rushed – at the end of the week everyone was worn out.
- More info on pulse breeding (pea and lupin),
- Overall a very interesting, informative tour. Maybe the next tour overseas to see customers, manufacturers and the down stream procedures
- It was extremely well managed tour and exceeded my expectations
- I liked the plant breeding and the fact that I now have an idea of where people from different sectors believe the grain industry is going

- Rinex Technology was a product that most people on tour had of other brands and would not sell to buy Rinex.
- Swan Brewery was not what I thought they would show as after coming from Joe White Malting
- Probably limit the day to a maximum of 3 site visits.
- Start a little later in the morning after nights out
- The set out was quite good.
- Maybe 8.30 start – overall excellent
- Don't let anyone come on the tour that has flu
- Every tour was very informative a credit to the organizers – it could not have been any better
- Tour was excellent – range of businesses great, timing good
- Maybe bring along a bus scribe and have 5 or 6 people at the end of each day to meet and generate a report.
- Maybe a set trip to some of like type soil
- At AG WA South Perth their soil map of high Ph didn't seem to show any in WA
- Excellent tour – opened my eyes as to the opportunities available and the in depth research
- Excellent tour with good speaker at all tours. Maybe would be better to visit a micro brewery than the Swan to get a better feel for the process
- I think it has been a fantastic tour. No real criticism or suggestion. The pre-tour planning has been extremely well done – congratulations!
- The tour covered a wide range of issues to do with our industry.
- Up early home late – get tired easily. Spread out the day so its not so rushed and maybe only have 2 or 3 activities. Lunches were not tasty. HJs or free time around lunch at shopping centre to grab a feed. CBH port facilities would be good to see.
- No dislikes. Noticed people falling asleep from time to time. Maybe the days were too full on or maybe reduce scheduled visits to allow shorter day.
- Very professional, and impressive. Wide range of presentations and topics. Congratulations and thanks for the opportunity to participate.
- Plant breeding doubled up on. Bit of time spent on double haploids in same place. Organization and running was of high standard and enjoyed by me.
- Tour was very good – sometimes hearing the presentations was difficult. Otherwise excellent.
- This tour was so easy to lead because of the preparation and planning prior to leaving Esperance.