

Newsletter

Pyrenees Hay Processors Co-operative Ltd.

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Office Phone 03 5465 3633



Upcoming Events (Cont'd.)

Online Crop & Shipment Tracking

UPDATE

We have had our kick-off meeting with Ian Knox and Andrew McLeod from University of Ballarat and members of the Focus Group. At the next meeting scheduled for July 24 at 7 30 p.m. we expect to be presented with an overview of our very own Website! So stand by—we are all moving into the world of IT. With a bit of luck your next newsletter will be available online.

Upcoming Events

TREE PLANTING AT PHPC

On July 28, you are invited to join the families and students of Avoca Primary School who will be busy planting about 200 trees. This coincides with national Tree Planting Day, so bring along a shovel and help beautify our currently barren site.

RSVP necessary.

Please contact Fiona Gorman on 5465 3200

CHEMICAL USERS COURSE

We would like to run a chemical users course in Avoca - Could you please contact the office if you are interested in attending, as a certain number will be required.

TIME MANAGEMENT AND ORGANISATIONAL SKILLS TRAINING COURSE

Change of Date: July 19

A reminder to enroll, if you have not yet done so. July 19th is the date when you can put an end to the usual cry "*I don't have the time*". Bookings through Training Improvements, freecall 1800 229 277

We are in need of numbers to run the course - we are trying to bring these services to you - please assist us by attending!

NOTICE OF FIRST ANNUAL GENERAL MEETING

Arrangements are being made for the first AGM to be held on August 26. You should have received a form for nomination for election as Director. We would welcome fresh ideas so we hope you will nominate for a position on the board. Nominations to be returned by July 19th (NEXT Friday).

Notice of the AGM will be sent by end July, together with the Agenda and list of nominees.

VIC ROADS

Vic Roads and PHPC would like to host an information session on

TRUCK SAFETY

1 Watch this space for further information.

Lets have a collaborative, proactive approach to safety!

FOR SALE

20 Kilo bags of loose oaten hay are available for sale from the PHPC site. At a price of \$5.50 including GST, they are selling fast for horse fodder.

Please phone through your order giving us at least a couple of day's notice.

Also, we would appreciate if you returned the empty bags for recycling.

Compacted Hay Bales are also available. We have had a lot of interest from local horse people, who love the high sugars in our hay, with the convenience of the smaller bales. Interest can be phoned through to the office, bale weights can be discussed. Price \$12.00 per bale + GST



SLICED HAY FOR TMR - INTO TUB MIXER



BUSAN EASTERN CONTAINER TERMINAL

KOREAN VISIT

Chris Field, Richard Reid (Wagga Wagga based Marketer) and Caroline Coggins recently made a quick trip to South Korea. We were impressed by the warm reception we received from buyers and end user of PHPC's product. We were able to discuss aspects of the product and work on ways to improve what we are currently doing. Korea's economy is currently booming, they are definitely going to be a strong Asian nation in the future. With next to no arable land, they are going to rely on importing agricultural products. We were pleased with their fond references to Australian Oaten Hay.

The majority of the hay is sold to TMR (Total Maintenance Ration) companies. They mix up about 3 different types of hay at once and blend them with grains & minerals to make a TMR. We visited dairy farms which use this feed. The cows stand in a covered yard, with big fans for when the weather warms up. They only walk from the yard to dairy and back (~25m). The dairy milked 7 head at a time and the average herd size was 48 cows.

Seoul has a population of 12 million people, crammed into a city the size of Sydney. It is basically a concrete and bitumen jungle encased in smog, surrounded by beautiful mountain ranges. There are a few beautiful palaces and grounds, but not much open space. We drove to the 'country' and didn't go over 80km the whole way due to traffic and didn't see much open land apart from a few muddy rice fields.

We also visited Busan in the south of the country and were fortunate enough to visit the P&O port. We had an extremely kind host, who showed us all around the port, which is the busiest in the world, with 8 million TEU (Twenty foot Equivalent Units) moving through there annually. They can store 50,000 containers on site, which makes our 18 look fairly small! It is a major hub for trans shipping and they only expect it to grow in the future .

We also had the pleasure of visiting a Buddhist temple up in the hills which was a very pleasant environment compared to hectic city life.

We were fortunate to be there during the World Cup and experienced the amazing atmosphere. The Korean's are exceptionally kind and honest and have great English. We hope that in the future we will be able to take more Shareholders over to see where your product ends up! Better understanding of the end market can only help us to grow a better product!