

## Organic industry appoints new chief executive

The BFA, has appointed a new chief executive. Paul Dargusch, previously manager of the Peanut Company of Australia's (PCA) international business, took up the post in May.

"Paul comes to us with a farming background and connection to the farming and value adding industry, but also with high credibility in the areas of both people and financial management," said BFA chairman Doug Haas.

"Paul has worked for Japanese trading giant Itochu Corporation prior to PCA, and therefore has a great grasp of international regulations as they pertain to organic and quality foods.

"To have someone of the calibre of Paul take on this role is a very positive endorsement for how the organic industry is increasingly being seen by the food and farming industries.

"It is BFA that has driven this change of culture to ensure that organics is both a viable option for producers and marketers, while being increasingly accessible to the average consumer," Doug said.

Paul said he was looking forward to his new role.

"I am very excited by this opportunity to work with the organic industry and look forward to working diligently and smartly to best serve our members and clients," he said.

Andy Monk is moving onto a role as managing director of Green Planet Holdings, an environmental products and services company based in Victoria and will be missed greatly.

"Andy's capacity to work for a cause or a goal, to me, is immeasurable," said Doug.

"The skills that Andy has brought to BFA have pushed us far ahead of any other competitor in our industry."

BFA wishes Andy and his family the very best in their venture and looks forward to Andy remaining closely linked with the BFA as chairman of the standards committee and technical adviser to the board. ■

### Let us know

**If your company has recently received an award or grant, won a major contract or has other significant news please inform the BFA office so that we can acknowledge your achievement or share your news.**

## Kialla develops supply chain strategies to grow with market

Organic grain usually fetches about 25-30% better prices than conventional grains – and one Australian pioneer in organic processing is looking to pay even more for organic grain that is stored on-farm.

John Egan, chief executive of Queensland-based Kialla Pure Foods, wants to encourage more organic farmers to build on-farm storage.

Mr Egan says this is necessary to ensure a viable supply chain.

"We don't want to overcapitalise by putting it all at the mill," he said. "Instead we will pay a premium for grain that farmers store for us in the right aerated conditions."

Kialla Pure Foods will then use that supply when the grain is needed.

"We may pay for that commodity at the beginning and make supply arrangements with the grain grower or we may pay each time we take another delivery," Mr Egan says. "We will talk through the issues with growers at our regular grower meetings."

Kialla Pure Foods is one of Australia's biggest processing businesses dedicated solely to organic foods. It manufactures and sells bulk and value-added organic grain products to Europe, the United Kingdom, New Zealand, Japan, Singapore, Malaysia, Taiwan, Hong Kong and the United States – as well as to Australian supermarkets, bakery outlets and restaurants. It was established in 1983 by Darling Downs mixed farmers Graham and Sandra McNally, who decided to look for ways to reduce farming inputs and moved to organic farming.

"We are also seeking a larger number of organic growers for winter production of organic spelt wheat," Mr Egan says.

"People who have allergies to wheat products can often eat spelt products without the usual allergic reaction.

"We are still developing this at the moment but spelt flour sales are blossoming. The market for this product is increasing by 50-60% annually both domestically and internationally."

Kialla is also developing new export markets for other wholegrains including soya beans and corn. ■