



CLARE  
SOUTH AUSTRALIA  
WEDNESDAY 14TH  
MARCH 2018

# FARM BUSINESS UPDATE

## STRATEGIC STEPS : ENDURING PROFIT



**The Vine Church, Stradbroke Rd, Clare, S.A.  
Wednesday 14th March 2018**

1.00 pm to 4.15 pm (lunch served at 12.15 pm)

This is a free event. Please register for catering purposes.

## Topics

▶ **Benchmarking Australian grain growing businesses.**

**How do we compare with businesses around the world?**

What are the lessons we can take from comparing the performance of South Australian and Australian farms compared with other grain growing regions around the world?

*Ashley Herbert*

*Agrarian Management*

▶ **Risk and enterprise mix**

Managing risk is not about the average, it is about appreciating what happens at the extremes. Knowing your risk profile and the risks of each of your enterprises.

*Cam Nicholson*

*Nicon Pty Ltd*

▶ **Taking a planned approach to investment in plant and equipment**

A hard look at planning investment in machinery. Case studies of harvesters and sprayers. Comparison of the costs involved and efficiencies of a tow behind vs self-propelled boom spray.

*David Smith*

*ORM Pty Ltd*

▶ **Farm generational transfer - Structures and processes that help not hinder!**

Stephen's expertise is in succession planning and farming enterprise business structuring. He brings practical experience to the legal field which has been gathered from growing up on the family farm in Narrogin.

*Stephen Park*

*Pacer Legal*

**[Click here to register and pay online](#)**

Held in conjunction with the Hart 'Getting The Crop In' seminar,  
8.00 am to 12.15 pm. To register visit [www.hartfieldsite.org.au](http://www.hartfieldsite.org.au)