



# 2012 Convention

Wednesday, September 26

## Make your own luck a mantra to live by

WHILE those in mining will be little surprised to hear WA Chamber of Commerce and Industry WA chief economist John Nicolaou say that China is Australia's future, he is also very positive on the value of foreign investment in agriculture, especially in WA.



John Nicolaou.

Mr Nicolaou sees foreign investment as benefiting the WA agricultural sector and will be sharing insight into how the State can best capitalise on this opportunity at this year's PGA Convention.

Since joining CCI in 2003, Mr Nicolaou has built a reputation as one of the State's most credible economic and business commentators and a strong advocate for key reforms aimed at fostering economic growth and development in WA.

At just 36 he has spearheaded reform to WA's antiquated retail trading hours as well as overseeing influential research on vital business issues, such as labour shortages and the Federal Government's controversial Resource Super Profits Tax.

While the world watched in horror at the fallout from the Global Financial Crisis, Mr Nicolaou was driven to find more robust and accurate measures to gauge and understand the WA economy.

It is this drive and a simple mantra that you "make your own luck" that has underpinned Mr Nicolaou's impressive career.

Mr Nicolaou will speak at the PGA Convention at the WACA on Wednesday, September 26.

He is an impressive speaker and commentator on business success as he commands an impressive profile, both as an independent economist and powerful business advocate.

Last year Mr Nicolaou was selected as one of the WA Business News' 40 under 40 awards winners in recognition of his influential role in the WA business community.

Before joining CCI, Mr Nicolaou spent a number of years at the federal and state treasury departments, working on key policy issues such as the development and implementation of the GST and other taxation reforms and National Competition Policy.

Mr Nicolaou is a graduate of the University of Western Australia, completing an honours degree in Economics in 1996 and a Master of Business Administration in 2007.

When not working or chasing after his two young children, Mr Nicolaou passionately supports the West Coast Eagles.

The CCI is a non-profit, member-based organisation providing quality, cost-effective information, services and support for business.

CCI's members number in excess of 7000 and include a diverse group of businesses, both large and small, across all industries.

With more than 120 years of service to WA businesses, CCI is one of the most influential and respected chambers in Australia.

## Insights to share with producers

WELLARD Group managing director and executive chairman Mauro Balzarini will be sharing his business insights with producers when he speaks at the PGA Convention being held at the WACA on Wednesday, September 26.

In his role as executive chairman, Mauro Balzarini has overseen the growth of Wellard from small livestock exporter into a large, vertically integrated world leader in livestock exports as well as a large Australian grain and livestock producer.

While the safe, efficient and ethical exporting and shipping of sheep and cattle remains the company's core focus, it has also established a number of value adding opportunities that include beef cattle breeding programs in the Philippines and Indonesia and a joint venture feedlot and abattoir development in Saudi Arabia.

Wellard's investment in new, modern livestock vessels is highly regarded.

Through his education and

experience as a naval architect, Mr Balzarini had significant input into the design and construction of all of Wellard's vessels - the MV Ocean Drover, MV Ocean Swagman, MV Ocean Outback and the MV Ocean Shearer (currently under construction).

Mr Balzarini is the son of the founder of Wellard Group, Emilio Balzarini.

He started his working life in his family's shipping business, Siba Ships, in Italy as a technical manager and then shipping manager.

Following a restructure of family interests in 2004, he took over ownership and management of Wellard, the Australian arm of the family business.

Mr Balzarini is a strong believer in livestock and soft commodity production and Wellard is now the ninth largest sheep breeder and grain producer in Australia as a result.

He is also community oriented and Wellard is a major contributor to charities in Australia, Asia and the Middle East.



Mauro Balzarini

## Have Australians grown fat, lazy and stupid on the China Boom?

THE China boom has sustained a massive rise in incomes, house prices and the dollar but can we really keep expecting foreigners to finance our over-consumption and spending for decades to come?

And if the China boom sustained such massive increases in our economic livelihoods, wouldn't a bust have the opposite effect?

These are the questions that will never receive an honest answer from our politicians and bankers and will only become a part of the national discussion when it's too late.

Greg Canavan, Australia's foremost authority on value investing and editor of The Daily Reckoning, believes Australia's reliance on the China boom is leading it down the same financial crisis path experienced by countries in the northern hemisphere.

Mr Canavan and his compatriots at the Daily Reckoning's rule of thumb is simple - to say the same things they'd want their loved ones to know.

And while they are not always right, if they get it honestly wrong, they're happy.

A regular guest on CNBC, Sky Business's The Perrett Report and Lateline Business, Mr Canavan will be sharing his insight, ideas and investment knowledge on some of the key issues facing the Australian economy including:

- What is really behind China's apparent strategy of buying up the family farm
- Why China is not as strong and wealthy as we think it is
- Why Australia needs other sources of foreign capital
- Why the Australian dollar will be much lower in the next few years
- Why growing food and fibre might be the best place to be in with Australia about to face its own financial crisis.



Greg Canavan.

**PGA Convention**  
 Wednesday, 26th September 2012  
 The Boundary Room, WACA, Perth, WA

8.30am	<b>Registration Desk Opens</b>
9.00am	<b>Convention Welcome Address</b> Robert Gillam, PGA President
	<b>Official Opening Addresses</b> His Excellency, Malcolm McCusker, AC CVO QC Governor of Western Australia The Hon Terry Redman, MLA Minister for Agriculture & Food; Forestry; Housing Mauro Balzarini Managing Director, Wellard Group
10.45am	<b>Morning Tea</b>
11.15am	<b>Investing In Australian Agriculture</b> Greg Canavan Editor, Sound Money & Contributor, The Daily Reckoning John Nicolaou Chief Economist, Chamber of Commerce & Industry WA Jack Burton Kimberley Pastoralist, Yeeda Pastoral Company
1.00pm	<b>Lunch</b>
2.00pm	<b>The Future of Port and Transport Facilities</b> Panel of speakers
	<b>Planning for the Future</b> Judy Snell Partner, RSM Bird Cameron
5.00pm	<b>Close of the Day's Proceedings</b>
7.00pm	<b>PGA Annual Dinner &amp; Awards</b> Terrace Ballroom, Hyatt Regency, Perth WA Incorporating presentation of the Skywest PGA Achievement Award

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Contact the PGA to register your attendance on  
 08 9479 4599

[www.pgaofwa.org.au](http://www.pgaofwa.org.au)