

# GOODWIN KENNY (SALES) PTY LTD

ABN 11 003 831 034

Est. 1962

*"I believe in farming because it makes all things possible."  
.....The Farmers Creed (1975)*

16<sup>th</sup> April 2014

ACCC  
Peel Valley Water Submissions

Dear Sir/Madam

I am writing to you as I am very concerned about the future of farming in the Peel Valley if many of my fellow businessmen and women and customers continue to pay exorbitant prices for water compared to many other producers in New South Wales.

Goodwin Kenny has been in business since 1962 and has serviced the Tamworth, Gunnedah and Armidale areas with machinery and spare parts for over 50 years. We have employed and trained many people over that time. A large percentage of our customers produce hay and are reliant on the water from the Peel Valley, and they provide a major part of our revenue.

We source our machinery from a number of suppliers as shown below and any downturn in our area will have an adverse effect on these suppliers who have businesses in many areas of Australia.

Goodwin Kenny carries a full range of farm machinery to suit most needs:

**NEW HOLLAND** - Tractors range from 18 to 50 horsepower Compact tractors, mid-range 55 to 165 horsepower tractors with varying levels of technology to suit the end user and the higher 165 to 600 horsepower Broadacre tractors. Combine Harvesters are available in Conventional and Twin Rotor options, now with 3 metre track options for controlled traffic. The premium New Holland Haymaking range includes Round, Small Square and Large Square Balers, Mower Conditioners and Rakes. New Holland also offers the latest technology in Auto Guidance and PLM (Precision Land Management) equipment.

**CHALLENGE** Implements offer a large range of front end loaders and attachments to suit all Tractors. Seeding and Tillage needs can be serviced by **SIMPLICITY** Air Seeders, **GYRAL** seeding and tillage, **DAVIMAC** Drills and Chaser Bins. We are also authorised dealers for **JANKE**, **MORRIS** and **JOHN SHEARER**. For slashing and spraying we offer **SILVAN** Sprayers – 3pl Pasturepaks, Truckpaks, Utepaks and Pumps, **HOWARD** slashers and mulchers **SPRAYRITE** Broadacre and 3pl sprayers and **JARRETT** slashers.

Our Spare Parts Departments carry spare parts for all the machines we sell and service, as well as stock of Bare-co, Agpoint, Great Western Tillage (Points and Discs) and Murray Harrows. Our Service Departments are available to provide on farm servicing of tractors and associated machinery. We have Technicians who are licenced to carry out Air Conditioning Service work. Goodwin Kenny also has a range of Used Equipment including Tractors, Combine Harvesters, Balers and Mower Conditioners.



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## I believe that the following points should be considered:

- It is a perverse outcome for the Peel Valley to be charged a water usage fee of \$55.13 per ML (or \$71.92) while the Murray Valley pays just \$2.49 per ML in water usage charges.
- It is unfair that the Namoi Valley is charged less than half the water usage charges in the Peel Valley – particularly when the Namoi Valley receives around 95% of the long term average annual end of stream flow from the Peel River.
- The water usage charges should be the same throughout the whole of NSW – similar to motor vehicle registration costs, electricity costs, the cost of fuel, and the cost of grocery items.
- Based on recent usage figures, the extra cost for water in the Peel Valley at \$55.13 per ML compared to the Namoi Valley at \$20.92 per ML is around \$250,000 per annum. Rather than being spent in the local economy this additional charge is extracted annually from the productive sector for payment to the Government in the form of an excessive water charge.

## Goodwin Kenny hopes to continue to:

- Provide the best service possible for our customers
- Provide long term and secure employment for our staff
- Continue to train apprentices so the next generation of farmers is well serviced
- Support other local suppliers – Banking, Accounting, Office Supplies, IT & telco services, local tradesmen, Parts suppliers and engineering businesses
- Support national suppliers by selling and servicing their products

**And we can only do this with the support of our customers, so it is imperative that they are able to farm in a profitable way.**

*We look forward to serving our customers and agriculture into the future, continuing the tradition started in 1962.*

*Susan Goodwin*

