

***Landmark*** are extremely proud to sponsor the 7<sup>th</sup> National Farm Health & Safety Conference

***“TIME TO ACT”***

**Dave Jupp**  
Compliance & Operational Risk Manager WA

**LANDMARK**

*look to us*

*Landmark*

*Business 'snapshot'*

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*look to us*

# Landmark 'snapshot'

- A market leading diversified rural merchandise business with market leading positions across Australia & NZ
- Services ~100,000 active clients turning over more than \$5.5B of inputs and outputs
- 13,000 clients generate >80% of Landmark's EBIT
- Owns strategic equity positions in key supporting business activities



(50% ~ Elders)

– fertilisers



(50% ~ Elders)

– wool storage & handling



(50% ~ Fonterra)

– NZ market leader in dairy

- >400 individual "touch-points" with clients in Australia

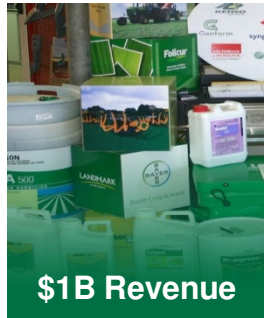
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# Business activities

~ 100,000 Clients with a transactional turnover >\$5.5B

Merchandise



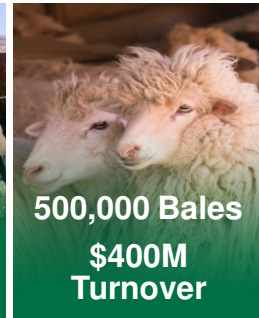
Fertiliser



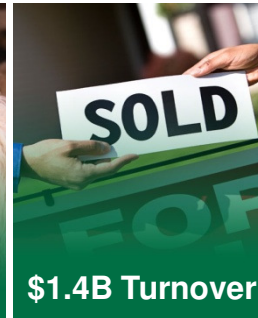
Livestock



Wool



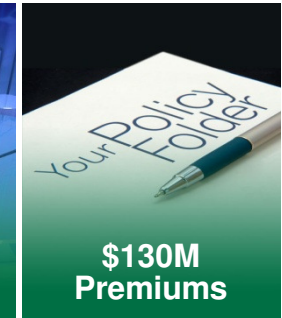
Real Estate



Financial Services



Insurance



~2,000 Employees

>400 Stores (53 RD1 Stores in NZ)

214 Corporate Stores

98 Franchises, Profit Shares & Agents

77 Members

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*'Safety - Time to Act'*

*Landmark are acting NOW!*

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# So what are our major safety risks?...



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# Safety is No 1 priority at Landmark...

- 5 new roles created in 2007 (Compliance & Operational Risk Managers)
- 2 new national roles implemented (National SHE Manager & Group Compliance Manager)
- Safety policies and targets firmly established in all business processes and meeting agenda's
- Establishment of National SHE council (members include AWB Managing Director, Landmark General Manager)

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# Time to act is NOW!

## What are we doing about it?

- National program for extensive physical asset audits, undertaken to ensure safety of our staff and clients
- Replacement of our entire forklift fleet with state of the art 'safety machines'



# Time to Act is NOW!

## What are we doing about it?

- Comprehensive Manual Handling training program rolled out to all staff nationally
- Livestock safety working committee formed
- Professional driver training for all staff operating vehicles or deemed 'high risk'
- Currently seeking AS4801 accreditation

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Thank you

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