

The Hon Dr Sharman Stone MP

Joint standing committee on Foreign Affairs , Defence and Trade
Foreign Affairs and Aid Sub -Committee

Dear Sir

We refer to media release issued 20th March 2014 titled 'The business of aid in the Indo-Pacific'

Our company is Holland Commodities International Pty Ltd incorporated in Australia .

We are commodity traders specialising in commodities , both copra and cocoa beans grown in the Pacific region.

In Vanuatu we have a subsidiary company called Vanuatu Copra and Cocoa Exporters and in Solomon Islands a subsidiary company called Solomon Islands Copra Exporters. Additionally we have a number of exclusive agents within Papua New Guinea whose businesses we provide management advise and finance facilities.

We have been operating in the Pacific countries for the past twenty [20] years.

We currently export 50% of the copra exported from the region and 20% of the cocoa exported also. I am sure you can appreciate the amount of financing this requires . Without ongoing personal guarantees by directors of our company financing would be almost impossible to obtain.

Within our various organisations we employ a total of approximately 100 persons directly and indirectly a further 100 persons. This figure increases dramatically in the high- production seasons.

Our turn-over covering the commodities varies with the ruling international world market prices however for your guidance our annual figures have been as follows—

Year ending June 2011 AC\$112 million
Year ending June 2012 AC\$73 million
Year ending June 2013 AC\$45 million
Nine months ending March 2014 AC\$45 million

All finance /funding is provided by our parent company in Australia .Company taxation is paid in Australia.

We return all funds to the above countries they are due in various currencies namely US dollars or Great British Pounds. The volume of our business is extremely important to the income received by each of these countries as foreign exchange.

Our company is very important to the village economies as our daily operations involve paying the growers one hundred percent of the proceeds due for the production they deliver in cash .

We have established branches throughout the countries for receiving the goods.

In addition we have established shipping services to provide transportation of the commodities to markets throughout the world.

We have provided the above information to permit you to understand the importance of our role to the people of these countries and to advise we do not seek favours from Government departments rather understanding in providing assistance with lack of infrastructure in many areas.

We particularly refer to crop development and growth assistance however we also refer to items such as storage facilities being available on wharves –wharves being built to allow ships to collect cargo .

We highlight funding for development and future growth projects particularly by assisting and managing agricultural officers to visit villagers to encourage and assist the villagers to plant material to ensure increase in production will occur in the future.

We are able to state if the various crops were doubled in each country the increase would be welcome by the world markets without any corresponding drop in price.

We need funds and support in various areas as explained above in particular for constructing additional warehousing in developing areas and transport equipment for shipping by way of trucks and loading equipment.

Without your assistance our progress is slowed—with assistance from you we can move forward and hopefully be assured of achieving the objectives you have stated.

If you believe we are moving in the direction you are encouraging we would welcome the opportunity to discuss our ideas in the future.

Thank you for inviting comment to your endeavours and for allowing us to submit our initial correspondence.

Regards

Dennis Pople
DIRECTOR