

## Media Release

# AgLink appoints Ian Scutt as Chief Executive Officer

Wednesday 27 September 2017

AgLink – a collective of 16 independent family-owned Australian agricultural retailers – today announced that it has appointed Ian Scutt as its new Chief Executive Officer.

Ian, 50, replaces Bill Dowdle, who has been AgLink's Chief Executive Officer for 11 years. In July this year Bill accepted the role of CEO of a group of 14 independent Canadian agricultural retailers in Saskatchewan, Manitoba and Alberta. AgLink is in the process of developing a commercial and strategic alliance with this group.

AgLink's 16 members collectively deliver A\$1.2 billion sales of farm input and agronomy advice to Australian farmers. AgLink has a 25% share of the Australian agricultural chemical market, 15% of the fertilizer market.

Ian comes to AgLink with strong commercial and agricultural credentials. He is currently Chief Executive Officer of Serve-Ag Pty Ltd, a farm and agricultural advisory service which has seven branches in Tasmania, of which Devonport has been the head office since the company's inception in 1976.

Serve-Ag was a foundation member of AgLink and a foundation member of the Tasmania Agricultural Productivity Group (TAPG). It was acquired last year by EE Muir & Sons Pty Ltd, another foundation member of AgLink.

Ian has been a board member of AgLink for seven years, and knows the AgLink business well. He has a Bachelor of Rural Science from University of New England and is a member of the Australian Institute of Company Directors.

He has worked at Serve-Ag in various positions since 1992, and has been CEO for ten years.

Andrew Maughan, Chairman of AgLink, said the calibre of applicants for the CEO role – a process managed by executive search firm Spencer Stuart – indicated the AgLink brand and business is held in high regard in the industry.

'Despite the high calibre of external applicants, I am delighted we have appointed an internal candidate,' he said. 'Ian has been a board colleague at AgLink and we have worked closely and effectively together for seven years. He has deep and relevant industry experience as CEO of one of our member companies and is well respected by our suppliers, our members and his board colleagues. He has a strong intellect, a strategic mindset, shows great attention to detail, is results focussed and has a collegiate approach. I look forward to him leveraging these attributes as our CEO and working closely with him. New leadership at AgLink will be particularly important as we continue to support our members in their growth aspirations and in our strategic initiatives in Canada.'

Ian Muir, chairman of EE Muir and Sons, the owner of Serve-Ag Pty Ltd, said he was sorry to see Ian Scutt leave the company, but saw the benefits of him moving to the CEO role at AgLink. 'Ian has been with Serve-Ag for 25 years, and has been a good leader for the company,' he said. 'He

leaves with our good wishes; we look forward to a strong ongoing association with him via our ongoing membership of AgLink.'

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**About AgLink:** AgLink is a collection of 16 independent family-owned businesses operating in all Australian states and territories which have been helping Australian farmers grow more food and fibre for more than 30 years. AgLink, through its members, has an estimated 25% share of the Australian agricultural chemical market, 15% of the fertilizer market and is a significant supplier of seed, animal health, irrigation products and services and other farm products. The group's members provide agronomy advice and supply input products to Australian farmers, helping them produce greater amounts of clean, sustainable fruit and vegetables, wheat, barley, canola, rice, sugar, cotton, wool, beef, sheep and dairy. AgLink's members generate revenue of more than \$1.2 billion per annum, and employ 1,100 people, including 350 agronomists. These businesses have strong regional footprints, maintaining deep relationships with their customers and communities. AgLink has a strong focus on innovation, research and development, facilitating trials of new chemical, fertilizer and seed technology.