
25 Years for AGA General Manager Ian Dalglish

Australian Grain Accumulation General Manager Ian Dalglish is celebrating 25 years in conjunction with Cargill Australia. This impressive milestone marks a culmination of Ian's dedication, enthusiasm and leadership in bolstering the grain and oilseed industry in Australia.

Ian joined Cargill as a graduate in Wagga Wagga and says his first impressions of working for the company were on a number of fronts. "On a personal level, I didn't have a clue who they were and the diversity and strength of Cargill amazed me; ethics were drummed into you from day one and you had to stand by your word as there was a lot of autonomy in the field role."

While in the role of Origination Manager heading Cargill's accumulation services Ian's positive outlook, hands on management and ability to engage with and understand industry and farming levels saw him the natural choice to head AGA in 2003.

Since its inception Ian has taken AGA from its beginnings accumulating about 1.2 million metric tonnes of grain up to 4 million metric tones. And the business is still growing.

"Most other organizations have shut down their field teams or reduced it to a small field team and a call center while we have been able to develop a business model which requires us to be in regional locations closer to the grower action."

Colleagues note that despite the tough times faced by the industry in the last 25 years, Ian has always stayed positive and continually succeeds by looking to future opportunities.

AGA Regional Manager, Sam Toll, comments, " Having known Ian for over six years and worked closely with him I have a high regard for his intellect and experience in the grains industry and his ability to manage staff in both good and difficult times."



Ian Dalglish being congratulated by Cargill's Commercial Manager, Robert Green.

“His strength lies in having a clear strategic vision of where he would like to see the business move and he’s been a strong proponent of moving with a changing market environment and taking on innovative and at times somewhat untried projects that will allow the business to grow and develop in future years.” Sam believes Ian’s greatest strength as a manager, however, is his ability to challenge and empower staff to take control of their own future.

Denis Hoiberg from Rimfire Resources agrees. “He has demonstrated an ease of being able to work with and he has encouraged people to achieve things that they may have felt they could never achieve themselves. This is a characteristic of leadership.”

As well as encouraging staff from within the company, Ian is also recognized for his passion in drawing new people to the industry. “Ian is great with new starters in the industry,” says AGA Field Merchant, Joshua Lawrence, “he is able to identify people with required skills to be successful in the industry, even if they’ve had no prior grains experience and it creates a unique culture in AGA where people from different backgrounds can come together and be valued for their potential input.” This not only represents Ian’s primary strength as Managing Director but also defines what he has enjoyed most about his career.

“Over my 25 years I have managed staff and it always gives me great pleasure interviewing different people both young and old; bringing them into the business and then watching them grow and develop over time. Over the years we have constantly run a graduate program and to see these people progress through the industry is wonderful.”

This unique form of management has created an environment conducive to high quality, loyal people being drawn to the company and working as a team around the country. “From WA, we don’t get to see a lot of Ian in person,” said Western Australia Field Merchant, Trent Smoker, “... but when crisis calls he is always available to diffuse your anger, provide a solution to the problem or encourage you to back yourself and trust your own ability.”

Looking to the future, Ian confirms, “I am looking forward to continuing to do things I enjoy – assisting people to improve.”

AGA CONGRATULATES IAN ON HIS TWENTY FIVE YEARS OF SERVICE.