



Trialsafe

2025

**Sponsorship
Prospectus**

Our Vision is for all members of the agricultural industry to work collaboratively to prioritise, promote and sustain a safe work environment for all. Will you share our vision and provide the needed financial support to deliver it?



We promote safe work practices



We are solutions driven



We foster sharing and learning

Critical to continued evolution of Agriculture

Applied Research holds immense significance across all industries, and is critical to the continued evolution of Agriculture. Applied research is crucial for:

Problem Solving, providing effective solutions to identified, current issues, improving processes, products, and methodologies.

Innovation, driving innovation by identifying opportunities for enhancement and developing practical solutions to existing challenges.

Evidence-Based Decision-Making: Policymakers and decision-makers rely on applied research findings to make informed choices and shape effective policies.

Competitive Advantage: In business, investment in applied research can lead to improved products, increased efficiency, and a competitive edge.

Social, contributing to solving societal issues, from land care improvements to environmental sustainability.

Technological Advancement: In technology and engineering, applied research fuels advancements by applying scientific knowledge to practical applications.

Applied Research differs from Basic Research in several key ways:

Objectives: AR aims to address specific practical problems or improve existing processes, while BR seeks to expand general knowledge.

Focus: AR focuses on solving real-world challenges, whereas BR explores principles and concepts.

Applicability: AR findings are directly applicable to practical situations, while BR often lacks immediate practical applications.

Immediate Impact: AR has a more immediate impact on solving problems and improving practices, whereas BR may have longer-term or indirect effects on knowledge and innovation.

Research Questions: AR formulates research questions related to practical issues, while BR poses questions to explore theoretical or fundamental concepts.

The Significance of Research and Development in Agriculture.

According to ABARES, expenditure in agricultural research and development continues to increase in Australia at a rate of around 2.8% (FYE24). Funding in agricultural R&D across all sectors in 2023-24 was \$2.98 billion, though there is a widening gap between funding and actual expenditure, with expenditure on 2023-24 approximately \$2.5 billion. Of this, approximately 30% was invested in Applied Research. A sustained trend over the past two decades is a more rapid increase in private sector investment in R&D compared to Public sector funding sources (Federal Government, Universities, State and Territory Governments). The private sector is expected to continue to perform a greater role (growth rate of 5.63%), particularly in relation to marketable technology development such as seeds (genetics) and crop protection. In 2020-21 private sector research providers undertook \$834m value in activities. With applied research representing approximately 30% of expenditure on Agricultural R&D in Australia, this equated to \$660m in 2020-21, and \$750m in 2023-24. ABARES estimates that for each dollar invested in Agricultural R&D, returns to farmers increase by \$7.82 million.

Reference: Chancellor, W. 2023, Agricultural research and development in Australia, ABARES research report, Canberra, March.

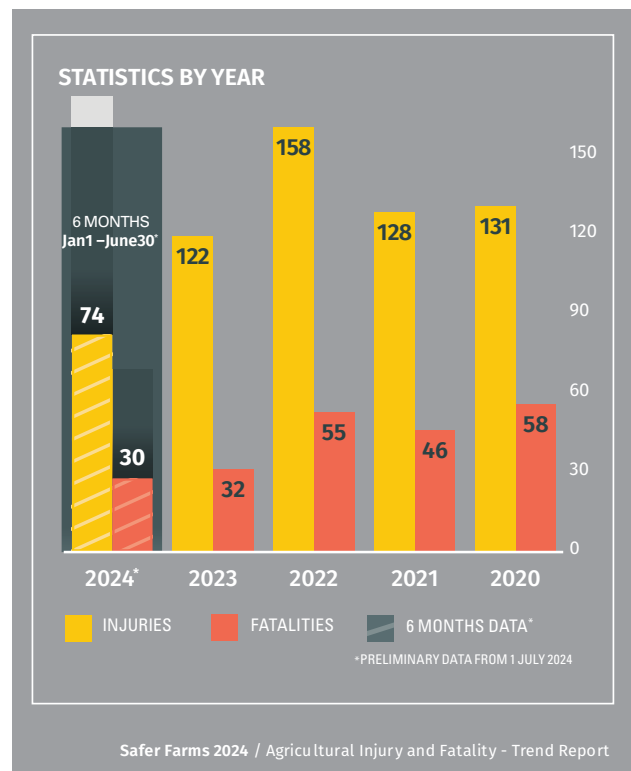
Safer Farms Report 2024

While 2023 data would indicate a downward trend on reported injuries and fatalities, initial reporting for 2024 indicates the potential for 2024 to be a record year for injuries and fatalities on par with 2022 or potentially worse.

This highlights how much work is to be done, and why the challenge of safety on farms has been, and will continue to be, a focus for governments, regulators and researchers nationally.

► While this focus on the industry is supported and welcome by the sector as a whole, a risk for smaller segments such as the Applied Agricultural Research Industry, is that these smaller service sectors will not get the required levels of funding and support needed for their own unique Work Health and Safety challenges to be addressed.

Source: Safer Farms 2024 Agricultural Injury and Fatality trend report



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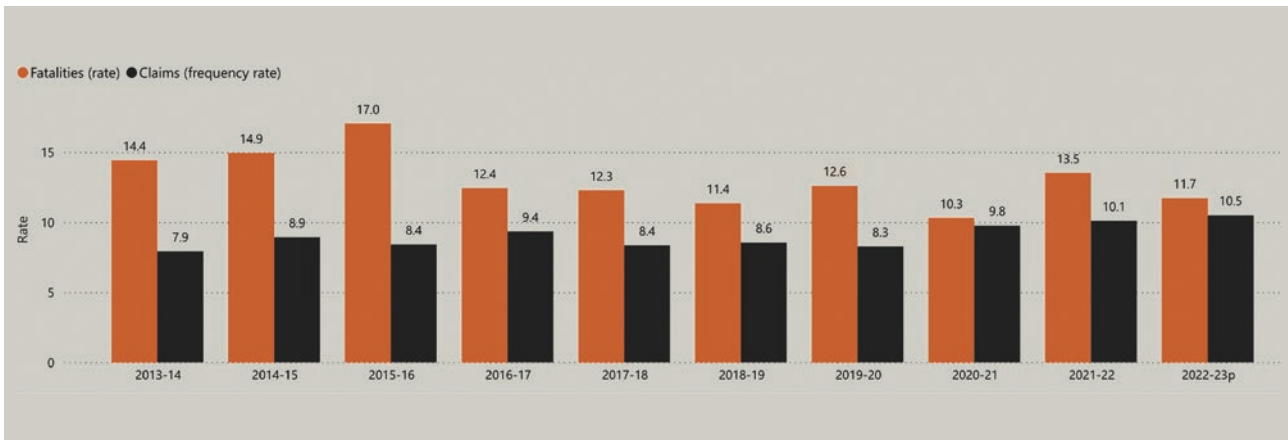
Alan Harris, Intergrain

Safe Work Australia Industry Data

Data shows stagnation suggesting current systems etc need to change if we want to continue to reduce rates of death and injury and fatality reduction by the sector, indicating that current work health and safety systems, strategies and programs are having little to no effect in further improving safety in the Agricultural Industry.



Fatalities and Claims rates in Agriculture by Financial year



Source: Worksafe Data – (FY 2022-23 reporting period) Image provided from Agriculture | dataswa 2024.

Agriculture

143.3K

Workers

29

Fatalities

2,764

Claims

10.5

Claims frequency rate

\$13,031

Median compensation paid

7.0

Median time lost (weeks)

All industries

13.0M

Workers

191

Fatalities

139.0K

Claims

6.6

Claims frequency rate

\$14,416

Median compensation paid

7.2

Median time lost (weeks)

However, Agriculture is not alone in that regard, similar stagnation is apparent in many sectors, including mining, construction, transport and manufacturing. The sheer number of fatalities and lost time injuries (LTI) in comparison to those other industries is what justifies the current national focus on Agriculture.

Lost Time Injury data reveals that even within the Agriculture, Forestry and Fishing Industry

with a comparatively high LTI rate of 13.4 LTI's per million work hours.

► The subgroup with the highest rate of reported LTI's is the Support Services sector, of which Applied Agricultural Research belong, with frequency rate of 21.6 LTI's per million work hours.

ANZSIC Title	Lost Time Injury Frequency Rate
Agriculture, forestry and fishing	13.4
Agriculture	12.4
Aquaculture	8.7
Forestry and logging	14.7
Fishing, hunting and trapping	12.3
Agriculture, forestry and fishing support services	21.6

Source: Safe Work Australia's Lost Time Injury Frequency Rate (Spreadsheet).

As a comparison data from the Mining and Transport Industries is displayed below

ANZSIC Title	Lost Time Injury Frequency Rate
Mining	8.4
Coal mining	15.2
Oil and gas extraction	1.7
Metal ore mining	5.6
Non-metallic mineral mining and quarrying	18.1
Exploration and other mining support services	10

Source: Safe Work Australia's Lost Time Injury Frequency Rate (Spreadsheet).

ANZSIC Title	Lost Time Injury Frequency Rate
Transport, postal and warehousing	11.3
Road transport	13
Rail transport	14
Water transport	12.2
Air and space transport	6
Other transport	6.8
Postal and courier pick-up and delivery services	10
Transport support services	12.3
Warehousing and storage services	8.7

Source: Safe Work Australia's Lost Time Injury Frequency Rate (Spreadsheet).





At Trialsafe Limited, we believe in real stories to achieve real change. We connect people and aim to deliver a more relatable and tangible aspect to implementing and achieving safer work practices.

Why does Trialsafe exist?

There is clearly a need to take some alternative approaches to how the industry manages safety. Trialsafe looks to promote safe and considerate conduct, providing a forum for businesses in the Applied Agricultural Research Industry to come together, share experiences, challenges and successes stories. The Trialsafe approach assists employers and workers to manage their own Work Health and Safety risks, meet their legal and regulatory compliance requirements, while building positive attitudes toward safety and fostering an industry wide culture that views improving safety as a driver of productivity.

True to our ethos of 'real stories for real change' we have invited many individuals, businesses, industry representatives, and guest speakers to present at our seminars on subjects directly related to applied field research. Some of the many topics of discussion have included:

- Respirator fit testing
- Improving PPE when hand-booming
- Demonstrations and uptake of the Brolga boom
- Strategies and tools for working alone
- Satellite communications
- Fire safety
- Safe work hours and protocols
- Loading and unloading tools and ideas
- Best practice manual handling and options to minimise strains and injuries
- Inventory systems
- WHS systems
- Vehicle fleet tracking
- Quadbikes vs UTVs
- New business legislations and responsibilities
- Psychosocial risks in the workplace
- Building relationships with growers and clients for best trial outcomes

Trialsafe creating change

The Trialsafe Creating Change Seminars bring the power of storytelling to the forefront of safety. Our roadshow visits key locations nationwide, offering a dynamic platform for industry leaders and professionals to share valuable insights. With inspiring keynote speakers, real-world case studies, and an interactive panel discussion, each event is designed to address local safety challenges and spark meaningful dialogue.

Psycho social hazards focus

Date: 27th June 2024

Location: Clare, South Australia

We'll take on the vital topic of psychosocial hazards, unpack the latest regulations, and reflect on how far we've come with industry leaders

Guest speakers include:

Jason Mavrikis

Chief Psychosocial Advisor, Safework SA

Rebecca Edgley

Performance Psychologist, Outside In Group

Industry Stewards

Allan Mayfield, Mick Faulkner and Colin Edmondson

Technology focus

Date: 27th June, 2023

Location: Horsham, Victoria

Guest speaker: Corrie Eichner

Precision Ag Manager for WSB Distributors, Clare SA

- Current use, opportunities and challenges around the implementation of Unmanned Aerial Vehicles (UAVs) in the agricultural sector.

- How the use of UAV's can influence safety outcomes on farms and in field trial work.

Guest speaker: Matt Burns

Precision Ag Manager for Emmetts, Horsham VIC

- Opportunities for the use of precision technology in the agricultural sector as well as within the field research trial sector.

- How precision ag and technology influence safety outcomes.

Guest speaker: Andrew Phelan

AgTech Development Officer at Elders, Naracoorte SA

- Current use, opportunities and challenges around the implementation of technology in the agricultural sector as well as within the field research trial sector.

- How AgTech is influencing our safety outcomes on farms and in our trial work

WHS Legislation focus

Date: 23rd March 2023

Location: Northam, Western Australia

Guest speaker: Mark Whyte

Safety Advisor at Health and CBH Group, Northam WA

- With a large annual casual force, CBH have a safety focused induction process and offer regular high quality training sessions for all of their workforce.

- CBH will share their safety-focused culture, some key steps that shaped the change and how the focus starts at recruitment and flows throughout the business.

Guest speaker: Dr Marcus Cattani

Senior Lecturer at the School of Medical and Health Services at Edith Cowan University

Dr Cattani will present his research findings on fatigue management. Dr Cattani believes preventing injuries and harm is a science and there are tried and tested processes to manage risk. Dr Cattani will discuss his observations on fatigue and fatigue management garnered from other industries, and how these could be utilized by those working within the agricultural research space, as well as by the broader agricultural industries.

Guest Speaker: Julii Gaunt

Inspector with WorkSafe Industrial and Regional Safety Directorate, Department of Mines, Industry Regulation & Safety, Bunbury WA

- The new WHS legislation
- Industrial Manslaughter
- Safety Management
- Practical WHS tips





Trialsafe creating change

Mental health and wellbeing focus

Date: 12th October 2022

Location: Roseworthy, South Australia

Guest speaker: Andy Barr – SAGIT Trustee, grower and researcher

Stephanie Schmidt – Founder of Act for Ag, Rural Psychologist, Farmer, Wife and Mum

Mental health and wellbeing focus

Date: 31 March 2022

Location: Roseworthy, South Australia

Guest speakers:

Warren Davies – The Unbreakable Farmer

Active farmers – Promoting physical health and mental wellbeing in farming communities.

Various industry case studies and panel discussions.

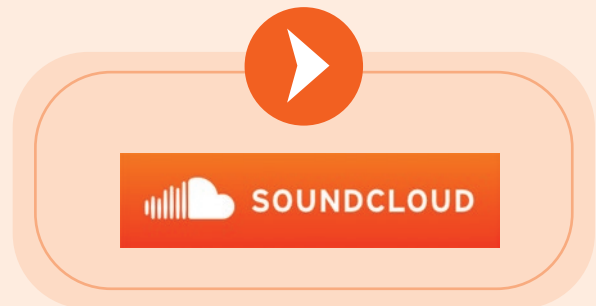
PPE and The Brolga: hand boom demonstrations from Trial Supplies



Trialsafe on the road

Did you know you can listen to our podcasts on demand?

Listen to the Trialsafe Podcast, where we explore the critical issues shaping the agricultural research industry through powerful conversations and expert insights. This podcast offers a more personal and in-depth look at the challenges and solutions impacting safety in the field. Each episode features real stories from those directly involved, offering practical advice and raising awareness around key safety concerns. Tune in for thought-provoking discussions that inspire change and foster a safer, more informed future for the agricultural industry.



Find us:
<https://soundcloud.com/trialsafe>

Save for later and share with your colleagues.
 Join the community.

Trialsafe Limited Sponsorship Opportunities



We collaborate to share stories and experiences



We advocate best practice



We build relationships & strengthen networks

Help keep the conversation alive

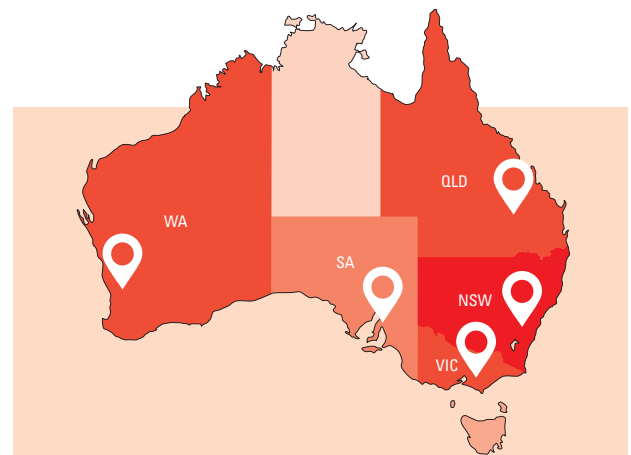
Your sponsorship helps us continue delivering impactful seminars, reach more people, and drive real change in safety.

Proven Value

Stories and connection are more powerful than ticking boxes—they resonate, inspire, and create lasting change.

Let's get to the heart of "every worker should reasonably expect to return safely home at the end of each and every working day"

It's not just about procedures; it's about preventing harm and making sure everyone returns home safely.



Return on Investment

Membership

Trialsafe Limited boasts a diverse and engaged membership base of professionals within the agricultural research sector. Your sponsorship will directly reach and influence this dedicated community.

Geographical Spread

Our members are spread across WA, SA, VIC and NSW within Australia, ensuring your brand exposure covers a wide and strategic footprint.

Roadshows

Trialsafe holds roadshows of safety seminars, visiting key locations across the country. These roadshows delivers inspiring keynote speakers, case studies from the field, and an open floor panel discussion addressing issues specific to each location, fostering a culture of sharing, learning, and improvement.



How to become a sponsor

To become a sponsor, please contact Alan Harris at AHarris@intergrain.com or 0427 771 514.

For inquiries, you can also reach us at info@trialsafe.com.au.

Will you support Trialsafe in driving continuous improvement in worker safety across the Agricultural Research Industry? As a sponsor, your brand will champion growth, learning, and enhanced safety standards, helping create lasting change—one story at a time.



Gold Sponsorship \$10,000

Prominent Logo Placement:

Your gold-level sponsorship will ensure your logo is prominently displayed on all event materials, including posters, banners, and promotional items.

Exclusive Recognition:

- Verbal acknowledgment during opening and closing ceremonies.
- Featured in press releases and social media mentions.

Dedicated Space:

An exclusive booth or area for your organisation’s promotional materials.

Digital Exposure:

Logo and link on the event website and in email newsletters.

Main Event Recognition:

Prominent acknowledgment during the 1-day conference in [Identified Region].

Annual Roadshow Recognition:

Acknowledgment during Trialsafe’s annual roadshow of safety seminars.



Silver Sponsorship \$5,000

Logo Placement:

Your silver-level sponsorship ensures your logo is featured on event materials and banners.

Recognition:

- Verbal acknowledgment during the event.
- Mention in press releases and social media posts.

Booth Space:

Designated space for your organisation’s promotional materials.

Digital Exposure:

Logo and link on the event website.

Main Event Recognition:

Acknowledgment during the 1-day conference in [Identified Region].

Annual Roadshow Recognition:

Acknowledgment during Trialsafe’s annual roadshow of safety seminars.



Bronze Sponsorship \$2,500

Logo Display:

Your bronze-level sponsorship guarantees your logo is displayed on event materials.

Acknowledgment:

- Verbal acknowledgment during the event.
- Mention in press releases and on social media.

Digital Exposure:

Logo and link on the event website.

Main Event Recognition:

Acknowledgment during the 1-day conference in [Identified Region].

Annual Roadshow Recognition:

Acknowledgment during Trialsafe’s annual roadshow of safety seminars.

Together, we can create safer workplaces in the agricultural sector.



We respect your time and greatly appreciate your consideration of this sponsorship proposal. Your support would be instrumental in helping us advance our mission for safety. We hope you'll choose to partner with us and look forward to welcoming you as a key ally in our journey towards a safer agricultural industry.



  trialsafe.com.au