

Sunday Times

Business Weekly

Still life in iron: Walsh

VETTI KAKULAS

FORMER Rio Tinto chief executive Sam Walsh says he "smiles" when pundits say the WA mining boom is over.

The 66-year-old, pictured, who retired in July, said the state's iron ore export volumes were still "robust".

"Quite frankly, the tonnes capacity bought on that will continue to be shipped, and jobs associated with that and every-one else with a piece of the action will continue," he said.

"What we have seen is a slowdown in construction, but over time we'll see some of that come back when mines complete their operations. One thing about mines is they have a finite life, sooner or later the mine will finish its operations and they'll have to move on and build somewhere else."

Mr Walsh, who spent 25 years with Rio, said the world would continue to develop, particularly in Asia, the Middle-East, South America and Africa. "It's going to need the fundamentals of raw materials we supply and that puts us in a good position," he said.

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"lost its way" before he landed the top job in January 2013.

"Rio has strong fundamental talks and very good people, however there was a need to refocus the organisation," he said.

Now living in East Perth, Mr Walsh was responsible for 55,000 staff in 40 countries.

He said he "rocked the boat" in a few areas, including changing forecasting from quarterly to monthly and moving the business to cash.

"Over time the accountants had introduced so many rules, accruals and depreciations," Mr Walsh said.

"The profit and loss no longer tracked how the business was performing. Cash does, cash doesn't lie and is a very good way of focusing the business."

Mr Walsh, who wouldn't be drawn on WA Nationals leader Brendon Grylls' plan to impose a new iron ore tax, will be speaking at the Australian Institute of Management WA Leadership Summit at the Hyatt Regency Perth on Wednesday.

He said worker feedback was vital for a company.

"People need to hear the good and the bad news," he said.

"They're immensely proud of being part of a successful business. Unleashing that power and goodwill, it's a very important and powerful thing."

Sharp tastes:
Rostyn Griffiths
and Gareth
Minnock
tucking into
superfood from
their new
Fremantle
franchise.
Picture: Justin
Benson-Cooper



VETTI KAKULAS

WHEN he's not captaining Perth Glory, Rostyn Griffiths is running his own "superfood bar".

On High Street in Fremantle, the Perth Glory midfielder and friends Gareth Minnock and Paul Berenger are behind WA's first Acai Brothers Superfood Bar.

The eatery, which has eight outlets in the eastern states, specialises in smoothies, juices, acai berry bowls, raw

treats and coffee. Griffiths, 28, returned home to Perth in July after a stint playing for Dutch team Roda JC Kerkrade.

"When I got back, I thought I need something else to do after training," he told *The Sunday Times*.

"Literally the next day I spoke to Gaz and he asked me if I'd be interested in being involved. Only recently I became a fan of acai, last year I hadn't heard of it."

Griffiths said the food he eats during the football season is important to

maintain his weight and fitness.

"I smash carbs and chicken, that's my main food, on game days I don't really eat much, I try to feel as light as possible.

Acai would be my new breakfast option - acai in the morning and carbs at night." He has plans to expand his business into City Beach, Scarborough and the CBD.

Acai Brothers was founded by Brisbane locals Sam Carson and Ben Day in 2014.

FOOD GLORY-OUS FOOD

Too sexy for my car but boyfriend's not buying

SCOTT, I have been driving my busted-arse Holden Astra for 15 years.

I am turning 50 soon and my boyfriend is going to buy me a new car, so I am looking at a luxury Audi TT convertible. We both work really hard, have no kids, own our home, and have three investment properties. So I think, why can't I have it? But the "fun police" said to me today, "How much should we spend on a car?" Being female, I don't care. I just want a shiny new car. Scott, my boyfriend loves you, so can you get him to give me an answer?

Caroline, you are the reason that people stop me in the street and say, "Those questions, they're not real are they?"

Seriously, I couldn't make this stuff up. OK, so your boyfriend can obviously afford it, but that doesn't mean he

would make us happiest over the long-term?

For that money he could buy you a nearly new second-hand car, plus a once-in-a-lifetime overseas holiday, plus fund 12 dirty long weekends away, plus radically change the entire life of someone somewhere in the world. But hey, if you like the Audi TT convertible, buy your own bloody car!

I'm terrified

Hi Scott, I have been diagnosed with a brain tumour and require surgery with no guarantee of an outcome.

I am 44 years old, married with twins (boy and girl, aged seven). Our home is worth \$11 million with \$85,000 owing.

We have \$110,000 in the bank, I earn \$70,000 a year, and we have a combined \$75,000 in super. My recovery time will be two to three years if all goes well. What should I do for my family's security?

Chris, As a dad myself, my heart breaks for you. Thankfully, you're in a very strong financial position. The \$110,000 in cash you have is something we call Mojo. It's used for emergencies. With your small mortgage your Mojo should stretch the length of your recovery. And in a worse case scenario you could look at downsizing down the track.

From a practical point of view, I'd do three things: First, talk to your employer and take stock of your options - will you be able to continue working part-time? Then look at your personal leave, annual leave, and long-service leave.

Second, call your health insurance and review the likely out-of-pocket expenses.

Third, call your super fund and see what insurance cover you have. You may find that you have income protection. Good luck, and good health.

Forex millions

Hi Scott, I recently attended a forex seminar.

There was limited learning but much selling of a two-day course costing \$13,000.

Though with "amazing discounts" the price was slashed to \$5500. Can people actually make money by investing in a forex course?

Hi Doug, I can't work you out, dude. It's like you don't believe in the Tooth Fairy. Doug, there is no Tooth Fairy. And the only forex millionaires are the ones selling the courses.

Love my daughter

My daughter has a \$300,000 home loan on which my wife and I have gone guarantor.

The loan is split into two parts. Her payments have all been going to the bigger proportion (\$240,000), so she asked her bank about the best way to get rid of our guarantor commitment (\$60,000). They have advised her to pay all her payments to the \$60,000 component and change the \$240,000 to interest only. What do you think?

Hi Lorraine, My first thought is that if you've had the loan for a number of years, you should consider getting the property revalued.

If the property has increased in value, you may be able to be released as guarantor. If it hasn't, I have no problem with your daughter knocking out your part of the loan.