

GRAINMatters



GTA Annual General Meeting

Our Annual General Meeting (AGM) is scheduled for Tuesday, 29 October, at 9:30am (AEDT). The meeting will take place at the Shangri-La Hotel, located at 176 Cumberland Street, The Rocks. Members are required to [register to attend](#). Our 2023-24 Annual Report is available to [download and read from our website](#).



Goyder's Line

2024/2025 Harvest Begins

The 2024/2025 harvest season is upon us, with the first chickpea receivals in Queensland kicking things off in late September. Best wishes for a safe and profitable harvest season. I hope all your planning and preparations are in place to ensure a smooth period. Remember to prioritise safety and be mindful of the pressures and stresses that can lead to unwelcome conflict during this busy time.

GTA Technical Committees – Call for Nominations

One of the most essential components of GTA's operations is its Technical Committees. These committees perform vital work in guiding and setting the direction for GTA Members and the grain industry. The industry relies heavily on their expertise and leadership.

GTA is now calling for nominations for the 2024/2025 Technical Committees and Domestic Sector Council. Applicants will be selected by the GTA Board at a meeting following the Annual General Meeting (AGM) on Tuesday, 29 October. If you're interested in getting involved, please refer to [Member Update No. 11 of 24](#) for more details.

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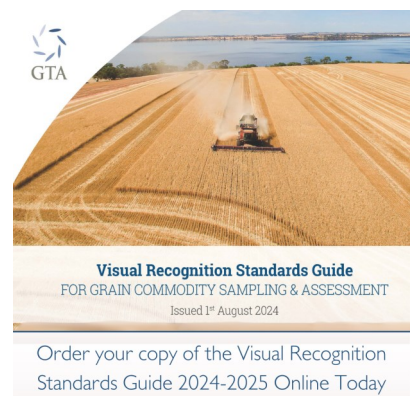
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Goyder's Line continued

GTA Board Positions– Vote Now!

Nominations for three GTA Board positions have now closed, as per Member Update No. 14 of 24. The nominees are listed in [Member Update 16 of 24](#), and members are encouraged to vote in the election of GTA Directors. Votes can be cast prior to the AGM or at the meeting itself by those attending.

For anyone interested in playing a bigger role in the grain industry, serving on the GTA Board offers invaluable opportunities for growth and learning. It's a unique chance to gain experience across the entire post-farm gate supply chain and contribute meaningfully to our industry.

In Memory of Peter Howard

Lastly, I wish to honour the memory of Peter Howard, who passed away in early September. Peter had a long and distinguished career in the grain industry, mentoring many aspiring grain traders throughout his life. His contributions to the industry will be deeply missed.



Andrew Goyder, Chair - Grain Trade Australia

GTA CEO Presents at COFCO Wheat Millers Conference in China



GTA CEO Pat O'Shannassy, recently travelled to Xiamen, China, where he was invited to present at the prestigious COFCO Wheat Millers Conference. The event attracted around 250 to 300 delegates, including representatives from all major milling companies in China.

Pat's presentation provided a comprehensive overview of Australia's market outlook, quality assurance and standards, and supply chain strengths. He highlighted why trading partners can maintain confidence in Australian wheat, which offers great value to their businesses. The response from the audience was overwhelmingly positive.

Representatives from France, the USA, and Canada also presented at the conference. Interestingly, several delegates raised concerns about the grain quality from these countries, citing issues like high moisture content in Canadian grain and low-test weight in French wheat.

In addition to the conference, Pat met with several Chinese companies and government agencies. Key takeaways from these meetings included:

- **Economic slowdown:** China's slowing economy is impacting consumer confidence, particularly due to challenges in the construction sector.
- **Strong preference for Australian wheat:** Australian wheat remains a top choice for Chinese millers, who favour its high quality and white colour over other origins.
- **Guidance to slow imports:** China issued "guidance" to state enterprises to slow imports of non-quota feed grains (such as barley, sorghum, and corn), which seems related to economic and market conditions rather than political factors.

Overall, the trip confirmed the healthy trade relationship between Australia and China, with Australian grain continuing to be well-regarded for its consistent quality. The positive reception and strong market preference for Australian wheat further ensure a stable trade partnership, reinforcing GTA's position as a key player in supporting Australia's grain trade and fostering ongoing relationships with global markets.

News In Brief

Pool Providers and Operating Standards

With global markets currently subdued, some growers may be considering Pools as an option for sales. GTA members running Pools are reminded that [TGD No. 4 Operating Standards for Pool Providers](#) is a mandatory part of the Code of Practice.

The purpose of Technical Guideline Document (TGD) #4 is to establish base operating standards for Pool Providers, ensuring a high level of integrity within the grain industry and among GTA Members. This document forms an important part of the self-regulatory framework developed by GTA, which includes the Australian Grains Industry Code of Practice.

World Trade Organisation Report

GTA is a long-standing and active member of the International Grain Trade Coalition (IGTC), representing global grain trade interests at key international forums, including the World Trade Organisation (WTO).

In September, the WTO released its [World Trade Report 2024](#), which seeks to address key questions, such as:

- How can trade work for more economies?
- How can trade work for more people?
- How can the WTO better support these goals?

Over the past 30 years, the WTO has focused on making trade more inclusive, ensuring the benefits of trade extend to more economies and a wider range of people.

Australia-UAE Trade Agreement: A Boost for Grain Exports

The United Arab Emirates (UAE) is Australia's largest trade and investment partner in the Middle East and a key market for oilseeds. Following the launch of negotiations in December 2023, Australia and the UAE successfully concluded the Comprehensive Economic Partnership Agreement (CEPA) on 17 September 2024.

The CEPA will see over 99% of Australian products enter the UAE tariff-free, presenting significant opportunities for further growth in grain exports to the region.

It is estimated that the agreement will deliver \$50 million in tariff savings each year to the Australian food sector, strengthening the value of trade.

In 2023 alone, Australian exports to the UAE demonstrated the market's value, particularly for the grain sector.

Product	Tonnes Exported	Estimated Value of Trade \$m
Canola	828,108	492.5
Chickpeas	84,680	41
Lentils	171,367	117.7
Total	1,084,155	651.2

India Australia Cooperation

GTA CEO Pat O'Shannassy and Trade & Market Access consultant Rosemary Richards participated in World Food India (19–22 September) and the India-Australia Agri-tech Forum (23 September).

Showcasing Australian Agriculture at World Food India

The four-day World Food India event showcased India's rich food culture and its diverse food processing industry. GTA, alongside Grains Australia and representatives from the meat, wine, nut, and horticulture industries, participated in the trade show, sessions, and the Global Food Safety Summit. Special thanks to Agricultural Counsellors Kiran Karamil and Richard Niall, and DAFF, for coordinating an excellent showcase of Australian agriculture.



Promoting Australia's High-Quality Produce

Throughout the event, GTA promoted Australia's safe, sustainable, and high-quality produce, and met with a range of government and industry representatives from across India's agricultural sector.

Strengthening Australia-India Economic Ties

The Australia-India Economic Cooperation and Trade Agreement (AI-ECTA), which came into effect on 29 December 2022, has significantly strengthened bilateral relations. Between January and June 2024, compared to the same period before the ECTA, total Australian exports to



India (excluding coal) rose by 38%, while imports from India (excluding diesel) increased by 33%. Ongoing negotiations for the Australia-India Comprehensive Economic Cooperation Agreement (AI-CECA) aim to further enhance economic ties.

Agri-tech Scoping Forum Highlights Opportunities

The Agri-tech Scoping Forum, held on 23 September in Delhi, was an industry-led, government-supported initiative focused on enhancing agricultural cooperation and knowledge sharing. The forum, chaired by GrainCorp CEO Robert Spurway, brought together participants from GTA, Grains Australia, Meat & Livestock Australia (MLA), Australian Meat Industry Council (AMIC), Apple & Pear Limited (APAL), Hort Innovation, Australian Nut Industry Council (ANIC), Australian Grape & Wine, and the University of Southern Queensland.

Fostering Agricultural Innovation

During the forum, leading Indian commentator Chandrashekhar outlined challenges and opportunities in India's agriculture sector. Dr Steve Jefferies presented on Australia's R&D landscape, RDC model, and agtech innovations. Discussions focused on how Australian technology and knowledge can be adapted to improve productivity and wealth for Indian farmers. A second forum is planned in Australia later this year.

Save the Date: Upcoming 2025 Conferences

Mark your calendars for three key industry conferences coming up in 2025:

- AGIC Asia: 4–6 March 2025
- NWPGP Conference: 3–5 June 2025
- AGIC Australia: 30–31 July 2025.

We look forward to seeing you there! Stay tuned for more details on registration and program updates.

Wheat Port Code –Review Update

The Department of Agriculture, Fisheries & Forestry (DAFF) is progressing its review of the Wheat Port Code (WPC). The legislation was originally due to sunset in October 2024, with DAFF indicating their view is the Code is no longer fit for purpose, and that parts of it could stifle competition. While significant progress has been made, the Government has extended the WPC for two more years until October 2026.

While this extension is longer than we feel necessary, DAFF has allowed for the possibility of repealing the Code earlier. The GTA Board has requested that GTA management continue engaging with industry stakeholders to work towards a mutually suitable outcome for the industry consistent with a self-regulatory framework that could allow the Government to repeal the Code before 2026.

Late Season Herbicide Usage & APVMA Review of Paraquat and Diquat



1. Spray Topping & MRLs

Grain exporters must stay vigilant regarding chemical maximum residue limits (MRLs). To assist with this, GTA's [Technical Guideline Document No. 15: Managing Chemical Violations](#) was developed to help industry participants understand and manage chemical violations, which occur when chemical residues exceed the maximum allowable limit (MRL).

Depending on crop conditions and weather patterns, some growers may consider applying herbicides late in the season to:

- Manage late-season weeds

- Perform in-crop spray topping to prevent weed seed set
- Conduct pre-harvest desiccation to accelerate or even ripen the crop for harvest.

Although these applications may be legally permitted when following label directions, late-season spraying can increase the risk of chemical violations in both domestic and export markets. Grain buyers and exporters must be mindful of this risk and ensure that grain selected for sale has been tested for chemical residues and complies with both domestic and importing country MRLs.

The Grains Research & Development Corporation (GRDC) has produced a Fact Sheet on Stewardship for Pre-Harvest Application of Herbicides in Winter Crops. This resource is intended to remind growers and their agronomic advisers of their responsibility to prevent herbicide residues in delivered cereal, pulse, and oilseed grains.

GTA members with commercial relationships with growers are encouraged to share this Fact Sheet and highlight the risks of late-season herbicide applications.



2. APVMA Review of Paraquat and Diquat

The Australian Pesticides & Veterinary Medicines Authority (APVMA) has recently released a proposed decision regarding the future of paraquat and diquat, herbicides often used for pre-harvest desiccation and weed control.

These potential changes are sparking significant discussion and concern across the industry. GTA, through its Technical Committees and association with the National Working Party on Grain Protection will continue to monitor the review process as it unfolds.

Recent GTA Submissions

On behalf of members GTA makes submissions and provides input into Government reviews and process to ensure Government is aware of GTA member perspectives and practical requirements to ensure they are considered in its decision making and policy settings.

Submission	Summary
FSANZ Consultation on Proposal P1055 – Definitions for Gene Technology and New Breeding Techniques	GTA supported the FSANZ proposed changes to the Definitions for Gene Technology and New Breeding Techniques as these will assist to ensure greater clarity around the definition of a GM food. A better definition will assist to ensure a fit for purpose approach to GM food that provides confidence to consumers but does not hinder innovation for Australian farmers nor adversely impact trade.
Capability Review: Department of Agriculture, Fisheries and Forestry	DAFF has undergone a recent internal review of its capability, and the department is now seeking engagement and input with industry. GTA promoted: Transformative change of DAFF and ask DAFF management to provide the necessary visibility and mechanism to assist in the transformative process. GTA seeking to work collegiately on this reform process. GTA support DAFF reviewing its funding and charging arrangements and focusing on providing an efficient and effective service to the grain industry.

Get Your Copy of the Visual Recognition Standards Guide (VRSG) 2024-2025



The latest edition of the VRSG 2024-2025 is available.

This essential tool provides updated standards and guidelines to help you ensure compliance and maintain quality across the grain industry.

[Order your copy online](#) today.



October

Grain Trading for Non-Traders with Lloyd George

16-17 October

via Zoom

[Register here](#)



This two-day workshop is ideal for anyone starting in the grain industry as well as participants from other sectors looking to get a general understanding of the grain industry. It is a condensed, simplified version of 4 GTA core workshops and covers the “basics” of:

- Understanding Grain Markets, - Grain Merchandising
- Trade Rules & - Contracts Dispute Resolution & Arbitration.

Grain Trading Standards with Gerard McMullen

21 October

via Zoom

[Register here](#)



The Grain Standards workshop, is designed for grain trade classification staff, grain merchant and grain producers who receive, assess and manage grain storage. The program is designed for personnel responsible for the operation of receival sites and industry participants who require an understanding of classification and segregation of grain. The program provides a detailed understanding of the trade requirements for on-farm storage and handling to meet trade requirements for domestic and international markets.

Grain Finance & Risk Management with Malcolm Finlayson

23 October

in Sydney & via Zoom

[Register here](#)



Join us in Sydney for this in-person workshop, designed to improve the skills of those involved in Grain Positions, Profit and Loss Reporting and back office functions. The workshop aims to engage Financial Controllers, accountants, trader managers, grain traders and their support staff in the specific requirements for the financial and risk management demands of the domestic and export grain trade.