

# GRAINMatters




## Goyder's Line

### Harvest time

Australia's weather patterns are varied, with some regions enjoying dry harvest conditions, while

others face challenges due to inclement weather. This has resulted in delays, making the harvest particularly challenging. These conditions can create contract exposure for non-multigrade contracts. GTA members are encouraged to refer to the [GTA Guide to Selling Grain Using Grain Contracts](#) which emphasises the importance of clear communication and a balanced approach to successful grain contracting.

I was excited to hear that our CEO Pat O'Shannassy has been elected President of the International Grain Trade Coalition (IGTC). This appointment highlights Australia's engagement and leadership in facilitating the global trade of grain trade and highlights GTA's commitment to fostering a robust rule-based framework for international trade—a critical component in ensuring global food security. As IGTC President, Pat O'Shannassy will work with IGTC members and other stakeholders to address key challenges, facing the global grain trade, including regulatory inconsistencies and non-tariff barriers, while driving collaboration to strengthen supply chain resilience.

As the year draws to a close, on behalf of the GTA Board and management I extend warm wishes to all members, their families, and the wider grain industry for a Merry Christmas and a prosperous 2025. Stay [vigilant and prioritise safety](#) during this busy period and remember to approach colleagues and other industry participants in this challenging grain supply chain with kindness and understanding.

You can access [GTA's Safety Guidelines](#) on the GTA website.

Andrew Goyder, Chair - GTA



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## GTA Reference Material Applicable for a Wet Harvest

With some states experiencing wet conditions, it's important for industry participants to understand the industry arrangements for assessing and classifying Sprouted Grain. Visually sprouted grain refers to grains where the covering of the germ is split. It is important to note the standards for Sprouted grain do differ by commodity.

To assist members and industry, GTA developed [Technical Guideline Document No. 3 - Sprouted Grain Assessment](#), offering detailed guidance on the assessment process. For more information, visit the [Grain Trading Standards section](#) on the GTA website.

### Wheat Port Code Review

The Department of Agriculture, Fisheries and Forestry (DAFF) released its [Review of the Wheat Port Code](#) on 4 November 2024, as highlighted in [Member Update 23 of 24](#).

The report made four key findings and recommended that GTA work with the grain export industry to develop an industry-managed code supported by industry stakeholders.

GTA has begun this process, which will extend into 2025. An Industry Working Group has been established to assist in developing this code. Additionally, GTA's Technical Committees will contribute to a submission to the government on the review process.

GTA encourages members to provide their own submissions on the Wheat Port Code Report to ensure their perspectives are considered. Submissions can be brief and members are welcome to agree or disagree with GTA's position. GTA will share its submission with members once finalised.

Submissions can be made through the [DAFF survey or by uploading written submissions](#).

The deadline for submissions is [31 January 2025](#).

## Australian Pesticide & Veterinary Medicines Authority

The Australian Government has announced its response to the [review of the Australian Pesticides and Veterinary Medicines Authority \(APVMA\)](#). The decisions, which have been released on the [DAFF website](#) reflect a balanced approach that supports both industry and trade.

GTA provided input and a submission to the review, recognising the critical role of the APVMA in the agriculture sector. The government's decisions are supportive of industry and trade, and [GTA welcomes and supports these outcomes](#).

### Key findings from the review

The APVMA will remain in Armidale, NSW, and there will be no independent Board or Commissioner appointed. There will be greater transparency in decision-making, with decisions based purely on scientific evidence, without

considering economic or other factors. Risk management, rather than hazard alone, will guide decisions, and chemicals will be assessed on their merit, independent of overseas agency decisions or registrations. Efforts to improve engagement with the States will aim for a more consistent approach to chemical use, training, and violations. Further residue testing programs will be introduced, though the specifics are yet to be determined. The APVMA will also review labels and consider more effective options, including the use of technology such as electronic labels. Multiple workplace improvements, efficiency changes, and a more transparent financial model will be implemented, alongside changes to community consultation processes and various consultation groups.

These outcomes are positive for industry, and is an example of advocacy from many, including National Working Party for Grain Protection (NWPGP) and GTA has delivered direct benefits for industry.

## What Variety is That? - Grain Varietal Purity Standard

Grain varietal purity specifications are in various Grain Trade Australia Trading Standards, including the Barley Grain Standard. With growing industry demand for grain assessment technology that delivers faster, more reliable varietal purity assessment, particularly for malt barley varieties, innovative solutions are emerging.

DNA testing is currently the most accurate method for determining varietal purity. However, its time and cost make it impractical for the receival process, limiting its application to laboratory reference purposes. In response, grain testing technology providers have introduced in-field testing equipment designed to deliver grain varietal purity results at the receival stand.

GTA has been approached by technology providers seeking endorsement for their systems as field reference methods. To address this, GTA's Technology Sub-Committee has developed a draft Protocol for evaluating new grain varietal purity assessment technology. This Protocol applies to all grain commodities and aims to

ensure that new technologies meet industry standards for reliability and accuracy.

GTA has developed a draft Protocol and a trial to evaluate one such technology is scheduled for February 2025. The trial's outcomes will inform potential revisions to the Protocol, which will then be released to the industry for feedback.

Beyond varietal purity, GTA is also working on a Protocol to assess technologies for identifying defects and contaminants in grain. GTA welcomes engagement from technology providers, grain handlers, and researchers to advance innovations that enhance the efficiency of the grain supply chain.

GTA welcomes interest from innovators and researchers developing technology to enhance supply chain efficiency and encourages technology providers to seek approval as a field reference method.

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## 2024 Austrade's China Grains Mission Highlights Australian Grain Industry



As part of the 2024 Austrade China Grains Mission, GTA delivered a well-received presentation on the global trade of Australian grain. The session offered delegates valuable insights into the Australian grain value chain within a global trade context, the industry's standardisation, and GTA's role in commercial trade facilitation.

The mission brought 30 key Chinese business representatives and grain industry specialists from 20 major food and agribusiness corporations to Australia. Over a multi-state program (NSW, VIC, SA and WA), delegates participated in roundtable discussions and business matching activities involving 29 Australian exporters and grain handling companies. The itinerary also included site visits to R&D facilities, ports, grain handling infrastructure, and farms ahead of harvest.

Delegates expressed strong interest in grain, value-added byproducts of grain and pulses, such as protein concentrates and starch co-products, and feed grain. Initial feedback was complementary of the depth of industry insights, the quality of introductions, and the valuable opportunities provided throughout the program.

## News From Around the World



GTA CEO and newly elected IGTC President, Pat O'Shannassy, moderated a Grain Trade Seminar at the World Trade Organisation (WTO). IGTC presented on "Navigating Challenges in International Grain Trade: Sustainability, Innovation, and Policy." The seminar drew over 100 delegates from the WTO and IGTC.

As IGTC President, Pat had the opportunity to include special remarks on trade, food security, and the importance of 'trade certainty' provided by a risk and rules-based trade framework.

The seminar featured distinguished speakers from government and industry, including high level government officials from Australia, Canada, and the USA, alongside IGTC speakers from COCERAL, Cargill, CGC, and NAEGA.

### Topics explored included

- Supply Chain Disruptions and Resilience of Grain Trade
- Sustainability Trends in Grain Trade
- Digitalisation in Grain Trade
- Emerging Biotechnologies.



GTA also attended the Global Grains Geneva Conference on 11–12 November 2024. The conference, attended by 300–400 delegates and provided valuable insights to inform planning for AGIC 2025.

These global engagements reinforce GTA's commitment to addressing key challenges and driving innovation in the grain industry.

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## Submission – Gene Technology

GTA recently provided a submission in response to the *Draft Gene Technology Amendment Bill*, offering key insights and support for the proposed changes.

GTA's submission broadly agrees with the recommendations and supports the move to a risk-tiering, science-based approach which will assist to modernise the Gene Technology Act to ensure ensuring its relevance and effectiveness both now and in the future.

GTA emphasises important of a flexible scheme that can deal with future developments and challenges such as plant breeding innovations. In relation to changes to the GMO Register, GTA would like to see a notification/consultation step. This would allow the industry to leverage its self-regulatory framework ensuring that appropriate time is provided to consider and implement any necessary stewardship requirements.



## Submission - Education Standards Reform Principles

GTA members who provide growers with grain marketing advice to help manage grain price risk are subject to the Australian Financial Services Legislation (AFSL). Consequently, they must meet specific educational qualifications and undertake ongoing training, similar to the requirements for financial advisors providing investment advice. This exacting level of education qualifications requirements make recruitment of staff for the regionally based grain advisor businesses extremely difficult.

The Treasury Department oversees the AFSL and its associated education standards.

Since 2022, GTA has been actively engaging with the Treasury, providing feedback (via submissions) to advocate for a more suitable structure and framework to support members offering grower marketing services. Recent discussions with Treasury, followed by an additional [submission](#) from GTA on the *Education Reform Principles*, mark the latest steps in advocating for an outcome that supports members.

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## Stephen Howells Joins as AOF & Sustainability Manager



We are delighted to announce that Stephen Howells will commence his role as AOF and Sustainability Manager at GTA on 9 December. In this role, Stephen will oversee the day-to-day operations of the Australian Oilseeds Federation (AOF) and manage initiatives under the Sustainable Grain Australia (SGA) program. His extensive expertise will drive leadership in the oilseeds sector while advancing Sustainability efforts critical to the grain industry's future.

This appointment is part of a strategic partnership between AOF and GTA (published in [Member Update 20 of 24](#)), to enhance the delivery of AOF functions through GTA's resources. The collaboration ensures efficient service delivery, strong leadership, and strategic outcomes for members.

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## GTA Supports Australian Grains Industry Showcase



On 20 November, GTA participated in the Australian Grains Industry Showcase at Parliament House in Canberra. Hosted by the Parliamentary Friends of Primary Producers and Grain Producers Australia (GPA), the event highlighted the grains sector's critical contributions to rural communities, the economy, and food security.

The showcase brought federal political representatives together with industry leaders, including Australian grain producers. Co-Chair, the Hon Nola Marino MP, noted, "*The grains industry's success resonates far beyond regional Australia, shaping our economic stability and food security.*"

While in Canberra, GTA CEO Pat O'Shannassy also met with key government portfolios and joined a GTA delegation for discussions with Agriculture Minister the Hon Julie Collins MP (pictured).



## Workshop Schedule Semester I, 2025

**GTA Member fees**

1-day Zoom workshop: \$792 | 2-day Zoom workshop: \$1,300  
1-day In-person workshop: \$990 | 2-day workshop: \$1,650

**Non-member fees**

1-day Zoom workshop: \$1,184 | 2-day Zoom workshop: \$1,650  
1-day In-person workshop: \$1,480 | 2-day workshop: \$2,475



26-27 February | Grain Trading for Non-Traders | Zoom



5 March | Understanding Grain Markets | Zoom  
12 March | Trade Rules & Contracts | Zoom  
20 March | Grain Finance & Risk Management | Zoom



2 April | Understanding Grain Markets | Zoom  
10 April | Trade Rules & Contracts | Zoom



13-14 May | Grain Export Execution & Risk Management | Hybrid  
21 May | Trade Rules & Contracts | Zoom



18-19 June | Grain Trading for Non-Traders | Melbourne  
25-26 June | Grain Merchandising | Melbourne

Register for Semester I, 2025 GTA workshops

For any inquiries please contact GTA on: ☎ (02) 9235 2155 or 0449 038 330 ✉ [admin@graintrade.org.au](mailto:admin@graintrade.org.au)

## AGIC Asia 2025



Join us on **4 March 2025 in Bangkok** and **6 March 2025 in Shanghai** for **AGIC Asia 2025**, where we'll showcase the Australian grain value chain to key stakeholders across Asia. Hosted by Grain Trade Australia, these in-person events provide a prime opportunity to connect with industry leaders.

Building on the success of past conferences held in Asia and virtual events, AGIC Asia 2025 will cover important topics such as:

- Crop quality - updates from Australian bulk handlers from East Coast, SA and WA
- Quality assurance processes in the supply chain
- Improving utilisation and processing efficiency of Australian grain
- Trade policy and Market access issues.

AGIC Asia is your opportunity to hear insights from keynote speakers, technical experts, and decision-makers from Australia, Thailand, and China.

**Special accommodation** rates are available for AGIC Asia delegates. Be sure to book early to secure your stay at these exclusive rates, Local Delegates and Australian Delegates.

[Register here](#)



**Sponsoring AGIC Asia 2025** offers unparalleled exposure to key players, including Asia's flour and feed mill processors, as well as other local markets for future commercial opportunities. As a sponsor, your brand will be highlighted across a variety of platforms, ensuring maximum visibility before, during, and after the event. We promote sponsors to conference delegates, industry professionals, media, and international organisations through various ways including:

- Media relations campaigns
- Industry newsletters
- Social media outreach
- International marketing
- Conference marketing materials.

Gain significant exposure during high-level discussions on critical issues such as market access, quality assurance, and trade policy, and position your brand at the forefront of the Australian grain industry.

[Download Sponsorship Prospectus](#)

For ticket or sponsorship enquiries please email Julia Love, Conference Convenor at [agic@ausgrainsconf.com](mailto:agic@ausgrainsconf.com)

## Events

### [NWPGP 2025 Conference Early Bird Tickets Available](#)



Taking place on 4–5 June 2025 at the Sofitel Melbourne on Collins. The venue was selected to accommodate the growing number of delegates and increased sponsor interest. NWPGP, an essential event invites the grains industry to discuss market needs, pest management, pesticide residues, grain protection, application technology, and control methods. Connect with experts from government, industry, and research bodies.

With virtual access available, the conference caters to both in-person and remote attendees. Past attendees rate the program’s relevance at 100%, with 99% valuing the networking—don’t miss out, [get your tickets today!](#)

**Sponsorship opportunities** This event provides an exceptional opportunity to showcase your products and services to a targeted audience of senior professionals across the grains industry. Sponsorship includes: Enhanced visibility through the conference app and two-day program, Direct access to key decision-makers from government, research, and the commercial sector, Exposure to both in-person and virtual attendees.

[Download](#) the Conference Prospectus and secure your spot early to maximise your brand’s reach and impact.

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### Save the Date for AGIC Australia 2025



Mark your calendars for key industry conferences coming up in 2025.

**AGIC Australia: 30–31 July 2025**

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



## Five Under 30 Training with Dominic Siow



The Five Under 30 2024-2025 cohort launched their year with an impactful training session in Sydney, led by EQ Strategist Dominic Siow.

Focused on helping participants unlock their fullest potential, the session provided valuable insights for both personal and professional growth. All attendees praised the session for its effectiveness in inspiring and empowering them as they embark on their journey for the year ahead.

## Indonesian Delegation Visit to WA



The Australian government and the grain industry recently hosted a high-level delegation from Indonesia's Quarantine Authority (IQA) in Western Australia. These delegations and visits are important for strengthening trade relations between the two countries. They provide opportunities to highlight Australia's quality assurance processes and self-regulatory framework. This framework ensures confidence and certainty when trading with Australian exporters. GTA and its member CBH were among the organisations that met with the delegation and provided presentations.

## GTA Members

Please be advised that Pure Foods Eggs is no longer a GTA Member.

## 2024 Publication Order Cut-off Date



Please be aware that the [cut-off date for publication orders](#) in 2024 is fast approaching. Ensure that all submissions are finalised and submitted before the deadline to guarantee processing before 2025.

The last day for orders is **18 December**. Any orders placed after this date will be dispatched on 7 January 2025.