

# GRAINMatters



Read about how [AGIC India](#) is Complimenting Growth in Mumbai [here](#)



## Goyder's Line

### Reflections from AGIC Asia and GTA's role in Trade & Market Access

AGIC Asia 2025, in Bangkok and Shanghai was another standout event, bringing together over 500 delegates from across the grain trade, including

exporters, importers, millers, processors, government representatives and service providers. With opening remarks from Australian Ambassadors, the conferences underscored the importance of strong trade relationships in the region. The level of engagement and discussions reinforced the value of face-to-face interaction in strengthening partnerships and facilitating trade.

One of the key takeaways from AGIC Asia was the ongoing complexity of international trade. Market conditions, policy shifts, and regulatory frameworks continue to evolve, requiring industry players to remain agile and informed. This is why I'm a strong supporter of GTA's Trade & Market Access Committee and the work it does for members. International trade is not static—it requires constant awareness, engagement, and subtle shifts in strategy and policy.

GTA's Trade and Market Access strategy is designed to help members navigate these challenges. By working to shape domestic and global policies, GTA ensures the industry is positioned to seize trade opportunities while mitigating risks and constraints. The approach is broad and interconnected—trade operates on multiple levels, with strategic, tactical, and operational elements all playing a role.

The discussions at AGIC Asia highlighted the ongoing need for advocacy, collaboration, and informed decision-making. As we look ahead, a focus on ensuring the industry remains well-equipped to manage the complexities of trade will be critical to maintaining Australia's strong position in global grain markets.

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## Goyder's Line continued

### GTA Board Strategy Day

As the grain industry globally and domestically continues to evolve, strategic alignment is essential. This was a key focus at the recent GTA Board Strategy Day, where the Board reviewed priorities and set key objectives for the year ahead. The GTA's vision is to support an efficient, equitable, and open commercial grain industry in Australia by facilitating and promoting trade, offering products and services, and advocating for the Australian grain value chain. The Board remains conscious of its responsibility in delivering this vision and uses the annual Strategy Day to ensure GTA's activities remain aligned with industry needs and future challenges.

Andrew Goyder, Chair - GTA



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## Bon Voyage & Thank You, Brianna Peake



GTA would like to thank Brianna Peake for her contribution to the organisation following her resignation from the GTA Board.

Brianna, Chief Stakeholder Relations, Sustainability and Strategy at CBH Group, has stepped down from her role as a GTA Board Member to take up the position of Investment and Trade Commissioner – Americas, based in Austin, Texas with the WA Department of Jobs, Tourism, Science and Innovation.

First joining the GTA Board in October 2023 and re-elected last year, Brianna has made a great contribution to GTA, including as Chair of the Trade and Market Access Technical Committee. She was instrumental in the industry working group responding to the China barley tariffs, working closely with government and industry stakeholders.

GTA thanks Brianna for her service and contribution to GTA and our industry, and we wish her all the best in her new role and life in the USA.

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## GTA at the Canadian Australian Chamber of Commerce



Grain Trade Australia CEO, Pat O'Shannassy spoke at the Canadian Australian Chamber of Commerce TCTM25 Sector Sessions, highlighting the importance of global grain trade in supporting global food security. He emphasised that a rules-based, science-driven approach helps reduce risk and provides greater certainty for trade participants. On sustainability, Pat reinforced that "one size does not fit all" and that sustainability is not new to the Australian grain industry. Australian farmers have long adapted and adopted technology, with practices like minimum tillage a fundamental part of Australia's grain farming systems.

Pat was part of a strong panel with Su McCluskey and Lesley Gillespie (pictured) who shared insights on these critical issues and the future of trade, alongside a diverse lineup of industry voices.

## GTA Trading Standards

GTA has released the [1st Industry Call for Submissions on the 2025/26 GTA Trading Standards](#), which includes a proposal to amend the Sorghum Trading Standard.

GTA Trading Standards are vital in facilitating trade and form an integral part of the grain industry's self-regulatory framework, supported by GTA products and services. Their purpose is to provide all grain market participants with clarity on exactly what is being bought and sold.

Trading Standards for each commodity are developed based on a range of factors, including:

- Customer contract
- Importing country Government regulations for quality or quarantine
- Relevant food safety laws
- Requirement to improve the quality of grain supplies.
- Competitor grades and quality

- Available quality of grain given restrictions of varieties, growing and harvesting conditions, pest and disease resistance of the crop
- International protocols and standards such as those developed by Cartagena and Codex Alimentarius Commission
- Ability of the storage system to segregate or commingle grain.

The primary intent of the Standards is as Trading Standards. However, they may also be used as Receival Standards at grain receival sites.

This is an important process that requires industry engagement. Check out the latest Member Update and provide your input on the proposed amendments to the Trading Standards.

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## GTA & DAFF Regional Forums: Addressing Export Market Quarantine Requirements



GTA and the Department of Agriculture, Fisheries and Forestry (DAFF) recently hosted two regional forums in Toowoomba (11 February) and Narrabri (12 February).

These forums focused on pre-shipment fumigation of containers with Methyl Bromide and the differences between GTA Trading Standards and export market quarantine requirements.

The forums provided a valuable opportunity for industry participants to ask questions, share their experiences, and work collaboratively towards solutions that can improve compliance with import country requirements.

Attendees had the opportunity to ask questions, share their perspectives, and play an active role in shaping future approaches. Discussions included the best practices in fumigation and the lack of adequate research into fumigation processes under certain conditions. Attendees also discussed where the discrepancies exist between different fumigation practices and how these variations can be addressed for consistency and effectiveness in meeting export market requirements.

Both GTA and DAFF walked away from these sessions with clear actions and outcomes regarding export market quarantine requirements and mandatory fumigation practices. GTA will keep members updated on the progress of these actions in future editions of Grain Matters and Member Updates.

GTA highlighted Meeting Import Country Quarantine Requirements in [Member Update 24 of 24](#).

## News in Brief

### GTA Seeks Member Input on 2025/26 Location Differentials

GTA has issued a [Member Update 1 of 2025](#), inviting input on the development of the 2025/26 Location Differentials (LDs). Overseen by the GTA Commerce Committee, LDs are reviewed and approved annually by the GTA Board.

There is still a misconception that LDs reflect market-based freight rates, but they are not commercial freight rates. To clarify their purpose and structure, GTA has developed a Fact Sheet on [Understanding Location Differentials](#), which all grain supply chain participants are encouraged to review.

### GTA Participates in GPPEIC Meeting

As a Grain and Plant Products Export Industry Consultative Committee Meeting (GPPEIC) member, GTA attended the 19 February meeting, a key forum for the Department of Agriculture, Fisheries and Forestry (DAFF) to engage with the industry.

Following the meeting, [Market Notification No.1 of 2025](#) reported that DAFF has budgeted an expense increase of over \$4 million for 2024/25, with this increase set to continue into 2025/26 when the new CRIS is released.

## Supply Chain Costs

Rising supply chain costs remain a key focus for the grain industry. While farmers recently secured a win with the scrapping of the proposed \$50 million federal government biosecurity levy, it appears the government may have turned elsewhere to fill its funding gap.

At an industry-government meeting in February, GTA was informed of a forecast \$4 million increase in annual fees on grain exports for 2025/26. Notably, in the current season, the existing fee structure led to an over-recovery of \$5.4 million by DAFF. When senior DAFF representatives were asked to explain the reasons for the increase in 2025/26, they were unable to provide a substantive justification.

This is particularly disappointing given that GTA has raised several concerns regarding the financial accounting and cost base of the current year, which has been used as the foundation for the proposed increase. GTA will continue to seek answers and advocate on behalf of its members for a fair allocation of DAFF cost.

## GTA Submission on Assuring Agricultural Sustainability Claims



GTA provided input on the *Assuring Sustainability Claims* discussion paper, supporting government efforts to understand international market requirements for sustainability proof. Recognising the importance of Environmental Social & Governance (ESG) and sustainability for the grain industry, GTA highlighted existing industry resources, including the publication of [Australia's Grain Supply Chain and its Environmental Social & Governance](#) credentials and [Technical Guideline Document 22: Sustainability Program Principles & Guidelines](#).

These materials demonstrate the significant processes and practices already in place in relation to good ESG and sustainability practices and assist businesses in developing sustainability objectives and programs. GTA recommends DAFF consider these resources in its research.

Read the full submission [here](#).

## Upcoming GTA Workshops



Strengthen your expertise in the Australian grain industry with GTA's upcoming Training & Development Program workshops. Delivered via Zoom, these sessions provide valuable insights from industry experts.

- 20 March – Grain Finance & Risk Management
- 2 April – Understanding Grain Markets
- 10 April – Trade Rules & Contracts.

Don't miss out—[register now!](#)

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## GTA Membership Update



We would like to extend a very warm welcome to the following new member who has recently joined Grain Trade Australia:

**Wycheproof Grain Handling**  
**Thompson & Redwood**  
**Regulator Markets**

We are pleased that these businesses have chosen to become part of GTA and contribute to GTA's mission to "facilitate trade". Please email [admin@graintrade.org.au](mailto:admin@graintrade.org.au) with any member enquiries or ideas.

Please be advised that the following companies are no longer GTA Members:

- Craig Tyack Grain Trading
- Grain Middle East Trading
- WW Agri
- Longbridge Commodities
- Go Resources
- ZTC.

Please note there has been the following **category change** for the following member:

- Arrow Commodities from A4 to B1.

## Events



### Registrations Now Open For AGIC Asia (India) 2025

For the first time ever, AGIC Asia is going to Mumbai, India on 9 April.

India's rapidly growing consumer market presents exciting new opportunities for Australian grain. AGIC Asia (India) will connect industry leaders, exporters, and key players across the value chain to explore trade, market access, crop quality, and more.

Don't miss this chance to network, gain insights, and build partnerships in one of the fastest-growing agricultural markets in Asia. [Register now](#)



This key event covers market needs, pest management, pesticide residues, and grain protection, with insights from government, industry, and research experts. Attend in person or online.

**100%** of past attendees rated the program relevant—don't miss out! [Secure your tickets now.](#)

### Sponsorship Opportunities

Showcase your brand to senior industry professionals with:

- Conference app and program visibility
- Connections with key decision-makers
- Exposure to in-person and virtual attendees

[Download the prospectus](#) and maximise your impact.

The **NWPGP Conference 4-5 June** is moving to the Sofitel Melbourne on Collins Street, to accommodate the growing delegate numbers and sponsor interest.

## AGIC Australia 2025



### AGIC Australia | 30–31 July 2025!

[Registrations](#) are now open for this key industry conference.

[Register here](#)

We can't wait to welcome you! Program updates coming shortly.

## Celebrating AGIC Asia 2025

[Explore highlights](#) from AGIC Asia 2025, including moments from invaluable networking opportunities.