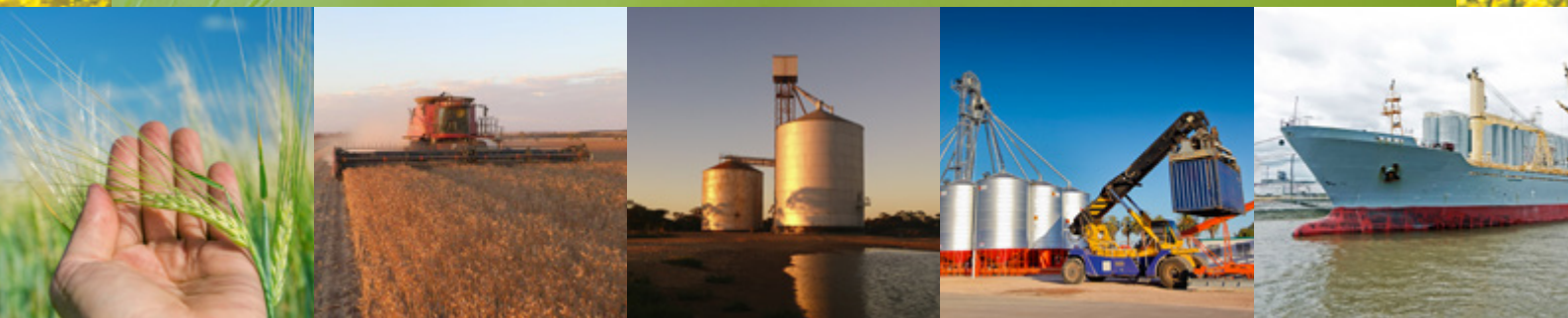




GRAIN TRADE AUSTRALIA

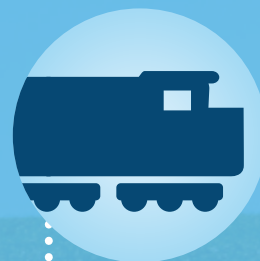
ANNUAL REPORT 2015/16



INDUSTRY DRIVEN & MANAGED

GRAIN TRADING STANDARDS ~ TRADE RULES & CONTRACTS
TRADE & MARKET ACCESS ~ TRAINING & DEVELOPMENT
DISPUTE RESOLUTION

ACROSS THE SUPPLY CHAIN



GTA HAS CONTRACTS THAT TAKE AUSTRALIAN

Contract Confirmation
(GTA No.3) & Commodity
Vendor Declaration

Grain Transport
Contract

Storage and Handling
Agreement

Grain Transport
Contract

SUPPORTED BY:

GRAIN TRADING STANDARDS

TRAINING & DEVELOPMENT/GTA DIPLOMA

GTA TRADE RULES

AUSTRALIAN GRAIN INDUSTRY CODE OF PRACTICE

ACROSS THE ENTIRE



GRAIN TO DOMESTIC AND EXPORT MARKETS

Track Contract (GTA No.2)

Delivered Container Terminal (DCT)
Contract (GTA No.4)

Free on Board (FOB) Contract (GTA No.1)

Voyage Charterparty – AusGrain 2013

Cost Insurance Freight Contract (Containers)
(GTA No.5)

DISPUTE RESOLUTION SERVICES (ARBITRATION)

TRADE & MARKET ACCESS INITIATIVES

AUSTRALIAN GRAINS INDUSTRY CONFERENCE (AUSTRALIA & ASIA)

NATIONAL WORKING PARTY ON GRAIN PROTECTION (NWPGP)
& AUSTRALIAN GRAIN STORAGE & PROTECTION CONFERENCE

SUPPLY CHAIN

UPHOLDING THE QUALITY OF AUSTRALIAN GRAIN — GTA'S CONTRIBUTION

Australian Grain Industry Conference (AGIC) Asia – Singapore & China, conducted in March 2016 to showcase the Australian grain industry.

GTA Trading Standards are aligned to **GTA standard form contracts** and have widespread domestic & international recognition.

GTA Trading Standards developed by the GTA Standards Committee, following public consultation conducted annually. The Trading Standards are developed with the core objectives of reflecting customer requirements and production sector and supply chain capabilities.

Publication of nationally recognised **sampling & testing reference methods** for all major grain types.

PUBLICATIONS:

- **Visual Recognition Standards Guide** – a photographic and written national standard of all major grain defects.
- **Weed Seed Identification Guide**



INDUSTRY TRAINING:

- Australia's first **tertiary qualification in Grain Management – GTA Diploma in Grain Management**. The only grain specific, post-production accredited course in Australia.
- **Conducts the Grain Standards Course** nationally to ensure national consistency in grain testing and classification.

National Working Party on Grain Protection (GTA secretariat), ensuring Australia's zero tolerance to live grain insects.

Wheat Quality Australia (WQA) – a joint venture with Grains Research & Development Corporation (GRDC), tasked with wheat variety classification and development of the Wheat Variety Masterlist.

SUBMISSIONS TO:

- **CODEX** Alimentarius Commission (Codex) – international food standards
- Australian Pesticide & Veterinary Medicines Authority (**APVMA**)
- **Department of Agriculture & Water Resources** (DAWR) Biosecurity on phytosanitary and trade related matters

MEMBER:

- Department of Agriculture & Water Resources (DAWR) Biosecurity – Grain & Plant Products Export Industry Consultative Committee (**GPPEICC**)
- National Grains Research, Development & Extension Strategy
- National Measurement Institute – Grain Quality Measurement Committee
- ACCC Agriculture Consultative Committee
- Agricultural Biotechnology Council of Australia (**ABCA**)

Supports the work of the **National Residue Survey (NRS)** – adherence to domestic and export Maximum Residue Levels for chemicals.



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[Grain Trade Australia](https://www.linkedin.com/company/grain-trade-australia)

GRAIN TRADE AUSTRALIA

KEY ATTRIBUTES

Informing industry

GTA provides information to enable industry players to stay abreast of the latest trade tools through regular updates, educational programs and representation in domestic and global industry/government circles.

Making it easier

Standardising Grain Trading Standards, Trade Rules and Contracts enables smooth facilitation of trade within the Australian grain industry, at the same time ensuring confidence in commercial dealings by providing legal rigorous and cost effective Dispute Resolution Service.

Strategic Direction

In July of each year, the GTA Board releases the GTA Strategic Direction following widespread industry consultation. The Strategic Direction is prepared for members and others with an interest in the Australian grain industry and details the short to medium term strategies and GTA's longer term vision for the Australian grain supply chain.

Available to all

GTA membership is open to any individual, company or organisation actively involved in the grain industry or in the supply of services to the grain industry.

Critical Success Factors

GTA must deliver:

- **Harmonised trading products and services** – so trading risks are lowered, capital is attracted, and transparency is enhanced.
- **A suite of tools to enable trade to occur efficiently and seamlessly** – low economical cost transactions are critical to maintain global value chain competitiveness.
- **Training & Development programs that enhance the skills of industry participants** – GTA aim to deliver training programs that develop and enhance the capacity of the Australian grains industry 'soft commodities' human resources with educational and relevant material to further enhance the knowledge of businesses.
- **Communicating the visions and benefits** – communicating the grain industry and GTA vision is critical to garnering the support required for growth.
- **Funds and resources for GTA to deliver required outcomes** – growth in industry services and communication activities by GTA must be met within the current budget and financial policies of GTA.
- **Relationship and Partnership with industry stakeholders, Government and agencies, and international counterparts** – members alone cannot fund the entire service load. Partnering will be an important component of success.

This Annual Report details the activities that GTA has pursued to ensure that these industry outcomes are achieved.

Industry Outcomes

The goal of GTA is to create an operating environment for the commercial grain industry that is efficient, effective and transparent. These attributes provide the foundation for the Australian value chain and its members to participate in the growth of the global grains industry.

The following reflect the industry outcomes that GTA delivers/influence through its activities:

- **A well informed industry** – decisions based on sound data and research
- **A better skilled industry** – operating at best practice
- **Access to more effective tools and processes**
- **More harmonious and cooperative environment** – a common and clear commercial focus, balanced with a wider community and environment responsibility
- **Enhanced innovation and leadership** – where new ideas and challenges are welcomed, discussed openly, and advanced as appropriate
- **An industry responsible for itself (industry stewardship and management)** – self-reliant, but achieves Government support where common good outcomes are justified and necessary.

CHAIRMAN'S REPORT



Over the past 12 months, the Australian grain industry has again shown its resilience and capacity to grow, despite production and market challenges. The 2015/16 grain crop was in excess of 40 million metric tons despite the influence of another El Niño event. A highlight was the growth in pulse production, and in particular chickpeas, that saw production more than double from the previous year. It is fitting that 2016 was proclaimed as the world International Year of Pulses.

To achieve this level of production, despite the climatic constraints, is clear evidence of the impact innovation and technology is having, enabling Australia's growers to produce more grain from the available moisture. The high quality of our research and development institutions, supported by the Grains Research and Development Corporation and world class breeding programs, should help ensure our growers remain at the forefront of grain production technology.

The Australian grain industry continues to mature. Substantial domestic and foreign investment has been made in the Australian grain industry in recent years. There have been new market entrants and in the past five years the Australian grain industry has added four million metric tons of bulk capacity and the number of bulk terminals has risen

from 17 to 22. Container Exports have grown exponentially and now regularly exceeds three million metric tons per year.

Over 60% of our grain is exported, with now over 75% going to Asia. The increasing importance of Asia is expected to continue into the future.

The global grains industry is becoming increasingly competitive and, as a major supplier to overseas markets, it is critical that Australia continues to meet the requirements of our international customers.

Over recent years production and exports have continued to grow from the former Soviet Union Countries. This increased production together with declining freight rate advantages are an increasing threat to Australia's share of the global grain markets.

The world grain markets' "stocks to use" ratios, as an indicator of the level of balance between supply and demand, is at very high levels, which means relatively higher supply is increasing pricing pressures along the grain value chain.

Grain Trade Australia's Mission is to facilitate and promote trade by providing products, services and advocacy for the Australian grain value-chain. We support our members through the provision of contemporary commercial resources via core activities of Grain Trading Standards, Trade Rules and Contracts, Dispute Resolution Services, Trade and Market Access Activities and Training & Development.

These activities continue to be developed so as to remain contemporary and to provide best practice processes to meet customer requirements and contracts for all markets – domestic consumption, export via bulk shipment and containers.

The Australian grains industry has an enviable reputation for reliable supply, rigorous standards and quality export infrastructure. Grain Trade Australia (GTA) continues to work with the Government, GRDC, producer groups and its members to ensure our industry operates efficiently and is well positioned for the opportunities presented by the changing global marketplace.

Australian grain is seen as some of the best in the world, however, that point of difference will become even more important and we must continue to maintain and evolve our products to ensure we continue to satisfy customers into the future.

The trading environment is becoming more challenging with increasing competition and emerging technical barriers to trade. GTA has increased its activity in relation to trade and market access to ensure that Australia's reputation as a supplier of quality grain is protected and market access is assured. The **GTA Trade and Market Access Committee** has become an integral and very active part of the GTA Technical committee structure.

Trade and market activities are supported by the very important and active **National Working Party on Grain Protection**. The Working Party is just one of the many examples of grain industry working together, with individuals giving freely of their time for the betterment of all. Researchers, regulatory authorities, chemical companies and grain storage suppliers meet with the people who put it all together, the producers, commercial storage providers and traders at an annual conference.

Trade and Market Access activities are also supported by the continued implementation of the **Australian Grain Industry Code of Practice**. Adherence to the requirements of the Code is mandatory for the members of GTA and Australia remains the only grain exporting nation that has such a Code. The Code was a key element in the development of the Wheat and Barley Protocols for China.

Another key activity related to Trade and Market Access is GTA's membership of the **International Grain Trade Coalition**. IGTC continues to expand its activities in response to the recognition of areas of common interest and changing global policy environments. Current initiatives of IGTC include; Current activities include work on **International Standards for Phytosanitary Measures, Innovative Plant Breeding Techniques, Maximum Residue Levels (MRLs) and E-Documentation for grain trading**.

GTA is committed to ongoing participation in international trade policy development. It needs to be emphasised that these types of trade policies are not developed over a short time period. The time frame tends to be measured in years, but it does require a dedicated focus to ensure a policy does not take an unpredicted turn that could disrupt trade.

The Government announced in May 2014 a package to assist small exporters that included funding for a range of projects. GTA was successful in winning funding for a number of projects including development of guidelines for container packers to comply with the Code; truck cleanliness, and databases for standards and food safety. These projects, once completed, will provide another suite of tools to assist the grain industry in meeting requirements of the Code.

Another important component of the Government's initiatives was the review of fees and charges for export certification. GTA has provided considerable leadership, through the energy and stewardship of the late Geoff Honey, to ensure the new fees and charges are fair and equitable and the Government is accountable.



GTA Chairman, Peter Reading with the inaugural winner of the Grain Trade Australia/Nuffield Australia Fellowship – Mr Lachlan Allen

The **Australian Grain Industry Conference** continues to demonstrate its importance as a forum to bring the grains industry together. The AGIC program and speakers from the business, science and grain communities reflects the strong position our industry plays in the Australian and global economy. Support for the conference continues to grow with over a 1,000 registrations at the July 2015 meeting.

Also announced at the Melbourne conference, the inaugural winner of the Grain Trade Australia/Nuffield Australia Fellowship – Mr Lachlan Allen. Lachie, who works for Graincorp and is located in South Australia, was the successful candidate from eleven applicants. The fellowship is worth \$10,000 and contributes to overseas travel to undergo study in the candidate's nominated post farm-gate research project and present a report to the Conference the following year. Lachlan's project – How can supply chain organisations better connect with growers to help them achieve a successful grain growing enterprise?

The showcasing of Australian grain in our major markets was addressed last year with GTA funding **Australian Grain Industry Conferences in Singapore and Hong Kong**. The success of these Conferences, which attracted a large audience of end users, encouraged GTA to return to Singapore this year and also add two Conferences in **China**.

The Singapore Conference was again opened by the Australian High Commissioner, Philip Green. The Beijing Conference was opened by the Australian Ambassador Jan Adams reflecting the importance of the Australian grain industry in China whilst the Guangzhou Conference was opened by Dominic Trindade the Australian Counsel General to Guangzhou. The attendance of senior Australian representative at all conferences was noted by the audience, highlighting the importance that the Australian Government places in these types of market building activities.



Based on the very positive feedback received from Asian customers of Australian grain in attendance, in particular from the China events, GTA will continue to support such initiatives albeit recognising that these need to evolve and be tailored to specific markets.

An industry that prides itself in self-regulation must also take responsibility for its professional culture and image. GTA is very proud of the Training and Professional Development program that it has developed. This year has seen the roll out of the **Diploma in Grain Management** – another first for the industry. Training and Development activities are being driven by our very enthusiastic Training Manager – Wendy Henry.

GTA continues to play a key role in industry good activities. We continue to support grain quality initiatives through our membership in Wheat Quality Australia that is responsible for Australia's Wheat Classification System. We also remain actively involved in the Australian Grain Industry Discussion Group. A key activity of this group is developing and recommending projects for the use of the surplus funds from the Wheat Industry Special Account.

The grains industry is rightly proud of its past history and GTA looks forward to working with Federal Government, its Departments and related agencies

to implement actions or reach determinations that benefit the industry as a whole. There are challenges, no doubt, but with them come opportunities and GTA will continue to work with all parties to ensure our industry is best positioned to take advantage of these opportunities.

On behalf of the Board and Management, I would like to acknowledge the efforts of a team of industry specialists who are prepared to give their time and expertise as members of the various GTA technical committees. Also, the role of the arbitrators must be noted. The legally robust nature of the arbitration process ensures that parties to contracts can enter a trade, confident of the legal integrity of the contract.

GTA, and the whole of the grain industry, were deeply saddened with the passing of our CEO Geoff Honey in June. Geoff was a real icon of the Australian grain industry, as was clearly evidenced by the very large contingent of people from right across the grain industry supply chain that attended his funeral in Sydney.

Geoff was a tireless contributor to both GTA and the broader grains industry. He clearly saw the changes that would be needed in the deregulating grains environment and led the transition of NACMA into what Grain Trade Australia is today. He saw industry gaps that

needed to be filled and, rather than just talk about them, went about actioning what was needed. Clear examples of these actions include, Trading Standards, the expanded role of the National Working Party on Grain Protection, industry involvement in Wheat Quality Australia, membership of the IGTC and establishment of the Australian Grains Industry Discussion Group.

I would also like to acknowledge the contributions of the GTA Board and Management team, past and present. There will be some challenging times ahead however GTA is well placed to face those challenges, having the support of loyal and dedicated consultants and staff.

Finally I would like to thank our members for their ongoing support. GTA does not have a right to exist. It must continually earn that right from our members, by providing them with the products and services required to support their business needs.





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POSITION OF GTA WITHIN THE GRAIN INDUSTRY

Vision

An efficient, equitable and open commercial grain industry in Australia.

Mission

To facilitate trade by providing products, services and advocacy for the Australian grain value chain.

Our Members

GTA members are drawn from across the grain value chain from production to domestic end users and exporters. GTA members are involved in grain trading activities, grain storage, food consumptive industries and stock feed milling.

GTA also attracts membership from organisations to the side of the value chain in related commercial activities such as financial (banking, stock exchange etc), communications, grain advisory services and professional services (solicitors and accountants).

Our values

GTA will:

- Continually reassess its position in the Australian grain value chain ensuring a contemporary approach to fulfilling its vision. Leadership and innovation will be key features of the manner in which GTA will conduct its operations.
- Commit to delivering products and services that add value to our members' businesses and harmonise standards associated with facilitation of trade.
- Work cooperatively with all parts of the grain value chain and service all grain value chain members.
- Build effective relationships with our members and stakeholders.

GTA – core tasks

- Development and the ongoing maintenance of **Grain Trading Standards** that reflect customer requirements.
- **Grain trading contracts and Trade Rules** that ensure legal rigour to commercial grain trading activities.
- **Provision of a Dispute Resolution Service** underpinning contractual arrangements.
- Engagement with policy makers to ensure fair and equitable **trade and market access** into domestic and global markets.
- A determination to increase capacity within the grain industry by provision of a market based vocational **Training & Development Program**.

In recent years, GTA has expanded its services and products to meet the needs of an industry proud of its ability to develop and implement a self-regulatory approach to grain industry policy setting and processes.

This approach is supported and demanded by GTA members, industry stakeholders, government and its related agencies.

- GTA does not have a right to exist – it must continually earn that right from its members.
- Members do not financially support GTA via membership fees or the purchase of products and services out of loyalty but out of the value that GTA is able to offer to their commercial activities.
- GTA is judged as to whether it offers a sound value proposition to members by the value obtained by the member in their last interaction with GTA.
- GTA must:
 - be cognisant of factors in the external business environment that impact both the Australian grains industry and GTA and its operations; and
 - operate within the confines and needs of members and the immediate business environment in which GTA operates.



HIGHLIGHTS OF 2015/16

Strategic Direction

Publication of:

- GTA Strategic Direction 2015/16
- Australian Grain Industry Code of Practice
- Australian Grain – a quality product (English & Simplified Chinese)

Vital signs

Financial Performance

- Profit/(Loss) of (\$23,706)
- Equity of \$820,328
- As a not for profit organisation, GTA cannot distribute profits or build excessive cash reserves.
- GTA is operating within its cash reserves policy.
- Membership fees fund core activities, i.e. Technical Committees
- All activities are conducted as profit centres

Membership

- 275 members at 30 June 2016 (274 at 1 July 2015)

Trade facilitation products and services

Standards Committee – Grain Standards

- Annual Standards review
 - Soft and noodle wheat standards
 - Final review of the Wheat Quality Australia Wheat Varietal master list
 - Overall Wheat Trading Standards
- Visual Standards Recognition Guide updated
- 14 industry submissions lodged by GTA to international and national organisational and industry agencies
- **Notably** the outcome of the recommendations from the completed Weed Seed Review was to make no changes for the coming season

Commerce Committee – Contracts & Trade Rules

Released:

- Updated Track Contract
- Revised No. 4 DCT Contract
- Grain Transport Contract – aligned to and binding parties to the GTA Grain Transport Code of Practice

Reviewing:

- Location Differentials for 2015/16 season
- CharterParty/FOB Contracts and alignment – will be released for 2015/16 season

Trade & Market Access Committee

Consult with and advise industry & Government on:

- Proposed International Standard on Phytosanitary Measures (ISPM)
- Measures on the International Movement of Grain
- Global Low Level Presence (LLP) Initiative
- Cartagena Protocol on Biosafety
- Grain/Dust as an explosive substance

Transport, Storage & Ports Committee

Reviewed:

- Revised Grain Transport Code of Practice
- Updated Grain Transport Contract
- Technical Guidelines Documents (TGD) on hazardous substances, dangerous goods, confined spaces, fumigation safety, rail safety, machinery guarding, fitness for work and fatigue management, personal protection equipment, tarping of bulk grain, working at heights, return to work and injury management, working alone, fire, contractor safety, mobile plant concluding with isolation and lock out.

Reviewing:

- Grain Harvest Management Schemes/Mass Load Limits (Universal Truck Coding)
- Chain of Responsibility adherence (National Heavy Vehicle Regulator)
- Chain of Responsibility Safety, Health and Environment (SHE) initiative – developing a series of Technical Guideline Documents



GM Grain & Seed Industry Consultative Committee

Membership comprises relevant associations from across the grain supply chain.

The Committee also updated policies on:

1. Genetically Modified Crops
2. Low Level Presence (LLP) Initiative and
3. Cartagena Protocol on Biosafety
4. Grain/Dust as an explosive substance.

The Committee has two projects nearing completion:

- Development of an Industry Event Communications Response Plan; and
- Review of the Market Choice Framework.

Commenced development of the following key industry projects:

- Industry Communication Response Plan; and
- Market Access Framework for the commercial introduction of GM crops

Dispute Resolution Service

- 9 (FY 15 – 6) Arbitrations commenced
- 10 (FY 15 – 9) Arbitrations finalised as follows:
 - 5 (FY 15 – 5) Awards released
 - 5 (FY 15 – 4) matters commercially settled prior to a Tribunal making a determination

- 75 (FY 15 – 79) Board Approved Arbitrators
- 6 (FY15 – 6) Board Approved Tribunal Chairman (Export Contracts)

GTA Training & Development Program

- 349 participants attended a GTA workshop/program
- 8 units of study made available through workshops directly to industry personnel
- 2 Professional Development programs delivered
- 26 workshops (in total) – conducted nation-wide to members and the broader industry

Industry support products offered by GTA

Conferences

- Australian Grains Industry Conference (AGIC) – 1000 participants
- AGIC Asia – Singapore & China (Beijing & Guangzhou) – 300 delegates
- Australian Grain Storage & Protection Conference (NWPGP) Melbourne
- GTA Advisory & Compliance Workshop
- GTA Export Contracts & Documentation Course

Industry support services conducted by GTA

Australian Grain Industry Code of Practice

- A demonstration of an industry committed to meaningful self-regulation.
- Technical Guideline Documents to assist industry participants to adhere to the requirements as set out in the Code.
- Adherence to the Code is mandatory for all GTA Ordinary or post-farm gate members.

National Working Party on Grain Protection (NWPGP)

- The industry body responsible for providing management and leadership to industry in the areas of post-harvest storage, chemical use, market requirements and chemical regulation.
- Continued GTA administrative support to activities of the NWPGP.
- Support the coordination of the June 2016 two day annual conference – 130 delegates attended. (FY 15 – 160)

Publication of:

- Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances 2015/16

Advocacy

Domestic

- Dept. of Agriculture and Water Resources (DAWR) Biosecurity – export inspection & certification processes
- Dept. of Foreign Affairs & Trade (DFAT) – trade & market access
- Dept. of Agriculture and Water Resources (DAWR) – domestic issues
- Australian Pesticides and Veterinary Medicines Authority (APVMA)

International

- Ensure that grain is not reclassified as a hazardous product
- Development of a standard for the International Movement of Grain
- Draft EU legislation on biotechnology
- Creation of a global e-Phyto framework via an IT Hub
- New plant breeding techniques
- Global Low Level Presence (LLP) Policy Initiative
- Cartagena Protocol on Biosafety

Member

- Dept. of Agriculture Grain & Plant Product Export Industry Consultative Committee (GPPEICC)
- National Grains Research Development & Extension Strategy
- Agricultural Biotechnology Council of Australia (ABCA)
- National Measurement Institute (NMI) – Grain Quality Measurements Committee
- Australian Grains Industry Discussion Group (AGIDG)
- International Grain Trade Coalition (IGTC)
- ACCC Agriculture Consultative Committee

Presentations

Domestic

- Opening Address Australian Grain Industry Conference Melbourne – July 2015 (GTA Chairman)
- Australian Grain Industry Conference, Growers Day, Melbourne – July 2015
- Numerous (76) stakeholder briefings to members, broader industry, government and their related agencies (GTA Chairman, CEO & Operations Manager)
- Indonesia Business Summit – November 2015 (GTA CEO)

International

- APEC High Level Policy Dialogue on Agricultural Biotechnology – September 2015 (GTA CEO)
- Australian Trade Delegation, Indonesia – November 2015 (GTA CEO)
- Opening Address & session chair AGIC Singapore & China – March 2016 (GTA Chairman)



GTA BOARD

Directors

The names, qualifications, experience and special responsibilities of each person who has been a GTA Director during the 2015/16 year are:

Peter Reading	Appointed 27 August 2012
Qualifications	B.Sc. (Hons) Agricultural Science, University of Sydney
Experience	Currently Independent Director, Batlow Apples Co-Op & Director, Botanical Resources Australia. Former Executive Chairman, Canola Breeders. Former Managing Director of GRDC and GrainPool WA.
Category Nomination	Special Qualifications – Board appointment
Special responsibilities	GTA Board Chairman Chair – Governance Committee Member – Audit, Finance & Remuneration Committee
John Warda	Appointed 28 October 2014
Qualifications	MAICD
Experience	Director – Global Supply Chain, Emerald Grain. Formerly held senior management and executive roles in operations and logistics with ABB Grain/Viterra, Joe White Maltings. Chair of ICHCA Australia and director of several Emerald JV companies, including Quattro Ports.
Category Nomination	Ordinary Level A
Special responsibilities	Chair – Transport, Storage & Ports Committee
Jason Craig	Appointed 27 October 2015
Qualifications	B. Commerce (Banking & Finance), Post Graduate Diploma ASIA (Treasury Stream)
Experience	General Manager (Marketing & Trading) – CBH Group, 20 years experience. Commenced career with Grain Pool (now part of CBH Group) in WA, including 4 years in Indonesia as President Director of PT Eastern Pearl Flour Mills. Former GAFTA Council Member and continues to act as a Director for a number of CBH subsidiaries.
Category Nomination	Ordinary Level A
Special responsibilities	Chair – Trade & Market Access Committee
Patrick O'Shannassy	Appointed 28 October 2014
Qualifications	B. Applied Science (Agriculture), Grad.Dip. Applied Finance & Investment
Experience	Trading Manager – Bunge Agribusiness Aust P/L. Previously held roles with AWB – export pools, global markets and grower services; Noble Australia, NZX and NAB – trading, sales and management. Formerly a director of AGEA and member of Commodity Markets Council (USA).
Category Nomination	Ordinary Level B
Special responsibilities	Chair – Standards Committee Member – AGIC Committee & Membership Committee

Andrew Goyder	Appointed 28 October 2014
Experience	Managing Director – Grain Link WA, established 1999. GTA Approved Arbitrator Previously involved in Seed Industry and Export Canola with SGB Australia and Grain Pool WA as regional manager – southern WA. Previously held positions on the boards of NACMA WA, CBH and GIWA.
Category Nomination	Ordinary Level C
Special responsibilities	Member – Membership Committee Member – AGIC Committee
Guy H Allen	Appointed 29 October 2013
Qualifications	Bachelor of Science in Agriculture (University of Illinois) Licensed Futures Broker (AFSL)
Experience	Principal – Advance Trading Australasia. Grain Manager – Louis Dreyfus, US & China. Consultant to development of NACMA Trade Rules & Dispute Resolution Service. Current GTA Arbitrator.
Category Nomination	Merchant Association
Special responsibilities	Chair – Commerce Committee
Robert Imray	Appointed 27 October 2015
Qualifications	Bachelors Degree in Business, Graduate Diploma in Accounting and Masters Degree in Business (International Business)
Experience	Managing Director – Farmarco Australia, 25 years experience in commodities, both physical & derivative markets, four years with The Sugar Board – Domestic Marketing and Treasury. First appointed to GTA Board 29 October 2013 as Director, Merchant Association.
Category Nomination	Merchant Association
Special responsibilities	Chair – GM Grain & Seed Industry Consultative Committee Member – Audit, Finance & Remuneration Committee
Michael Wood	Appointed 28 October 2014
Qualifications	Diploma – Applied Science (Agriculture)
Experience	Managing Director, Rural Logic (Australia). Active member of the Australian Grains Industry for over 20 years. Founding Manager in 1990 of Stockfeed Company James & Son (Australia) – established successful operations in Victoria, Tasmania, South Australia and Argentina. Other grain industry roles: ABB Victorian State Manager for 5 years and Grains Manager for International Malting Company in 2005 06. Active committee member of GIAV since 2006 and former President. First appointed to GTA Board 25 October 2011 as Director, Merchant Association.
Category Nomination	Merchant Association
Special responsibilities	Chair – Membership Committee Member – Governance Committee
Geoffrey E Farnsworth	Appointed 14 October 2002
Qualifications	Bachelor of Law, Bachelor of Arts
Experience	Partner – Holding Redlich
Category Nomination	Special Qualifications – Board appointment
Special responsibilities	Chair – Dispute Resolution Service Committee Member – Membership Committee & Governance Committee Legal Counsel to Grain Trade Australia Ltd

Malcolm Finlayson	Appointed 27 October 2015
Qualifications	Bachelor of Business Studies, MBA, CPA, MAICD
Experience	Director – Finesse Solutions Pty Ltd, Plant Health Australia Ltd and Wheat Quality Australia Ltd. Former Director, Pentag Nidera Pty Ltd, former director & CFO – Jossco Group, former CFO – DR Johnston Group. First appointed to GTA Board on 29 January 2007 as Director, Special Qualifications.
Category Nomination	Ordinary Level B
Special responsibilities	Chair – Audit, Finance & Remuneration Committee Member – AGIC Committee
Rebecca Reardon	Appointed 23 February 2015
Qualifications	B. Agricultural Economics (Honours)
Experience	Joint manager – DW & RG Reardon Farming. GTA Approved Arbitrator. Formerly held trading and management roles with GrainCorp, Jossco, ABB Grain/Viterra and Special One Grain. Holds position on the Executive Council NSW Farmers Association and is Deputy Chair of their Grains Committee.
Category Nomination	Special Qualifications – Board Appointment
Special responsibilities	Member – Commerce Committee
Allan (Neil) Johns	Resigned 27 October 2015
Sheryl Brown	Company Secretary – Appointed 04 June 2016

RECOGNISING MR GEOFF HONEY

Geoff joined Grain Trade Australia in 2003.

Over his thirteen years with the organisation, Geoff expanded the membership base from five grain trade organisations, in 2003, to a national organisation with over 270 members.

He guided the organisation (previously NACMA) to be considered the pre-eminent “trade voice” in the Australian grain industry.

His leadership helped put in place frameworks that assisted the Australian grain industry’s transition from the single desk to deregulation.

He ensured GTA became heavily involved in trade and market access committees both in Australia and overseas, as well as managing the development of grain standards that are the basis of trade for domestic and export contracts.

He established technical committees to ensure industry deliberations were actively debated and resolved, and established contact with overseas grain trade organisations, presenting to both ASEAN and APEC meetings.

Geoff also introduced an advocacy role for GTA, with the result that GTA became viewed as the “go to” grain organisation for many government (both State and Federal) and overseas grain related organisations.

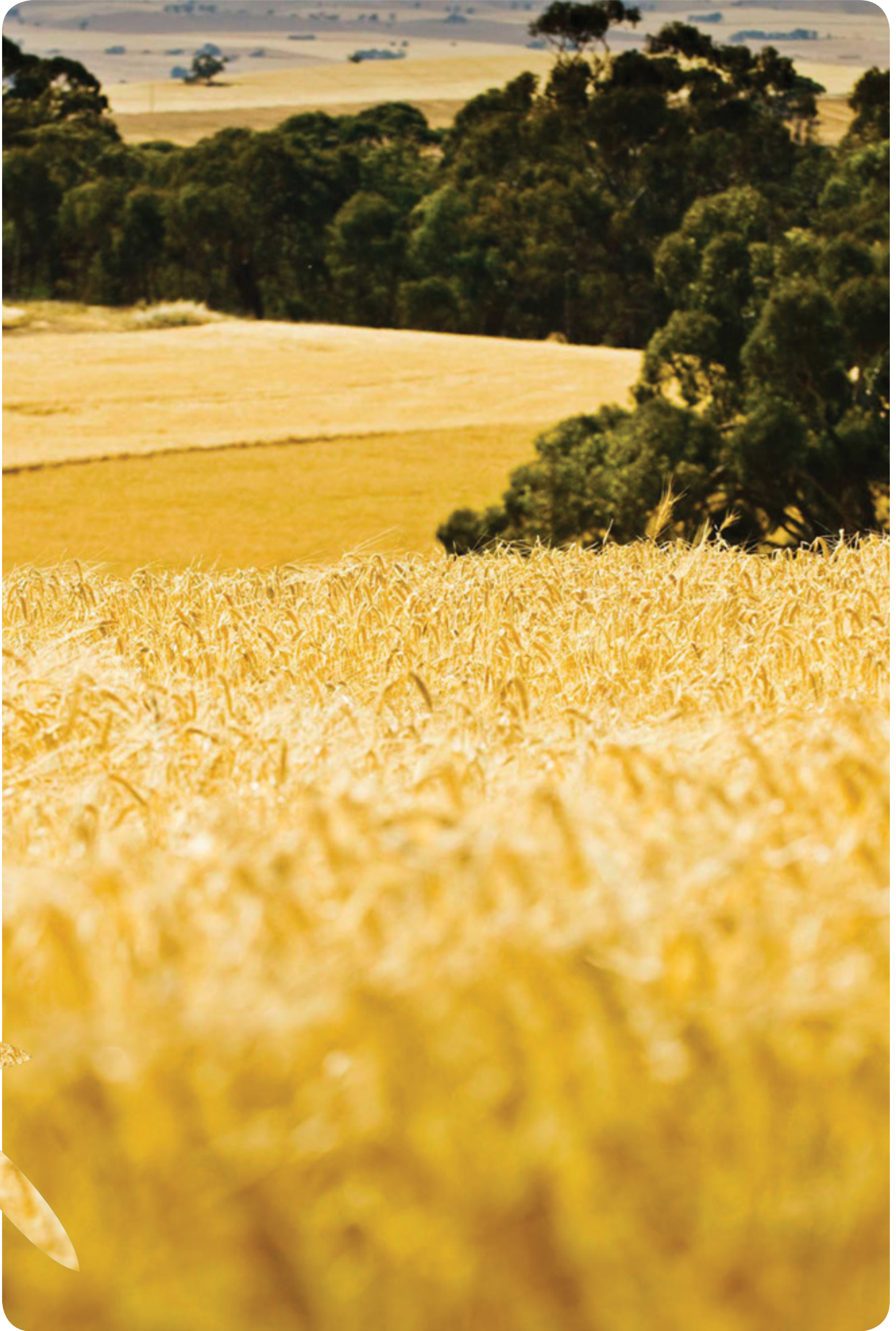
Geoff was a member of the Management Council for the International Grain Trade Coalition (IGTC), contributing to the facilitation of the commercial functions associated with the 500 million tonne global grain trade.

But it is not just the grains industry that will enjoy Geoff Honey’s legacy. He will also be remembered for his achievements earlier in his career in the Australian Wool Industry.

Geoff passed away suddenly on 10 June 2016, following a heart attack. He is survived by his wife and three children. He will be greatly missed.



VALE – Geoff Honey



GTA TECHNICAL COMMITTEES

POSITIONING STATEMENT

GTA will continually review the products & services that allow “trade facilitation” to ensure they reflect the commercial grain trading environment. This will occur via input from the GTA Technical Committees, Members and the broader grains industry. The review process will be public, transparent and open to all.

GTA OPERATES THE FOLLOWING TECHNICAL COMMITTEES COMPRISED OF INDUSTRY PERSONNEL:

1. Commerce Committee
2. Standards Committee
3. Trade and Market Access Committee
4. Transport, Storage and Ports Committee
5. GM Grain and Seed Industry Consultative Committee

CHARTER FOR THE GTA TECHNICAL COMMITTEES

The Charter of the GTA Technical Committees is composed of:

1. Common section which contains issues common to all Committees (Committee size, quorum, etc.);
2. Terms of Reference for each Technical Committee;
3. Terms of Reference for Sub-Committees; and
4. Confidentiality Agreement.

Further information:

The Charter of the GTA Technical Committees is on the GTA website.

KEY POINTS OF THE GTA TECHNICAL COMMITTEES

- GTA is reliant on the Technical Committees to review and develop the GTA commercial resources.
- GTA Technical Committees are **skills based**.
- All Technical Committee votes will be required to have a 2/3 majority.
- The Committee structure allows Members to raise issues that impact on their commercial operations and lead to industry consensus on contracts/trade rules and grain standards in particular.
- GTA calls for nominations to the various Technical Committees each year and the GTA Board select Committee Members based on the applicant's technical competency whilst mindful that the relevant Committee must strive to have representation from:
 - sectors across the grain supply chain affected by the decisions of the Committee;
 - large and small organisations; and
 - all major grain production/trading States.
- All Committees are chaired by a GTA Director.
- GTA Committee Members agree to participate on a Committee for the benefit of all Members and they do not represent the interests of an industry sector or a private or public organisation.
- All Committee Members agree to be bound by the GTA Anti-competitive Clause as tabled on the agenda at all meetings.

COMMERCE COMMITTEE

POSITIONING STATEMENT

GTA contracts and rules provide a constant and consistent methodology for conducting trade along the supply chain, from producer to processor/consumer. The outcome is greater commercial certainty and fairness, and lower risks for any participant in grain chain transactions and broader confidence in the marketplace to conduct trade.

Commerce Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Guy Allen	Chair	6	5
Geoff Farnsworth	Deputy Chair	6	6
Darryl Borlase	ADM Trading Australia	6	5
Nathan Cattle	NZX Australia	4	3
Rohan Crockett	Plum Grove Pty Ltd	4	3
Simon Gellert	Glencore Grain Pty Ltd	6	5
Lee Hodge	Emerald Grain	4	2
David McKeon	GrainGrowers Limited	4	4
Sam Napier	Cargill Australia Ltd	4	1
Harry Notaras	GrainCorp Operations Ltd	6	6
Rebecca Reardon	Grain Producers Australia	6	4
James Roberts	CBH Group	6	0
Belinda Turner	Nidera Australia Pty Ltd	6	3
Lloyd George	Technical Consultant	6	4

Objectives

- Advise the Board on changes to existing and development of new, Trade and Dispute Resolution Rules.
- Advise on the effective adoption and implementation with the GTA Trade Rules by individuals and by the relevant sectors of the industry.
- Foster communication between the Board, Management and the Commerce Committee on industry matters that relate to GTA Trade and Dispute Resolution Rules.
- Advise the Board of any developments and/or implementation of Location Differentials pan Australia.
- Report and make recommendations to the industry on all matters of relevance addressed by the Commerce Committee.

Commerce Committee Activities

The GTA Commerce Committee had a number of reviews during 2015/16 year including:

- GTA Contract No.3 – Contract Confirmation
- Agents & Brokers Technical Guideline Document
- Debtors/Creditors Insurance

The GTA Commerce Committee reviewed the GTA No.3 Contract Confirmation during the year. It was agreed not to change the No.3 Contract Confirmation, however, changes that were proposed would be better suited to a specific Grower Contract that is based on the No.3 contract. The Commerce Committee has agreed that the Sub-Committee should develop a Grower Contract for consultation with the industry. There is ongoing work on issues including Buyers Call and Chain of Responsibility.

The Agents & Brokers Technical Guideline Document developed by the Sub-Committee has been approved by the Committee and the Board and will be released to the industry for consultation in 2016/17.

Following the Committee's review, it was agreed that no further action will be taken by GTA on the issue of Debtors/Creditors Insurance.



STANDARDS COMMITTEE

POSITIONING STATEMENT

GTA quality and contract standards are the benchmark for the Australian grains industry. The objective is to unequivocally provide confidence to consumers and processors of Australian grains.

Objectives

- *Inform the Board on changes to existing and development of new, grain trading standards.*
- *In conjunction and consultation with industry develop quality assurance protocols across the grain value chain.*
- *Advise on the effective adoption and implementation of the GTA grain trading standards by individuals and by the relevant sectors of the industry.*
- *Communicate between the Board, Management and the Standards Committee on industry matters that relate to GTA Grain Trading Standards.*



Standards Committee Activities

The GTA Grain Standards Committee is responsible for the review and development of the coarse grain and wheat trading standards annually.

The Committee undertook its annual review of the GTA Trading Standards, calling for submissions through two rounds of consultation with industry. Specific issues under review for the upcoming 2015/16 season include

amendments to the Noodle Wheat Standards and the final review of the Wheat Quality Australia Wheat Varietal master list included in the Wheat Trading Standards. The outcome of the recommendations from the completed Weed Seed Review was to make no changes for the coming season.

The Visual Recognition Standards Guide (VRSG) was also reviewed and approved for use.

GTA releases the Grain Trading Standards for industry on 1 August each year following approval by the GTA Board. All current Grain Trading Standards are available on the GTA website.

Standards Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Pat O'Shannassay	Chair	4	4
Peter Reading	Deputy Chair	4	2
Stephen Buick	Emerald Grain	4	2
Geoff Clatworthy	Inghams Enterprises P/L	4	2
Robert Eassie	NSW Farmers Association	4	2
Vince Moroney	Co-operative Bulk Handling Limited	4	4
Julie O'Dea	Viterra Australia	4	3
Robert Parkes	Ridley AgriProducts	4	1
Scot Paterson	SGS Aust Pty Ltd	3	1
Adrian Reginato	Cargill Australia Ltd	4	4
Michael Southan	GrainGrowers Limited	4	4
Carmel Thomas	Mauri ANZ	4	2
Pat Wilson	GrainCorp Operations Ltd	4	4
Gerard McMullen	GTA Technical Consultant	3	3
Jade Saunders	Viterra (standing in for Julie O'Dea)	1	1
Arif Dastoor	Inghams Enterprises P/L (standing in for Geoff Clatworthy)	1	1



GM GRAIN & SEED INDUSTRY CONSULTATIVE COMMITTEE

POSITIONING STATEMENT

The GM Grain & Seed Industry Consultative Committee shall make recommendations to the Board and industry on the potential effect to commercial activity as a result of the:

- Planned intentional release of approved GM grain events; or the unplanned and unintentional release (escape) of unapproved grain events
- Implications arising from plant breeding innovations

Objectives

- Ensure the appropriate commercial processes are established by GTA to enable fair and efficient trade of grain which contains approved GM crops.
- Consult with and advise where required, technology proponents and other related parties in relation to “pipeline” events intended for release in Australia.
- Detail processes which key stakeholders within the grain supply chain (i.e. from planting seed to end users) need to consider in advance of any regulatory or Freedom to Operate approval for commercial release and cultivation of a GM crop is granted.
- Maintain and review as required the Market Choice Framework for GM Crops.
- Utilise the Market Choice Framework, where requested, to ensure a seamless integration into the Australian grain market of approved crops which will ensure market access and market choice.
- Develop and maintain agreed cross sector ‘unintended presence response processes that detail notifications, industry wide response options and communication strategies to be adopted should there be a detection of an unapproved GM crop.
- Act as a point of contact within the grain industry to coordinate activities at an industry/government level on supply chain issues relating to GM crops of interest containing approved and unapproved GM events.
- Monitor developments in relation to plant breeding innovation and develop industry responses/policies as required.

The GM Grain & Seed Industry Consultative Committee, formerly the GM Grain & Seed Industry Consultative Committee, changed its name during 2015/16 to better reflect the scope of activities as the plant breeding technology environment evolves. Its membership comprises of invited members from the relevant industry representative bodies and industry specialists in innovation and biotechnology as it relates to plant breeding.

GM Grain & Seed Industry Consultative Committee Activities

The Committee progress two key projects through the year, namely

- Development of an Industry Event Communications Response Plan; and
- Review of the Market Choice Framework.

The **Industry Event Response Project** is a communication response plan in the event of an unplanned and unintentional release of GM events in grain crop (or crops) of interest. The Committee also held a workshop with leading international expert on science based communications – Jack Bobo in July 2016.

The **Market Choice Project** has reviewed and amended the existing Framework to ensure it is relevant to the current and future environment for crops derived from biotechnology and that it is robust i.e. able to be applied across crops to meet the increasing global trade in GM crops and planting seed. A consultation and implementation plan has been developed and will be implemented through 2016/17.

The Committee also updated policies on GM Crops, Low Level Presence and the Biosafety Protocol during the year.

GM Grain & Seed Industry Consultative Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Rob Imray	Chairman	3	3
Jason Craig	Deputy Chair	3	2
David Hudson	GSA Solutions Pty Ltd	3	2
Nick Goddard	Australian Oilseeds Federation (AOF)	3	1
Rosemary Richards	Australian Grain Exporters Association (AGEA)	3	3
Tony Russell	Grains Industry Market Access Forum (GIMAF)	3	1
Andrew Weidemann	Grain Producers Australia	3	0
Tresslyn Walmsley	Wheat Breeders Reference Group	3	2
Bill Fuller	Australian Seed Federation	3	1
Michael Southan	GrainGrowers Limited	3	3

TRANSPORT, STORAGE & PORTS COMMITTEE

POSITIONING STATEMENT

The efficient movement of grain to domestic customers and those in overseas markets is imperative for the Australian grain industry to remain competitive. This includes inland rail and road, up-country storage facilities and equitable port access around the country.

Objectives

- Advise the Board of any recommendations made by the Committee in relation to port access in relation to relevant provisions under the Competition and Consumer Act 2010.
- Advise the Board and report to industry on all other matters of relevance addressed by the Transport, Storage & Ports Committee (T, S & P).

Transport, Storage & Ports Committee Activities

The Transport, Storage & Ports Committee continue to play a critical role in providing technical guidance from a supply chain position to GTA Members, other GTA Technical Committees and the GTA Board on relevant issues.

Key initiatives during the 2015/16 year included the completed review of the GTA Grain Transport Code of Practice. This Code as referenced in the Australian Grain Industry Code of Practice (adherence to which is mandatory for GTA Members) outlines requirements for transport operators, consignors and storage/receival site operators in the road transportation of grain. It covers aspects including safety, hygiene, cleanliness and adherence to heavy vehicle laws.

The revised GTA Grain Transport Code of Practice was released to industry in May

2015 and replaced the former GTA Bulk Freight of Goods Code of Practice. The Committee worked in conjunction with the Commerce Committee to also release the revised GTA Grain Transport Contract to compliment and bind the parties to the Transport Code.

The Committee has also commenced reviews into Grain Harvest Management Schemes and the opportunity to see consistency in these across States, Universal Truck Coding for grain receival sites and adherence to Heavy Vehicle Chain of Responsibility Laws for our members. These initiatives have led to an increased level of consultation with state government road authorities and state and national road transport associations.

GTA was invited to sit on a Consultative Committee for Grain Harvest Management Schemes being coordinated by Transport New South Wales.

Other significant areas of focus for this committee, currently, are Chain of Responsibility and Safety, Health and Environment (SHE). SHE is a document to ensure that the highest safety, health and environmental standards exist for company employees, the contractor and their employees.

A Chain of Responsibility sub-committee was formed in 2015 to assist in developing a scope/work plan for the committee to further review and add value to the SHE document after a presentation from Roads and Maritime Services (RMS) of New South Wales (NSW) government was received.

GTA, on behalf of the T, S & P Committee submitted a letter of support to the National Road Transport Association's (NatRoad) submission to the Road Safety Remuneration Tribunal regarding the Road Safety Remuneration Order (RSRO).

Finally, the Committee has commenced a project to develop a suite of Technical Guideline Documents (TGD) for hazardous substances, dangerous goods, confined spaces, fumigation safety, rail safety, road safety, machinery guarding, fitness for work and fatigue management, personal protection equipment, tarping of bulk grain and bunkers, working at heights, return to work and injury management, working alone, fire, contractor safety, mobile plant concluding with isolation and lock out.

GTA is fortunate to have the assistance of our bulk handler members, nationally, who are lending their expertise and resources to make this possible.

Transport, Storage & Ports Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
John Warda	Chair, GTA	4	3
Geoff Farnsworth	Deputy Chair	4	3
Matt Adams	GrainGrowers Ltd	4	2
Steve Bruggemann	Nidera Australia Pty Ltd	3	2
Jock Carter	Newcastle Agri-Terminal	4	3
Daniel Cooper	Grain Producers Australia (GPA)	3	2
Lloyd George	GTA Technical Consultant	4	1
Matt Kelly	K M & W M Kelly & Sons	4	3
Grant McDougall	Cargill Australia Ltd	4	4
Mark O'Brien	George Weston Foods Ltd	4	4
David Syme	Louis Dreyfus Company	2	1
Zsolt Szilassy	Viterra Operations	4	3
Bill Thompson	Emerald Grain	4	4
Shaun Williams	GrainCorp Operations Limited	4	3
Ben Webb	ADM Trading Australia	1	1

TRADE & MARKET ACCESS COMMITTEE

POSITIONING STATEMENT

GTA will advance independent, fact-based dialogue and advocacy for members and industry stakeholders.

GTA will support and where applicable shape the federal and state government efforts to ensure that trade is not impacted by technical barriers that may arise in forums such as the WTO, IPPC, FAO, CODEX etc, or via state based legislative actions.



Objectives

- Monitor developments in local and international grain environments and policies and develop appropriate responses for the Australian grain industry where required.
- Where required assist GTA to liaise, provide submissions and collaborate with industry supply chain organisations and/or government in developing appropriate responses to developments in local and international grain environments and policies.
- Provide guidance to GTA on deliberations at grain trade forums both in Australia and internationally that directly affect the Australian commercial grain trade operating environment.
- Provide guidance to GTA on implementation and communication of outcomes arising from forums noted above.

Trade & Market Access Committee Activities

- Dept. of Agriculture & Water Resources – Grain and Plant Products Export Industry Consultative Committee (GPPEICC)
- Global policy development – GTA and the International Grain Trade Coalition (IGTC)
- Grain protection/chemical residues – National Working Party On Grain Protection (NWPGP)
- Australian Grain Industry – Code of Practice
- Australian Grain Industry Conference (AGIC) – ASIA
- Participation in free trade agreement discussions and submissions in conjunction with other grain industry sectors
- Participation in outwards and inwards grain missions
- Submissions on behalf of members

Further information about GTA activities in Trade and Market Access are available in a separate section of this Annual Report.

Trade & Market Access Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Jason Craig	Chairman	3	3
Rob Imray	Deputy Chairman	3	1
Rob Dickie	CBH Group	3	3
Nick Goddard	Australian Oilseeds Federation	3	2
David Hudson	SGA Solutions Pty Ltd	3	2
Cheryl Kalish-Gordon	GrainGrowers Ltd	3	3
Barry Large	Grain Producers Australia	3	0
Adrian Reginato	Cargill Australia Ltd	3	3
Rosemary Richards	Bowman Richards & Associates	3	3
Tony Russell	Grain Industry Market Access Forum	3	1
Jason Shanley	GrainCorp Operations Ltd	3	2
Lloyd George	Technical Consultant	3	3
Gerard McMullen	Technical Consultant	3	1

INDUSTRY SUBMISSIONS DEVELOPED BY GTA 2015/16

Submitted to	Date	Topic
National Road Transport Association	14 Mar 16	GTA NatRoad Letter of Support Road Safety Remuneration Tribunal
Joint Standing Committee on Treaties	11 Mar 16	GTA letter of support to the GrainGrowers Limited to the Joint Standing Committee on Treaties inquiry to the Trans Pacific Partnership
DAWR Trade & Market Access	13 Feb 16	Development of the Australian position regards COPMOP 8 – Mexico, Dec 2016
DAWR Trade & Market Access	6 Feb 16	Global Low Level Presence Policy Initiative
Australian Pesticides & Veterinary Authority	5 Feb 16	GTA PA response to APVMA TAN Spinetoram
Australian Maritime Surveillance Authority	4 Dec 2015	AMSA Draft Marine Order
DA Biosecurity	30 Oct 15	DRAFT Charging Guidelines – Final
SafeWork Australia	6 Oct 15	SWA re dust as explosive substance 6 October 2015
DA Biosecurity	23 Sep 15	GTA comments on China's Proposed Grain Law 23 Sept. 15 Final

Submitted to	Date	Topic
House of Reps. Standing Committee on Ag. & Ind.	23 Sep 15	Grain Trade Australia – Agricultural Innovation
DA Cost Recovery Task Force & Min for Ag.	9 Sep 15	GTA supplementary submission – DA Biosecurity revised fees and charges – released 28 August 2015
DA Biosecurity	28 Aug 15	Alternative revised fees and charges
Aust. Export Grain Innovation Centre	26 Aug 15	Letter to AEGIC re Strategic Priorities
GPPEICC – DA Biosecurity	26 Aug 15	New Grain Laws meeting 10-12 Aug 2015 Beijing China
DA Cost Recovery Task Force & Min for Ag.	8 Aug 15	DA Biosecurity – IN CONFIDENCE 8 August 2015
DA Cost Recovery Task Force & Min for Ag.	8 Aug 15	DA Biosecurity CRIS Consultation draft 8 August 2015 Final
Policy Officer – Research & Innovation Branch Aust. Department of Agriculture	16 Jul 15	Aust Gov EU GM legislative amendments



DISPUTE RESOLUTION SERVICE

POSITIONING STATEMENT

GTA has dispute resolution processes in place for all grain-related transactions, be they for grain contracts, technology licences, financial products or storage agreements.

GTA works to resolve disputes by peer review, through its Dispute Resolution Process. The process is designed to save time and expense while providing an efficient, fair and equitable means to settle disputes related to commercial transactions.

All domestic arbitrations are subject to the provisions of the Commercial Arbitration Act NSW (2010) whilst arbitrations that involved international parties and hence these arbitrations were conducted under the International Arbitration Act 1974 (Cth).

Parties utilising the Dispute Resolution Service (DRS) must cover all the inherent costs associated with conducting arbitration without cross subsidisation from other GTA revenue streams.

Aligned to this principle must be the commercial reality that the GTA DRS must be competitive to other forms of dispute resolution, particularly court proceedings.

Summary of arbitration award outcomes

	2014/ 2015	2015/ 2016
No of arbitrations commenced	6	9
No. of arbitrations settled		
• Awards released	5	5
• Commercially settled prior to hearing	4	5
Active arbitrations as at 30 June	3	3

Arb. No.	Type of arbitration	Claimant	Respondent	Award in favour of
199	Full	Grain producer	Grain trader	Respondent
201	Fast Track	Grain trader	Grain producer	Claimant
207	Full	Grain trader	Grain producer	Claimant
208	Full	Grain trader	Grain producer	Claimant
209	Full	Grain trader	Grain producer	Claimant

Arbitration summaries

GTA publishes the summaries (identities stripped) of Awards where it is deemed the Award will improve the contracting practices within the grains industry.

Arb. No.	Issue for determination
199	Was the contract lawfully repudiated?
201	Seller has right of conveyance

0.005%

OF THE ESTIMATED NUMBER OF GRAIN CONTRACTS EXECUTED IN AUSTRALIA ON AN ANNUAL BASIS THAT UTILISE THE GTA DISPUTE RESOLUTION SERVICE.

Disputes requiring a legal remedy are minimised due to the contractual integrity of GTA contracts, trade and arbitration rules which take precedent from Australian Contract Law and state and internationally based Commercial Arbitration Acts.



GTA BOARD APPROVED ARBITRATORS AS AT 30 JUNE 2016

Surname	First name	Organisation
Allen	Guy	Advance Trading Australasia
Basnett	Tom	AgRisk Management Pty Ltd
Barron	Graham	Grain Producer – NSW
Benham	Jock	GrainCorp Operations Limited
Bennett	Steve	Bunge Agribusiness Australia Pty Ltd
Brealey	Rob	Nidera Pty Ltd
Burt	Steve	Industry consultant
Carroll	Greg	M C Croker Pty Ltd
Cattle	Nathan	NZX Australia
Clancy	Simon	IKON Commodities
Clark	Richard	Grain Producer – NSW
Cooper	Brett	INTL FC Stone
Coventry	Charles	Broun & Co Grain P/L
Dalglish	Ian	Industry consultant
Danieli	Robert	D & M Stockfeeds
Deacon	Terry	Deacon Seeds Company
Delahunty	Leo	Grain Producer – VIC
Dickie	Rob	Grain & Malt Consulting Services
Dillon	Graeme	Inghams Enterprises Pty Ltd
Donnelly	Stephen	Blue Ribbon Seed & Pulse Exp'ters P/L
Dubey	Sanjiv	Grain Trend Pty Ltd
Dunlop	James	Peter Cremer Australia Pty Ltd
Fahy	Jack	Max Grains Pty Ltd
Fry	Julian	Glencore Grain
George	Lloyd	Ag Scientia Pty Ltd
Goyder	Andrew	Grain Link WA Pty Ltd
Greenhalgh	Angela	GrainPro Pty Ltd
Hall	Anthony	Agfarm Pty Ltd
Heinjus	Chris	Rural Directions Pty Ltd
Holmes	Nathan	All Commodities Pty Ltd
Houe	Ole	IKON Commodities
Howard	Peter	Grain Trend Pty Ltd
Howells	Stephen	Ridley Agriproducts
Imray	Robert	Farmarco
Jones	Michael	Grain Focus
Kelly	Matthew	K M & W M Kelly & Sons
Kerr	Michelle	Riordan Grain Services
Langtry	Gerard	Langtry Logistics
Lengren	David	Nidera Pty Ltd
Leong	Ervin	Unigrain Pty Ltd

Surname	First name	Organisation
Lewis	Mark	Riordan Grain Services
Lumsden	Callum	Grain Producer – WA
Marshall	Ray	Grain Producer – WA
Massina	James	Cargill Australia
McKay	Robert	Industry consultant
McMahon	Malcolm	Emerald Group Australia Ltd
McMullen	Gerard	McMullen Consulting Pty Ltd
McNair	Simon	Industry consultant
Notaras	Harry	GrainCorp Operations Ltd
O'Brien	Mark	George Weston Foods Limited
Orr	John	Premium Grain Handlers
Pamminger	Klaus	GrainCorp Operations Ltd
Peace	Colin	Industry consultant
Perkins	Craig	Perkins Commodity Brokers
Pratt	Cameron	GrainCorp Operations Ltd
Reardon	Rebecca	Grain Producer – NSW
Reeves	Michael	Ridley AgriProducts
Schofield	Justen	AgLink CMS
Storey	Ron	Australian Crop Forecasters
Syme	David	Louis Dreyfus Australia
Tainsh	Sam	GrainCorp Operations Ltd
Taylor	Brad	GrainCorp Operations Ltd
Teague	Tim	Teague Australia Pty Ltd
Torrens	Mark	Mars Petcare
Tuohey	Peter	Grain Producer – VIC
Vater	Kim	A W Vater & Co
Warda	John	Emerald Grain
Warden	Neil	Grain Producer – NSW
Wells	Henry	Industry Consultant
Whitwell	Chris	Basis Commodities Pty Ltd
Wilsdon	Andrew	Glencore Grain Pty Ltd
Wilson	Pat	GrainCorp Operations Ltd
Wood	Michael	Rural Logic
Woodhouse	Andrew	Advance Trading Australasia
Woods	Gerard	Industry Consultant



GTA BOARD APPROVED TRIBUNAL CHAIRMAN (EXPORT CONTRACTS) AS AT 30 JUNE 2016

These appointments are made by GTA.

Surname	First name	Organisation
Brasington	Hazel	Norton Rose Fulbright Australia
Farnsworth	Geoff	Holding Redlich
Lockwood	Christopher	Holman Fenwick & Willan
McQueen	Peter	Peter McQueen Pty Ltd
Rosenthal	Jeremy	SBA Law
Thompson	Stephen	Holman Fenwick & Willan

GTA TRAINING & DEVELOPMENT PROGRAM

POSITIONING STATEMENT

GTA will deliver training programs that develop and enhance the capacity of our human resources, ensuring that trade facilitation processes are well understood at all links in the grain value chain.

GTA has become the main developer and deliverer of grain, market-specific professional development programs for the trade sector.

GTA will be recognised as an organisation that encourages and recognises potential leadership attributes in industry personnel.

Workshops/Courses conducted in 2015/16

Course/workshop	Location	Registrations
GTA Trade Rules & Contracts	QLD, NSW, VIC, SA, WA	61
GTA Grain Standards	VIC, QLD, SA	38
Grain Merchandising	VIC, WA	19
Understanding Grain Markets	WA, SA, VIC	30
Grain Accounting	NSW, VIC	21
GTA Dispute Resolution & Arbitration	VIC, QLD, WA, SA	21
In-House training	NSW, QLD, VIC	61
Advisory & Compliance Workshop	Melbourne	69
Export Contracts & Documentation	Melbourne	29
Total		349

THE DIPLOMA IN GRAIN MANAGEMENT IS THE ONLY POST-PRODUCTION, GRAIN-SPECIFIC ACCREDITED COURSE IN AUSTRALIA.

- Enrolments for RPL will be run through GTA and evidence of this experience for recognition must be submitted to GTA for review and assessment. If the evidence meets requirements, a Registered Training Organisation (RTO) will issue the qualification after verifying assessments completed by GTA.
- RPL is managed on a case by case basis. The pack provides detailed information about the evidence required to gain credit for each of the 15 units in the Diploma.
- GTA will manage enrolments for all phases of the Diploma of Grain Management. An online learning and student management system is available through the GTA website.

THE GTA TRAINING & DEVELOPMENT PROGRAM ENSURES THAT TRADE FACILITATION PROCESSES ARE WELL UNDERSTOOD AT ALL LINKS IN THE GRAIN VALUE CHAIN.

GTA Diploma in Grain Management

Following three years of development, the GTA Diploma of Grain Management was approved and accredited by the Australian Skills Quality Authority (ASQA) on 9 October 2014. ASQA regulates courses and training providers to ensure nationally approved quality standards are met. The development of resources for the implementation and delivery of the Diploma will be managed by GTA.

This is an exciting development for GTA and the grain industry in Australia. To receive the Diploma, 10 units must be completed – 3 core and 7 electives.

- The roll-out of the Diploma commenced in March 2015 and was progressively phased in during 2015/16.
- Industry personnel completing the Training & Development workshops have the option to complete the formal assessment for the relevant unit in the Diploma.
- Recognition of Prior Learning (RPL) has been available from late February 2015 for those who have previously attended GTA courses or believe they have met the requirements of the Diploma through relevant industry experience.

TRADE & MARKET ACCESS

In response to the direction of our members and as approved by the GTA Board during its 2015 strategic planning, Trade and Market Access has been elevated to be a core task of GTA. In line with this, GTA has increased its activities and resources in relevant initiatives over time. Current activities are outlined below.

1 DEPT. OF AGRICULTURE & WATER RESOURCES – GRAIN AND PLANT PRODUCTS EXPORT INDUSTRY CONSULTATIVE COMMITTEE (GPPEICC)

GTA is an active member of the GPPEICC and its Finance sub-committee.

The Grain and Plant Products Export Industry Consultative Committee (the Committee) is the principal forum for the Department of Agriculture & Water Resources (the Department) to consult with grain, fodder, nuts, seed and timber

industries on export inspection and certification, export market access and other relevant issues.

The Committee aims to provide effective consultation, communication and partnership between the department and industry stakeholders involved in phytosanitary exports by ensuring stakeholders' views are given due consideration.

Major issues addressed by the GPPEICC:

- Fees and charges – grain export program
- Development of canola and sorghum protocols with China to complement the agreed Wheat & Barley Protocol.
- Authorised Officer (AO) – Bulk Vessel inspection at anchor
- Container Inspection Standards
- Introduction global e-Phytos (International Plant Protection Convention)

- Development of an International Standard on Phytosanitary Measures on the International Movement of Grain
- Development of new Chinese grain import laws

2 DEPT. OF AGRICULTURE & WATER RESOURCES – AGRICULTURE POLICY GROUP

GTA maintains a close working relationship with the DAWR Ag Policy Division. Key activities include:

- Discussions regarding WISA Funds and matters arising from the Australian Grains Industry Discussion Group
- Grain stocks
- Enhancing Connectivity of APEC Grain Standards project



3 GLOBAL POLICY DEVELOPMENT – GTA AND THE INTERNATIONAL GRAIN TRADE COALITION (IGTC)

The development of trade agreement's either on bilateral or multi-lateral arrangements captures the attention of the media, however, and generally behind the scenes, there is substantial trade policy developments taking place generally via United Nations (UN) related agencies. These policies/protocols have the potential to disrupt or stop the trade of grain and hence it is critical that the grain trade are active participants in their development.

To ensure that Australian grain exports are not impacted, Grain Trade Australia works with a number of likeminded organisations world-wide on trade related matters that are pre-competitive. This is achieved through our membership of the International Grain Trade Coalition (IGTC).

A defining feature to these negotiations at an international level is that progress is slow and can take years. Nonetheless, it is critical that Australia participates in their development, as once they are ratified, they will then become the standard for Australian grain exports. This issue is well recognised by the various Australian Government agencies, in particular the Australian Government



Departments of Agriculture & Water Resources, Health, Environment and Foreign Affairs & Trade.

Key activities include:

- Cartagena Protocol on Biosafety to the Convention on Biological Diversity
- Development of Global Low Level Presence (LLP) policies relating to the export/import of GM grains
- EU's proposed amendment to allow EU Member States to adopt national decisions restricting or prohibiting the use in food or feed of GMOs, after they have been authorised at EU level – this proposal was defeated in October 2015
- Organic standards and zero tolerance
- US GM Labelling legislation
- Free trade agreements – China, India, TPP, EU, Gulf States

Ensure that grain is not reclassified as a hazardous product

This matter is being conducted under the UN 'Sub-committee of Experts on the Globally Harmonized System (GHS) of Classification and Labelling of Chemicals' and relates to whether dust generated from agricultural products such as grain and flours was intrinsically hazardous and should be addressed as a hazard class in the same manner as other 'explosible dusts'.

If grain is redefined, this will have immediate impacts on grain storages worldwide from farm to end user as well as substantial changes to occupational health and safety legislation/practices.

Key outcome is the Safety, Health & Environment (SHE) initiative for Development of Technical Guideline Documents for grain storage operators.

GTA action: *GTA submitted that the changes were unnecessary given proven and well established industry safety practices.*

Development of an International Standard on Phytosanitary Measures on the International Movement of Grain

Development of this proposed standard is being conducted under the International Plant Protection Convention and when finalised will affect shipments of grain

Active IGTC Teams

IGTC has formed teams to work on the various files as seen below and GTA is represented as follows:

Active IGTC Teams	Key objective	GTA
Cartagena Protocol on Biodiversity	Policy development for upcoming COP/MOP meetings.	Geoff Honey to May 2016/Rosemary Richards
Introduction global e-Phytos	Assess potential introduction of e-Phytos on a global basis via a dedicated IT hub.	Geoff Honey to May 2016/Rosemary Richards
International Standard on Phytosanitary Measures on the International Movement of Grain	Develop policy regarding the drafting process of the Grain Standard.	Gerard McMullen
Development of Low Level Presence (LLP) policies	Address all matters related to LLP, including Global Low-Level Initiative (GLI), definitions	Rosemary Richards
New Plant Breeding Techniques (NPBTs)	Prepare IGTC policy to enhance science based approach to regulation of NPBTs.	David Hudson
MRLs	Prepare IGTC action plan, including a common position and advocacy strategy for the International Grains Trade Coalition (IGTC) to ensure MRLs do not impede the movement of grain.	Gerard McMullen



from Parties to the Convention, i.e. all the major exporting and importing countries.

The first meeting of the Expert Working Group (eWG) will be held in Australia in September 2016.

GTA action: *Continue to provide specialist information to the Dept. Agriculture & Water Resources and IGTC on implications to trade especially if the Standard was to involve non phytosanitary issues such as quality and traceability (these issues have been removed in the first draft). GTA will also*

host industry outreach events during the eWG meeting in September.

Creation of a global e-Phyto framework via an IT Hub

In March 2015 the Commission on Phytosanitary Measures (CPM), the governing body of the International Plant Protection Convention (IPPC), agreed to develop a global system of electronic phytosanitary certificates, known as e-Phyto. This project is designed to replace paper certificates in export grain

commercial activities through use of a central hub for exchange of certificates from National Plant Protection Organisations (NPPOs) in exporting and importing countries. Australia is a major contributor at IPPC via DA Biosecurity attendance/input into the process.

GTA action: *GTA continues to liaise with the Dept. Agriculture & Water Resources to ensure the new process is sensitive to the needs of the Australian export grain sector and is an active participant in the IGTC Working Group.*

New plant breeding techniques

New Plant Breeding Techniques (NPBTs) pose a potential problem for both the seed as well as the grain trade particularly in regards to a-synchronicity of the approval process across jurisdictions. IGTC is also active in developing a global approach to this issue and GTA has been an active participant in the IGTC Working Group, providing considerable leadership on this matter.

GTA action: *GTA will liaise with the Australian Seed Federation and CropLife Australia to ensure that NPBTs are introduced in a manner that does not disrupt trade.*

Global Low Level Presence Policy Initiative

Low Level Presence (LLP) is the presence of trace amounts of a GM event approved in the country of export/production but not in the country of import. This matter was initiated by Canada and now has representation from 14 major grain exporting and

importing countries/regions and 4 observer countries and regions.

IGTC is working with this initiative to encourage importing countries to move off a zero tolerance to LLP and introduce a LLP policy.

GTA action: *GTA will continue to advocate that Australia needs to have a strong representative presence at the ongoing deliberations through the Office of the Gene Technology Regulator (OGTR), the Dept. Agriculture & Water Resources, Dept. of Health and the Dept. Foreign Affairs and Trade.*

Cartagena Protocol on Biosafety

The Protocol relates to the transboundary movement in Living Modified Organisms (LMOs), read GM grain.

IGTC has advocated strongly at all Meeting of the Parties (MOP's) to ensure that the Protocol would not inhibit trade. AT MOP 7 in 2014, the Parties agreed to a number of decisions that were supported by IGTC. MOP 8 will be held in Mexico in December 2016.

GTA action: *Although Australia, at present, has limited GM grain (canola and cottonseed), that will not always be the case. Therefore it is critical that as a nation to have a position to ensure that UN policies are adopted that reflect the commercial nature of the global grain trade. Once adopted, UN policies would be extremely hard to change.*

Chinese grain import laws

This initiative involves the development of new Chinese grain import laws – “Administrative Measures for Inspection, Quarantine and Supervision of Inbound and Outbound Grains.” The key agencies involved are the General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) from China DAWR from Australia. GTA attended IGTC coordinated meetings in Beijing, China 11-12 August 2015 with the Chinese Government Quarantine Department AQSIQ regarding the proposed new ‘Grain Import Laws’. Input from GTA members, DAWR and industry partners was collected and collated prior and tabled at the Beijing meetings.



NATIONAL WORKING PARTY ON GRAIN PROTECTION

The National Working Party on Grain Protection (NWPGP) is the body responsible for providing management and leadership to industry in the areas of grain storage, chemical use, market requirements and chemical regulations.

The annual conference of the NWPGP is a forum providing participants with the latest research and developments in the area of post-harvest storage and hygiene, chemical usage and outturn tolerances, international and domestic market requirements and regulations. It also discusses industry's performance in meeting market access requirements for chemical maximum residue limits over the preceding year.

GTA acts as the secretariat for the NWPGP and will continue to undertake this role during 2016/17. GTA further supports the NWPGP by coordinating their annual conference.

2016 Annual Conference

The NWPGP Annual Conference (as the **Australian Grain Storage and Protection Conference**) took place in Melbourne on 23-24 June 2016 with over 120 delegates attending. Delegates came from the entire grain supply chain and included growers, storage and transport operators, end users, traders, researchers, product and chemical

manufacturers and service providers, and government agencies. It also attracted several international delegates.

The conference program was diverse and included speakers covering:

- Updates on changing Market MRL requirements
- Industry performance in meeting market MRLs
- Latest Insect infestation trends
- Discussion on Pesticide residue violations
- The latest on suitability of Grain protectants
- Improved practices for use of Fumigants
- Physical insect control methods such as aeration
- The latest Extension messages
- Other key research outcomes on new technologies for insect control

The NWPGP continues to promote the:

1. **Phosphine Resistance Management Strategy** to prolong the life of phosphine for use in grain storage. The labels and recommended practices for use of this fumigant, along with the rotational use of alternative fumigants is being reviewed.
2. **Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances** document which details the chemicals that are permitted for use post-harvest and applicable Maximum Residue Limits (MRLs) for various grain commodities out turned to Australian domestic or export markets.

The full list of outcomes from the Conference is available on the GTA website but in summary they included:

- The continued role of the NWPGP including the Strategic Working Group (SWG) to oversee the NWPGP and Annual Conference with administrative support from GTA.
- The continued need for key communication and extension activities around grain storage, chemical use and grain hygiene with support from various industry organisations – in order for industry to continue to maintain its high compliance with market MRLs.
- Regulatory updates and key MRL reviews as they relate to CODEX and individual markets, requirements. The need for industry to continue to work closely with the Australian Government throughout the submission process was highlighted.
- An outline of issues to be considered by industry relating to insect infestation trends and insect resistance when using various grain treatments.
- Improving industry practices in on-farm and post-farm gate storage as this trend towards more storage outside of the traditional storage system continues to grow.
- The need to continue industry involvement in the National Residue Survey (NRS).
- The continuation of the Market Trends Survey with refinements to gather changing market access information from industry.



Guangzhou delegates

THE AUSTRALIAN GRAINS
INDUSTRY CONFERENCE
2015

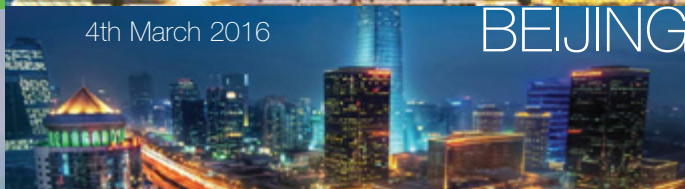
1st March 2016

SINGAPORE



4th March 2016

BEIJING



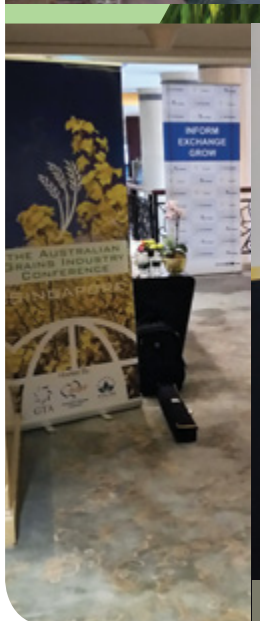
7th March 2016

GUANGZHOU



27 - 29 July 2015
Grand Hyatt
Melbourne, Australia
www.ausgrainsconf.com

THE AUSTRALIAN GRAINS
INDUSTRY CONFERENCE
ASIA 2016



GTA Chairman, Peter Reading with Chris Kelly



AUSTRALIAN GRAINS INDUSTRY CONFERENCE



The Australian Grains Industry Conference (AGIC) continues to be a key activity for GTA each year with the annual program now expanded to include domestic and international conferences with the development the AGIC Asia program. While the annual Melbourne conference continues to attract delegates from right across the trade and supply chain, the AGIC Asia events have a core focus on end users in key Asian markets and delivers a more technically based program.

AGIC Australia – Melbourne, 27-29 July 2015

The 2015 Australian Grains Industry Conference was highly successful. Over **1000 delegates** participated in conference activities at various stages over the three days.

The conference attracted:

- Record number of attendees
- A large number of international delegates and speakers
- Higher level of sponsor support
- Largest number of trade exhibitors (43, in total)
- A wider spread of attendees from outside the traditional commercial base
- Increased media coverage

**ATTENDANCE
TOPPED 1000 WITH
59 INTERNATIONAL
DELEGATES.**

The 2015 Conference program was built around the theme of “*Australia’s changing role in the global grain industry*”. All of the presentations were recorded and live streamed and are made available on the conference website www.ausgrainconf.com. They are an excellent resource for industry.

AGIC continues to be the focal Australian grains industry event of the year and in addition to the Conference itself, a number of other industry organisations schedule meetings around the event. The Conference is a highly sought after venue for industry participants to network and hear from high quality experts present on key areas of interest and impact for their businesses. It also continues to grow as a key venue for exhibitors to access a targeted customer base.

AGIC is co-hosted by Australian Oilseeds Federation, Grain Trade Australia and Pulse Australia. GTA acts as the Conference Organiser.



AGIC Asia – Singapore & Hong Kong, March 2016

GTA continued its AGIC Asia program in 2016 to include the annual event in Singapore (1st March) and, for the first time, two events in China – Beijing (4th March) and Guangzhou (7th March). This year’s events built on the success of last year’s conferences in Singapore and Hong Kong. Attendance numbers also grew from 193 to 300 over the 3 events.

The Singapore event was repeated as this is a key Asian trading base for many GTA Members and global grain traders. The event again had a technical focus and included a report from the production sector as well as information from key market analysts.

The China events targeted end users from all sectors of the industry, from feed and milling to human breweries – all key markets for Australian Grain. The events attracted over 250 delegates from mainland China. The program attracted a great deal of interest and positive feedback from delegates.

The two China conferences focused on:

- Crop quality reports for wheat, barley, sorghum and canola across Australia.
- Australian Crop outlook and trade patterns
- Managing market risks

**PLANNING IS UNDERWAY
FOR AGIC ASIA 2017.
THE PROGRAM WILL
AGAIN INVOLVE HOSTING
A SERIES OF TECHNICAL
FORUMS IN KEY
LOCATIONS ACROSS THE
ASIA PACIFIC REGION.**

FINANCIAL PERFORMANCE & POSITION [EXTRACT]

Financial policies

1. Adequate cash reserves will be maintained to conduct the operation of the business and complete the objectives detailed in this and subsequent Strategic Directions. GTA will maintain cash reserves equivalent to 75% of the budgeted expenses in any one year.
 2. Membership fees will fund 'trade facilitation' services & products i.e. the GTA secretariat and Technical Committees; and
 3. All industry support products will be offered to members at a fee that will encourage participation but which also reflects a reasonable return on funds invested by the broader membership.
-

Financial position

GTA recorded a loss of \$23,706 with equity of \$820,328 and cash reserves of \$1,023,185 which falls within the cash reserves policy set by the GTA Board.

As a not for profit organisation, GTA cannot distribute profits or build excessive cash reserves.

The financial position as at 30 June 2016, allows the GTA Board to invest with confidence in services and products for the benefit of all members.

Major contributing factors to the financial accounts:

1. Changes in delegate attendance options to Australian Grains Industry Conference 2015 resulted in a decrease in the net profit by \$26,264 against budget.
2. AGIC ASIA 2016 activities resulted in a loss of \$26,301 against budget;
3. Expenses to operate GTA were in line with expectations with a budget of \$1,137,033 and an actual of \$1,113,522.

The following information was extracted from the financial statements of Grain Trade Australia Ltd for the year ended 30 June 2016 and is included for information purposes only.

A complete set of financial statements and independent Audit Report issued by LBW & Partners, Chartered Accountants, can be accessed on the Grain Trade Australia website.

Statement of Profit or Loss and Other Comprehensive Income For the Year Ended 30 June 2016

	2016 \$	2015 \$
Revenue	2,024,746	1,920,126
Employee benefits expense	(706,723)	(705,292)
Diploma of grain management	-	(58,886)
Depreciation and amortisation expense	(10,586)	(11,701)
Direct expenses – Conference	(651,789)	(607,692)
Direct expenses – Training & Development Program	(176,146)	(97,024)
Direct expenses – Arbitration	(10,050)	(18,152)
Direct expenses – Publications	(7,117)	(5,285)
Rental lease costs	(65,000)	(48,741)
Consultancy fees	(31,355)	(56,620)
Legal expenses	(13,989)	(9,907)
Printing and stationery	(24,324)	(25,982)
Travel and accommodation	(136,086)	(133,544)
Special projects	(75,648)	(109,352)
Website development	(28,795)	(3,801)
WQA expenses	(5,069)	(4,923)
Other expenses	(105,775)	(147,087)
Deficit before income tax	(23,706)	(123,863)
Income tax expense	-	-
Deficit for the year	(23,706)	(123,863)
Other comprehensive income for the year	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	(23,706)	(123,863)

Statement of Financial Position

As at 30 June 2016

	2016 \$	2015 \$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	393,385	440,381
Trade and other receivables	218,675	223,949
Other financial assets	629,800	529,800
Other assets	386,178	274,255
TOTAL CURRENT ASSETS	1,628,038	1,468,385
NON-CURRENT ASSETS		
Property, plant and equipment	17,473	26,310
TOTAL NON-CURRENT ASSETS	17,473	26,310
TOTAL ASSETS	1,645,511	1,494,695
LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	194,002	124,737
Provisions	17,425	37,883
Income in advance	602,358	468,371
TOTAL CURRENT LIABILITIES	813,785	630,991
NON-CURRENT LIABILITIES		
Provisions	11,398	19,670
TOTAL NON-CURRENT LIABILITIES	11,398	19,670
TOTAL LIABILITIES	825,183	650,661
NET ASSETS	820,328	844,034
EQUITY		
Retained earnings	820,328	844,034
TOTAL EQUITY	820,328	844,034

Statement of Changes in Equity For the Year Ended 30 June 2016

2016	Retained Earnings \$	Total \$
Balance at 1 July 2015	844,034	844,034
Deficit for the year	(23,706)	(23,706)
Balance at 30 June 2016	820,328	820,328

2015	Retained Earnings \$	Total \$
Balance at 1 July 2014	967,897	967,897
Deficit for the year	(123,863)	(123,863)
Balance at 30 June 2015	844,034	844,034

Statement of Cash Flows For the Year Ended 30 June 2016

	2016 \$	2015 \$
CASH FLOWS FROM OPERATING ACTIVITIES:		
Receipts from customers	2,350,626	2,017,061
Payments to suppliers and employees	(2,316,299)	(2,230,767)
Interest received	20,620	21,386
Net cash provided by/(used in) operating activities	54,947	(192,320)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from disposal of property, plant and equipment	528	-
Purchase of property, plant and equipment	(2,471)	(10,432)
Additions to held to maturity investments	(100,000)	(199,250)
Net cash used in investing activities	(101,943)	(209,682)
Net decrease in cash and cash equivalents held	(46,996)	(402,002)
Cash and cash equivalents at beginning of year	440,381	842,383
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL YEAR	393,385	440,381

Members

Membership List as at 30 June 2016

ORDINARY MEMBER (TRADING)

Level A1 (over 7 Million Tonnes)

Co-operative Bulk Handling Limited
Glencore Grain Pty Ltd

Level A2 (5–7 Million Tonnes)

Cargill Australia Limited

Level A3 (3–5 Million Tonnes)

ADM Trading Australia Pty Ltd
Graincorp Operations Ltd

Level A4 (1.5–3 Million Tonnes)

Emerald Grain Pty Limited
Nidera Australia Pty Ltd

Level B1 (1.0–1.5 Million Tonnes)

Bunge Agribusiness Australia Pty Ltd
CHS Trading Company Australia
Louis Dreyfus Company Australia Pty Ltd

Level B2 (500,000–1 Million Tonnes)

Agrex Australia Pty Ltd
George Weston Foods Limited
Inghams Enterprises Pty Limited
Plum Grove Pty Ltd
Ridley Agriproducts Pty Ltd
Riverina (Australia) Pty Ltd

Level B3 (250,000–500,000 Tonnes)

Agracom Pty Ltd
AGRIGRAIN
Arrow Commodities Pty Ltd
Australian Grain Export Pty Ltd
Australian Grain Growers Co-operative Limited
Centre State Exports Pty Ltd
Chinatex Australia Pty Ltd
Lempriere Grain Pty Ltd
Mitsui and Co (Australia) Ltd
Riordan Grain Services
Special One Grain Accumulator
United World Enterprises Pty Ltd
Wilmar Gavlion Pty Ltd

Level C (under 250,000 Tonnes)

A & B Grains Pty Ltd
A T Waterfield & Son Pty Ltd
A W Vater and Co
Adams Australia Pty Ltd
Agmark Commodities
Agri Om Australia Pty Ltd
Agri-Oz Exports Pty Ltd
Agriex Australia Pty Ltd
Agrifoods Australia
AGT Foods Australia
All Commodities Pty Ltd
Allied Mills
AMPS Agribusiness Group
Associated Grain
Auscott Ltd
AusCan Commodities
Ausrealt International Pty Ltd
Australian Choice Exports Pty Ltd
Australian Grain Storage
Australian Growers Direct Pty Ltd
Avigrain Produce
Baker Grain
Barooga Agriproducts
Berriwillock Grain Storage Co-Operative Ltd
BFB Pty Ltd
Big River Feeds Pty Ltd
Blairs Produce Company
Blue Ribbon Seed and Pulse Exporters
Boort Grain Co-Operative
Broadbent Grain Pty Ltd
Broun and Co Grain Pty Ltd
Bungulla Farming Pty Ltd
C & S Trading Pty Ltd
C K Tremlett Pty Ltd
Cameron Pastoral Company Pty Ltd
Castlegate James Australasia Pty Ltd
Cleveland Agriculture
Commex International Pty Ltd
Coorow Seeds
COPRICE
Cremer Australia Pty Ltd
DA Hall and Co
Dalby Bio-Refining Limited
Dalgrains (Qld) Pty Ltd
Darwalla Milling Co Pty Ltd
Deacon Seeds Company
Deckert Group Pty Ltd
Defiance Maize Products Pty Ltd
Demeter Cormack Pty Ltd
Donnellons Bulk Haulage Pty Ltd
ED & F Man Grains Australia
East Coast Stockfeed Pty Ltd
Elders Grain
Export Trading Group Australia Pty Ltd
Feed Central Pty Ltd
Fellows Nominees
FertInvest Pty Ltd
Findlays Barellan
Fletcher International Exports Pty Ltd
FREE Eyre Grain Pty Ltd
Golden Harvest Grain Exports
Goodman Fielder Limited
Grain Direct Australia
Grain Link (NSW) Pty Ltd
Grain Link WA Pty Ltd
Grainforce Pty Ltd
Grainpro Pty Limited
GrainTrend Pty Ltd
Greentree Farming
GV Grain & Fodder
Hanlon Enterprises Grain
Hassad Australia Operations Company Pty Ltd
Iloura Resources Pty Ltd
Independent Grain Handlers Pty Ltd
Irwin Stockfeeds
Itochu Australia Ltd
J K International Pty Ltd
J W Koek & Company
James Stock Feed and Fertilizer Pty Ltd
Jerilderie Grain Storage & Handling
KB Agri Services Pty Ltd
K M & W M Kelly & Sons
Kangaroo Island Pure Grain Pty Ltd
Kennett Rural Services Pty Ltd
Lachlan Commodities Pty Ltd
Laharum Bulk Handling Co
Lake Grain Pty Ltd
Lane Grain Pty Ltd
Langdon Grain Logistics
Laragon Almond Processors Pty Ltd
Laucke Flour Mills P/L
LDC Enterprises Australia Pty Ltd
LPC Trading Pty Ltd
Malteurop Australia Pty Ltd
Matthews Transport and Grain Traders
Max Grains Pty Ltd
MC Croker Pty Limited
McNaughts Grain & Fertilizer Pty Ltd
Melaluka Trading Pty Ltd
Mellco Pty Ltd
Moulamein Grain Co-Operative Ltd
Mountain Industries Pty Ltd
Moxey Farms Pty Limited
MSM Milling Pty Ltd
Murrumbidgee Grains Pty Ltd
Namoi Cotton Co-Operative
Nandaly Grain Co-Operative Ltd
Network Grains Pty Ltd
Newcastle Agri Terminal Pty Ltd
Noble Resources Australia Pty Ltd

Northern Riverina Grains Pty Ltd
 OOMA Enterprises NSW Pty Limited
 Origin Grain Pty Ltd
 Pallinup Logistics Pty Ltd
 PB Seeds Pty Ltd
 PeaCo
 Pearson's Grain Pty Ltd
 Peters Commodities Pty Ltd
 Phoenix Commodities (Australia) Pty Ltd
 Premium Grain Handlers P/L
 Preston Grain
 Pulse Association of the South East (PASE) Inc
 Quadra Commodities Pty Ltd
 Quirindi Grain & Produce
 Regal Seed & Grain P/L
 Reid Stockfeeds Pty Ltd
 Rivalea (Australia) Pty Ltd – Animal Nutrition
 Riverina Oils & BioEnergy Pty Ltd
 Robinson Grain Trading Co Pty Ltd
 Roty Grain Store
 Ruddenklau Grain Pty Ltd
 Rural Logic (Aust) Pty Ltd
 SANWA Pty Ltd
 Seedhouse Tasmania
 Shannon Bros Bulk Haulage
 Silo Bag Grain (NSW QLD) Pty Ltd
 Societa Cofica Pty Ltd
 Southern Ark Storage Pty Ltd
 Southern Cotton Trading Pty Ltd
 Southern Cross Agricultural Exports P/L
 Southern Grain Storage Pty Ltd
 Southern Stockfeeds (Operations) Pty Ltd
 Spagricon Australia Pty Limited
 Standard Commodities Australia Pty Ltd
 Sumitomo Australia Pty Ltd
 Summer Hill Grains
 Tasmanian Agricultural Producers Pty Ltd
 TSS Grain
 Thallon Grains Pty Ltd
 Twynam Pastoral Company
 Unigrain Pty Ltd
 Unique Grain Management Pty Ltd
 W B Hunter Pty Ltd
 Ward McKenzie Pty Ltd
 Whitty Produce
 Whyalla Beef Pty Ltd
 Wilken Grain
 Wimpak Export Company Pty Ltd
 XLD Grain Pty Ltd
 Yenda Prods Grain Pty Ltd

TRANSPORT OPERATOR

Gehrke Grains and Transport Pty Ltd
 Wakefield Grain Export Services

BROKER

Medium

Allied Grain Pty Ltd
 Brightcom Australia Pty Ltd
 Cereal Milling Services Pty Ltd
 Fox Commodities
 Grain Brokers Australia
 Horizon Grain Brokers Pty Ltd
 Igrain.com.au Pty Ltd
 INTL FCStone Pty Ltd
 McDonald Pelz Australia
 Perkins Commodity Brokers
 Teague Australia Pty Ltd

Sole Operator

A C Grain
 ACCB Australia
 AgLink – CMS
 Cogeser (Australia) Pty Ltd
 Farm Tender
 Knight Commodities
 Mallon Commodity Brokering
 Quest Commodities Pty Ltd
 Shearwater International Pty Ltd
 Wimmera Mallee Grain Services
 Woodside Commodities Pty Ltd

CORPORATE

Large

ASX Limited
 Australia And New Zealand Banking Group
 Australian Grain Technologies Pty Ltd
 Commonwealth Bank of Australia
 Symbio Laboratories

Medium

Agfarm Pty Ltd
 Agrifood Technology Pty Ltd
 Agrisk Management Pty Ltd
 Australian Superintendence Company
 Commodity Inspection Services (Australia) Pty Ltd
 Foss Pacific Pty Ltd
 Holding Redlich
 Holman Fenwick Willan
 Intertek
 Merricks Capital Pty Limited
 NZX Australia (CGX, ACF, PFA)
 SBA Law
 SGS Australia Pty Ltd

Small

Advance Trading Australasia
 Ag Scientia Pty Ltd
 AvantAgri Australia Pty Ltd

CloudBreak Grain Marketing Pty Ltd
 Basis Commodities Pty Ltd
 Delta Agribusiness Pty Ltd
 Direct Commodities Pty Ltd
 EP Integrated Commodities Pty Ltd
 Farmanco Marketing Pty Ltd
 FarMarCo Australia Pty Ltd
 Finesse Solutions Pty Limited
 Flexi Grain
 Goldstar Commodities
 Grain Storage Solutions
 Grainx
 HarvestCheck Pty Ltd
 Hay Plains Grain Storage Pty Ltd
 IKON Commodities Pty Ltd
 JBS Australia
 MarketAg Pty Ltd
 McMullen Consulting Pty Ltd
 Mirfak P/L
 Murray Goulburn Trading Pty Ltd
 OMIC Australia Pty Ltd
 Perten Instruments Australia Pty Ltd
 Peter McQueen Pty Limited
 Pinnacle Commodities Pty Ltd
 Planfarm Marketing Pty Ltd
 Primal Foods Group
 Rural Directions Pty Ltd
 SGA Solutions Pty Ltd
 TE Storage & Logistics Pty Ltd
 Ten Tigers

INTERNATIONAL AFFILIATE

CIS – Commodity Inspection Services

INDUSTRY ASSOCIATION

Grain Growers Limited
 Grain Industry Association of WA
 Grain Producers Australia Ltd
 NSW Farmers Association
 Victorian Farmers Federation

MERCHANT ASSOCIATION

Grain Industry Association of SA
 Grain Industry Association Of Victoria
 Grain NSW Inc
 Queensland Agricultural Merchants Inc.

LIFE MEMBERS

Mr Mervyn May
 Mr Christopher Kelly



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