



GRAIN TRADE AUSTRALIA

ANNUAL REPORT 2017/18



INDUSTRY DRIVEN & MANAGED

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

INDUSTRY DRIVEN SELF-REGULATORY FRAMEWORK



GTA HAS CONTRACTS THAT TAKE AUSTRALIAN

Contract Confirmation
(GTA No.3), Grower Contract
(GTA No.6) & Commodity
Vendor Declaration

Grain Transport
Contract

Storage and Handling
Agreement

Grain Transport
Contract & Free
on Rail Contract
(GTA No.7)

SUPPORTED BY:

GTA TRADE RULES

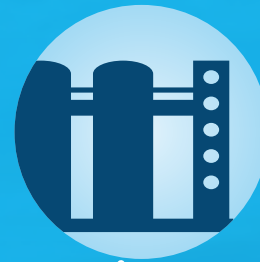
DISPUTE RESOLUTION SERVICES (ARBITRATION)

GRAIN TRADING STANDARDS

AUSTRALIAN GRAIN INDUSTRY CODE OF PRACTICE

GTA TECHNICAL GUIDELINE DOCUMENTS

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 2015

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

TRADE & MARKET ACCESS INITIATIVES

AUSTRALIAN GRAINS INDUSTRY CONFERENCES (AUSTRALIA & ASIA)

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

TRAINING & PROFESSIONAL DEVELOPMENT PROGRAMS

INDUSTRY STEWARDSHIP & CAPABILITY

SUPPLY CHAIN

CONTRIBUTING VALUE TO THE GRAIN INDUSTRY SUPPLY CHAIN

Australian Grain Industry Conferences (AGIC) Asia – Thailand and China were conducted in 2018 to showcase the Australian grain industry.

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

AGIC Asia Government and Policy Roundtable events in China and Thailand – Outreach programs targeted at Policy Administrators, Agencies in destination countries to promote the facilitation of trade.

GTA Trading Standards developed by the GTA Standards Committee, following public consultation, conducted annually. Trading Standards are developed with the primary objective of reflecting customer requirements, taking into account regulatory requirements, capability of production and supply chain demands.

PUBLICATIONS:

- ➔ **Visual Recognition Standards Guide** – a photographic and written national standard of all major grain defects
- ➔ **Weed Seed Identification Guide**
- ➔ **Australian Grains Industry Code of Practice**
- ➔ **Grains Transport Code of Practice**
- ➔ **Technical Guideline Documents**
- ➔ **Fact Sheets**

Industry Developed and Driven Self-Regulatory Framework:

- ➔ **Trading Standards**
- ➔ **Standard Form Grain Contracts**
- ➔ **Trade Rules**
- ➔ **Dispute Resolution and Arbitration**
- ➔ **Industry focused Training and Development**



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[@GrainTradeAus](https://twitter.com/GrainTradeAus)



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

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

SUBMISSIONS TO:

- **Codex Alimentarius Commission** (Codex) – international food standards
- **Australian Pesticide & Veterinary Medicines Authority** (APVMA)
- **Department of Agriculture & Water Resources** (DAWR) on phytosanitary and trade related matters, review of Export Legislation and Port Access Code Review
- **Department of Foreign Affairs and Trade** (DFAT) on WTO trade issues
- **Office of Gene Technology Regulator** (OGTR) on regulatory policy review
- **Australian Securities and Investment Commission** (ASIC) on commodity pool regulations
- **Department of Transport and Infrastructure** on Freight and Supply Chain Priorities
- **National Measurement Institute** (NMI) on proposed cost recovery guidelines
- **Food Standards Australia and New Zealand** (FSANZ) Consultation
- **Western Australian Parliamentary Inquiry** into mechanisms for compensation for economic loss to farmers in Western Australia caused by contamination by genetically modified material

Australian Grains Industry Code of Practice (COP):

- Grains industry Code of Practice
- All GTA Members must adhere to the COP
- Recognised by Industry and Governments
- Only major grain exporting country with an Industry accepted COP
- Revised in 2017/18

MEMBER:

- **International Grain Trade Coalition** (IGTC)
- **DAWR** – Grain & Plant Products Export Industry Consultative Committee (GPPEICC)
- **National Measurement Institute** (NMI) – Grain Quality Measurement Committee
- **ACCC** Agricultural Consultative Committee
- **Agricultural Biotechnology Council of Australia** (ABCA)
- **Australian Grains Industry Discussion Group** (AGIDG)
- **GIMAF** Grains Forum
- **DAWR** Non-Tariff Measures Industry Working Group

INDUSTRY TRAINING:

- Australia's first **tertiary qualification in Grain Management – GTA Diploma of 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 sampling
- **Building Grain Industry's skill set**

GRAIN TRADE AUSTRALIA

KEY ATTRIBUTES

Industry driven Self-Regulatory Framework

GTA is a member driven organisation whose core products and services provide industry with a Self-Regulatory Framework to facilitate trade.

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.

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 rigor and a cost-effective Dispute Resolution Service.

Strategic Direction

In July of each year, the GTA Board releases the GTA Strategic Direction. This “road map” 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.

Informing industry

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

GTA communicates with its Members on important GTA related issues via GTA Member Updates and a monthly Grain Matters e-newsletter, as well as disseminating broader market related matters via GTA Market Notifications. All these communications are openly available and retained on the GTA website (www.graintrade.org.au).

- **An industry responsible for itself (industry stewardship and management)** – self-reliant, but achieves Government support where common good outcomes are justified and necessary

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 aims 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
- **Knowledge sharing** – 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
- **Partnerships/linkages 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

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/influences 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 co-operative 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

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

CHAIRMAN'S REPORT



The combined Australian Grains Industry is one of Australia's largest agricultural production and export industries and, as such, is a major contributor to the national economy.

The 2017/18 cropping season produced 37.8 million metric tonnes (mmt) of winter crops and 4.2 mmt summer crops, (42 mmt combined) with an estimated farm gate value of \$A13.8 billion of grains, oilseeds and pulses. The total 2017/18 grain, oilseed and pulse exports are estimated to be around 30 mmt valued at around \$A10.8 billion¹.

The industry is benefiting from growing domestic demand estimated for 2016/17 at 9.5 mmt of wheat, canola and pulses and 6.7mmt of coarse grains, combining at 16.3mmt² of domestic disappearance.

Unfortunately, as you read this report the current cropping season is presenting very significant production challenges particularly in NSW and Queensland and our thoughts are with the affected growers, regional communities and businesses impacted by the continuing drought.

Despite seasonal variances, the grain industry has continued to grow over the last 10 years and has evolved from a regulated export environment to what is now an open, competitive and self-

regulated market that delivers value along the supply chain.

GTA's core mission is the facilitation of trade. This means, amongst other things, the movement of grain along the supply chain on a commercial basis and the ability for industry participants to manage and appropriately mitigate risk.

GTA's Trade Rules, Trading Standards, standard form Contracts and Dispute Resolution mechanisms are a key part of trade facilitation.

GTA's Dispute Resolution and Arbitration systems instills commercial confidence in our industry. Risk, in various forms, is involved in every commercial transaction and is priced into every commercial transaction. Managing risk is the core business of GTA Members. Having a reputable and efficient dispute resolution process means industry participants – including GTA members, producers and bankers – can have confidence in their contracts. If contract performance is delinquent then there is a recognised process to seek restitution.

This enshrines performance, instills discipline and creates confidence in the market. A market with no confidence in counterparties is a weak market. Increased confidence in the Australian grain market reduces risk and increases value across the entire industry. GTA is proud to play its role in delivering value to industry.

I must also acknowledge the role of our Arbitrators, who contribute their time pro-bono and are a critical part of the Dispute Resolution system. It was very gratifying to see that in a recent ACCC report on the Dairy Industry³, the GTA Dispute Resolution System

was highlighted to other agricultural industries as a model for them to consider adopting.

GTA's products and services provide the grain industry with an industry driven Self-Regulatory Framework. This benefits industry by providing base operating processes and procedures, flexibility and drives efficiency across the supply chain. It is important to note this Framework has been driven and developed by industry and GTA Members through participation in Technical Committees, Industry Working Groups, consultative committees, Member submissions, Training and Development programs, amongst others.

During 2017/18, GTA has reviewed and updated its Australian Grains Industry Code of Practice⁴. We would like to thank all who took part in this review and note the important work of the Industry Working Group formed for this review. We would also like to thank the Australian Government for providing funding and endorsing the revised Code of Practice.

Australia is the only major exporting nation that has such a Code of Practice that describes the base practices and processes to ensure quality assurance across the supply chain. This is so important for our customers who need to have confidence in the Australian grain they are buying.

GTA's on-line Code Assessment Program has been developed to establish a base level awareness and understanding of the Code, the Transport Code (TCoP) and the Technical Guideline Documents (TGD)s.

1 ABARES June 2018 Agricultural report, http://data.daff.gov.au/data/warehouse/agcomd9abcc004/agcomd9abcc20180619_9saNT/AgCommodities201806_v1.0.0_lr.pdf

2 ABARES, June 2018 estimate for 2016/17

3 ACCC Dairy Inquiry, April 2018, <https://www.accc.gov.au/publications/dairy-inquiry-final-report>

4 Australian Grains Industry Code of Practice, <http://www.graintrade.org.au/grain-industry-codes>

The Code Assessment program and its Industry Pathway Programs create an avenue for industry to develop a degree of demonstrable Code of Practice “accreditation”, and a means to demonstrate that industry understands the level of performance required in the Code and TGDs.

This is achieved by providing:

- a) **Industry Participants** with the learning and professional development opportunity based on the content of the Code; and
- b) **Industry Employers** (including GTA Members) with a structured program of professional development for their employees; a verifiable means to promote that their employees are competent and understand their obligations under the Codes and are knowledgeable of the issues outlined in the TGDs.

Over the past year GTA has established an Information Technology Advisory Committee (ITAC), to ensure that our industry keeps up with the rapid change in technology, and we are pleased this committee has been well supported by industry and government. The ITAC is tasked with ensuring GTA and the grain industry seeks to drive efficiency for the entire value chain through technology, at a non-competitive or commercial level, such as standardising industry reference data.

This committee is an addition to existing GTA Committees that cover Trading Standards, Commerce, Plant Breeding Innovation, Transport, Storage & Ports, and Trade & Market Access.

In addition, the Technical Committees commissioned sub-committees to draw further expertise and focus in several areas. These include:

- **Trading Standards Committee** – Food Safety, Methods, Visual Recognition, Oats Standards



MANAGEMENT OF GRAIN WITHIN THE AUSTRALIAN GRAIN SUPPLY CHAIN:

Australian Grain Industry – Code of Practice

FIRST EDITION PUBLISHED JULY 2013.
UPDATED MAY 2018.

Compiled on behalf of the Australian Grain Industry by:
Grain Trade Australia

- **Commerce Committee** – Pool Operating standards, Grower Contracts, Free on Rail contract, DCT Contract Review, Request for Export Permit Working Group
- **Transport, Storage and Ports Committee** – Safety, Health and Environment sub-committee

In March 2018 GTA, together with Australian Oilseeds Federation and Pulse Australia, led the Australian Grains Industry Conference (AGIC) Asia series in Thailand and China.

Following the Thailand conference, cargoes of Australian Barley were sold into the market, in a process that began with the information and networks established at the AGIC Asia event.

Participation in the AGIC Asia events continues to grow. As part of AGIC Asia series, GTA led Australian industry delegations in Roundtable sessions

involving local Government agencies and the trade, to support the development of mutual trading interests. These were very successful and have resulted in some encouraging projects being developed.

I would like to recognise the work and support of the Department of Agriculture and Water Resources (DAWR), Austrade, Department of Foreign Affairs and Trade (DFAT) and the respective Australian Embassies in the Industry Roundtable events.

GTA has also undertaken considerable work, on behalf of Members, on Trade and Market Access issues such as Non-Tariff Trade Measures (including Phytosanitary issues), Chemical Residues and Grain Assessment Harmonisation. GTA represents its members interests on several industry and government consultative committees and working groups, including the DAWR



International delegation to e-Phyto Symposium, Malaysia, 2018

Industry Consultative Committee, DAWR Industry Working Group on Non-Tariff Measures, DAWR Export Permit Working Group and the ACCC Agricultural Consultative Committee.

We have been particularly active in the development of global trade policy initiatives and frameworks through the International Grade Trade Coalition, with particular focus on trade harmonisation, objective and scientific basis for trade policies, MRL policies and innovative plant breeding techniques.

GTA, in conjunction with Grain Growers Limited (GGL) and Grains Industry Market Access Forum (GIMAF), produced a landmark report on the Impact of Non-Tariff Measures on the Australian Grain industry. This report has been used to highlight to Governments and policy makers in Australia, and globally, how NTMs can impact and restrict trade.

GTA presented at several global forums including the Global Symposium on e-Phyto in January 2018, on the Impact of Non-Tariff Measures on the Australian Grains industry, at ABARES Conference in Canberra in March 2018 and the International Grains Council Conference in London in June 2018.

An industry that prides itself on self-regulation must also take responsibility for its professional culture and image. GTA has a strong track record in its Training and Professional Development program that is, and has been, the foundation of so many people in the grain industry. GTA's fully accredited Diploma in Grain Management continues to deliver value to students and the industry, in addition to contextualised training programs provided by GTA. To have an accredited, recognised training program for our Industry will place

the Australian Grain industry in a strong position for continued growth and to maintain its competitive edge.

GTA also undertook to raise awareness across the grain industry on the impending changes to Chain of Responsibility legislation. This was done through the release of a Member Update and a series of Chain of Responsibility seminars held at 8 locations across the country, attended by over 150 industry participants.

The grain industry continues to develop and evolve. Recently, GTA and Australian Grain Exporters Association (AGEA) announced they were joining to create the Australian Grain Exporters Council as a sector council within GTA.

GTA was approached by AGEA and its members to seek opportunities for efficiency gains across industry and industry representation.

The Sector Council concept was proposed by AGEA and its members and supported by GTA. A Sector Council provides a meeting place for an industry sector, within the governance framework and administration provided by GTA.

I thank and acknowledge the leadership demonstrated by the AGEA Board and it's President Mr. Lyndon Asser.

I would also note the work of the Australian Grains Industry Discussion Group (AGIDG). The AGIDG consists of representative groups being Australian Oilseeds Federation, Grain Producers Australia, Grain Growers Limited, Pulse Australia, Australian Grain Exporters Council and Grain Trade Australia.

Under the current Chairmanship of Grain Growers Limited, a major focus has been on the allocation of the Wheat Industry Special Account funds and developing a mechanism for on-going support and funding of several Industry Good Functions and progressing the establishment of an Industry Good Company.

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, which importantly evaluates new wheat varieties in terms of end-product uses.

GTA provides secretariat support to National Working Party on Grain Protection (NWPGP) which conducts an annual open forum to address challenges and foster progress on important work on grain storage and chemical residues.

My sincere thanks to the work of the GTA staff, Technical Consultants and all the industry participants who volunteer their time to the work of Technical Committees and Industry Working Groups.

This is my last year, and annual report, as Chair of GTA. After 7 years as GTA Chairman, I advised the Board of my



Peter Reading (GTA Chairman) & Lyndon Asser (Chair – Aust Grain Exporters Council)

intention to retire. The timing is right from both an industry and organisation perspective. It has been my absolute pleasure to serve both the grain industry and GTA members.

It is interesting and worth reflecting on where we have come as a grain industry since the industry deregulated. Despite doomsayers, and regular challenges, the industry has continued to grow and prosper.

- Crop yields and production have continued to rise despite some challenging weather impacted years. This is a real credit to our farmers, researchers and the work done by the GRDC.
- There has been a significant increase in investments in ports and storage capacity both on and off farm.
- Growers now have many more options on how they store and market their grain.

- Many of the functions once carried out by AWB on behalf of industry are now effectively covered by industry, including the work done by GTA, the National Working Party on Grain Protection and Wheat Quality Australia.

In my view, for continued success, it will be important for the industry to continue to focus on key drivers including Genetics, the Environment, Management and an Open market environment.

- Genetics – Over the past few years we have seen strong advances in genetics and their potential impacts on yield, pest resistance and quality. It is hoped that with the rapid advances in plant breeding technologies – that science rather than emotion will drive their path to market and deliver the benefits that will flow from that technology.
- The only constant regarding the Environment is that it will continue to change and we must ensure the



The Hon Joel Fitzgibbon (Shadow Minister Agriculture & Rural Affairs) & Peter Reading (GTA Chairman)

industry adapts to the challenges and, in some cases, the opportunities these changes will bring.

- Management across the grains industry has always been at the leading edge in developing and adopting world leading practice change as evidenced by such production practices as minimum tillage and controlled traffic. There have also been significant advances in grain handling logistics and management.
- Finally, it is critical that there continues to be an open and commercially driven trade environment. We have already seen the benefits of this trading environment and we must ensure that it continues.

The biggest challenge the industry will have in the years going forward is the ability to produce enough of the quality grain that will be demanded by an ever-growing world population.

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

Having been involved in this industry for some time, it is enormously satisfying to see the strong evolution that has occurred in the grains industry. The industry is well positioned and I have great confidence in its future. I expect to see it continue to grow and know that GTA will continue to play an essential role in that growth.

Yours sincerely,

Peter Reading
Chairman





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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), communications, grain advisory services, professional services (legal and accountancy) and production sector groups.

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** and **Stewardship Programs**

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 members look to GTA to continually reassess and develop additional capacity. GTA has responded with the establishment of the Information Technology Advisory Committee (ITAC).

The Charter of this committee is to generate value to GTA members through the provision of a mechanism (ITAC) to review and share information, technology and new opportunities.

- GTA does not have a right to exist – it must *continually* earn that right from its members
- Members do not financially support GTA out of loyalty, rather by the value it offers to the commercial activities of each member via its products and services
- 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 scope and needs of members, the immediate business and industry environment

HIGHLIGHTS OF 2017/18

Strategic Direction

Publication of:

- GTA Strategic Direction 2017/18
- Revised Australian Grain Industry Code of Practice

Vital signs

Financial Performance

- Equity of \$1,174,913
- Profit of \$303,953
- Return to operating profit and rebuilding equity for 2017/18
- 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

Membership

- 282 members at 30 June 2018 (274 at 1 July 2017)

Trade facilitation products and services

Standards Committee – Grain Standards

- Annual Standards review
 - Publication of the Wheat Quality Australia Varietal Master List
 - Trading Standards for Wheat, Barley, other cereals published following review
 - Several Sub-Committees involved in ongoing reviews of various Standards issues

Commerce Committee – Contracts & Trade Rules

Released:

- GTA Contract No 6 – Grower Standard Form Contract
- GTA Contract No 7 – Free on Rail Standard Form Contract
- Technical Guideline Document No 4 – Operating Standards for Pool Operators

- Member Update on impending changes to Chain of Responsibility Legislation
- Member update on Circle Trade Settlement Date
- Member Update on Changes to Insolvency and Ipso Facto Laws
- Member Updates and Submissions on Location Differentials, Trade Rules and Standard Form Grain Contracts
- Member Update on revised Notices Clause in GTA Track Contract No 2

Currently reviewing:

- Location Differentials for 2018/19 season
- Buyers Call and Delivery Instructions
- GTA Contract No 4 – Delivered Container Terminal (DCT)

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
- Maximum Residue Limits for chemicals (MRLs)
- Impact of Non-Tariff Measures
- Market access for Feed grains in several south-east Asian Countries
- China Wheat/Barley Protocol and Industry Management Plan (IMP)
- Request for Export Permit Process Review
- Sampling protocols for export grain
- Mobile Bulk Loading protocols

Transport, Storage & Ports Committee

Reviewed:

- Ongoing review Grain Transport Code of Practice
- Updated Grain Transport Contract
- Several Technical Guidelines Documents (TGD) on various occupational health and safety process and procedures

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 – development of a series of Technical Guideline Documents

Plant Breeding Innovation Committee

Membership comprises relevant associations from across the grain supply chain.

The Committee also updated policies on:

- Genetically Modified Crops
- Low Level Presence (LLP) Initiative and
- Cartagena Protocol on Biosafety

The Committee made submissions to:

- Office of Gene Technology Regulator on Gene Technology Legislation Review
- WA GM Parliamentary Inquiry

The Committee completed projects on:

- 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

Information Technology Advisory Committee

A new Technical Committee, established in June 2018, with membership from across the supply chain and focus on industry information technology.

The Committee has commenced work on:

- Industry Standard Varietal Codes
- E-phyto certificates
- DAWR system consultation
- Electronic Vendor Declarations
- Industry Standard Codes

Dispute Resolution Service

- 61 (FY 17 – 14) Arbitrations commenced
- 9 (FY 17 – 8) Arbitrations finalised as follows:
 - 1 (FY 17 – 5) Awards released
 - 8 (FY 17 – 3) matters commercial settled prior to a Tribunal making a determination
- 62 (FY 17 – 70) Board Approved Arbitrators
- 5 (FY17 – 5) Board Approved Tribunal Chairman (Export Contracts)

GTA Training & Development Program

- 424 participants attended a GTA workshop/program
- 26 units of study made available through workshops directly to industry personnel
- 7 Professional Development programs delivered
- 23 workshops conducted nation-wide to members and the broader industry
- 3 in-house training workshops
- 8 seminars on changes to Chain of Responsibility Legislation to over 150 industry participants

Industry support products offered by GTA

Conferences

- Australian Grains Industry Conference (AGIC) – 1000 participants
- AGIC Asia – Thailand and China – over 280 delegates
- Australian Grain Storage & Protection Conference (NWPGP) Melbourne – over 130 delegates
- GTA Advisory & Compliance Workshop – 35 participants
- 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
- All Code of Practice, Transport Code of Practice and Technical Guideline Documents were revised in 2017/18
- On-line Code Assessment Program developed as part of revised Code
- Adherence to the Code is mandatory for all GTA members

Technical Guidelines Documents released in 2017/18

GTA TGDs compliment the Code of Practice and provide Industry with detailed information and procedural standards:

TGD No.	Title	Date
20	National Residue Survey Participation	May 18

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 and market requirements
- Continued GTA administrative support to activities of the NWPGP
- Convenor of Australian Grain Storage & Protection Conference
- Support the coordination of the June 2018 two day annual conference which drew 130 delegates

Publication of:

- Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances 2018/19

Advocacy

Domestic

- Dept. of Agriculture & Water Resources (DAWR) – export inspection & certification processes and trade and market access
- Dept. of Foreign Affairs & Trade (DFAT) – trade and market access
- Dept. of Agriculture and Water Resources (DAWR) – domestic issues
- Australian Pesticides and Veterinary Medicines Authority (APVMA)
- Food Standards Australia New Zealand (FSANZ)
- Codex Australia
- Office of Gene Technology Regulations (OGTR)
- Department of Transport and Infrastructure

International

- Input into development of a standard for the International Movement of Grain
- Global e-Phyto framework via IGTC
- New plant breeding techniques
- Global Low Level Presence Policy Initiative
- Cartagena Protocol on Biosafety
- Maximum Residue Limits via IGTC
- AGIC Asia – Government Round Table & Policy sessions
- International Grains Council NTM Presentation

Member

- International Grain Trade Coalition (IGTC) (Management Committee & Working Groups)
- Grain & Plant Product Export Industry Consultative Committee (GPPEICC) and sub-committees
- ACCC Agricultural Advisory Committee
- Grains Industry Market Access Forum
- DAWR Non-Tariff Measures Industry Working Group
- Agricultural Biotechnology Council of Australia (ABCA)
- National Measurement Institute (NMI) – Grain Quality Measurements Committee
- Australian Grains Industry Discussion Group (AGIDG)
- NSW Harvest Mass Management Committee

Presentations

Domestic

- Opening Address Australian Grain Industry Conference Melbourne – July 2017
- ABARES Conference – *Impact of Non-Tariff Measures on the Australian Grains Industry* – March 2018, Canberra
- DAWR NTM Working Group – *Impact of Non-Tariff Measures on the Australian Grains Industry* – April 2018, Canberra
- Numerous (221) stakeholder meetings, briefings to members, broader industry, government and their related agencies
- Agricultural Biotechnology Council of Australia – Low level presence (LLP) from a domestic incursion response and international trade (asynchronous approval) perspective
- GTA Chain of Responsibility Seminars – Dubbo, Wagga Wagga, Melbourne, Bendigo, Sydney, Adelaide, Perth and Toowoomba

International

- IGTC – *Global Symposium on e-Phyto* – Malaysia, January 2018
- AGIC Asia 2018 – Opening Conference Address – *Value from Australian Grain and Supply Chain Assurance*
- AGIC Asia Roundtables (China) *Australian Grains Industry and Industry Self Regulation* – March 2018
- International Grains Council Conference – *Impact of Non-Tariff Measures on the Australian Grains Industry* – London, June 2018

GTA BOARD

Directors

The names, qualifications, experience and special responsibilities of each person who has been a GTA Director during the 2017/18 year are:

Peter Reading	Appointed 27 August 2012
Qualifications	B.Sc. (Hons) Agricultural Science, University of Sydney
Experience	Currently – Independent Director of Batlow Apples, Executive Director of Botanical Resources of Australia, Chairman of Dairy Bio. Former Executive Chairman, Canola Breeders, Managing Director of GRDC and Grain Pool WA.
Category Nomination	Special Qualifications – Board appointment
Special responsibilities	GTA Board Chairman Chair – Governance Committee Member – Audit, Finance & Remuneration 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 – Transport Storage & Ports and Dispute Resolution Service Committees Member – Commerce, Membership and Governance Committees Legal Counsel to Grain Trade Australia Ltd.
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 – Standards, Membership and AGIC Committees
Malcolm Finlayson	Appointed 27 October 2015
Qualifications	Bachelor of Business Studies, MBA, CPA, MAICD
Experience	Director – Finesse Solutions Pty Ltd, Plant Health Australia Ltd, Wheat Quality Australia Ltd and Chairman, Theodore Water. Former director of Pentag Nidera Pty Ltd, director and CFO – Jossco Group & CFO – DR Johnston Group.
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 Chair of their Grains Committee, member Grains Policy Council of Grain Producers Australia.
Category Nomination	Special Qualifications – Board Appointment
Special responsibilities	Member – Governance and Dispute Resolution Service Committees

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 (5 yrs) and Grains Manager for International Malting Company (2005/2006). Former President of Grains Industry Association of Victoria (2012 2015). Active committee member of GIAV since 2006.
Category Nomination	Merchant Association
Special responsibilities	Chair – Commerce and Membership Committees Member – Governance 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.
Category Nomination	Merchant Association
Special responsibilities	Chair – Standards and Plant Breeding for Innovation Committees Member – Audit, Finance & Remuneration 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 Member – Plant Breeding for Innovation Committee
Ole Houe	Appointed 25 October 2016
Qualifications	BA in Economics – Denmark, BA in International Business – London, Masters of Applied Finance from Kaplan, MBA – AGSM, Sydney. MAICD.
Experience	Has been involved in International Trading for more than 20 years in a number of different roles in Grain, Sugar and Steel. Held international trading roles in the UK, Hong Kong and Australia. Former director of Barley Australia. Is a GTA arbitrator.
Category Nomination	Ordinary Level B
Special responsibilities	Member – Trade & Market Access and AGIC Committees
Lachlan Allen	Appointed 25 October 2016
Qualifications	Diploma agricultural Production – Adelaide University.
Experience	Commenced working in the grain industry in 2006 with ABB Grain Ltd. Has worked for a number of major grain trading houses including Viterra, GrainCorp and now Elders in roles from marketing cadet, customer relationship manager, grain merchant and commodity manager to National Grain Manager. Formerly held executive positions with GIASA and is a GTA/Nuffield Fellow.
Category Nomination	Merchant Association
Special responsibilities	Member – Trade & Market Access, Dispute Resolution Service and AGIC Committees
Lyndon Asser	Appointed 24 October 2017
Qualifications	Bachelor of Economics – Adelaide University and CPA.
Experience	Has 28 years' experience in grain trading, specialising in Barley. Currently, Senior Commercial Manager – Glencore Agriculture Pty Ltd, Australia. Formerly, with the Australian Barley Board SA, Viterra and joint head of Glencore's global barley trading operations in The Netherlands.
Category Nomination	Ordinary Level A
Special responsibilities	Deputy Chair – Trade & Market Access and Commerce Committees Member – Membership Committee

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 & Ports Committee
5. Plant Breeding Innovation Committee
6. Information Technology Advisory 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 available on the GTA website.



GTA ROLE – FACILITATION OF TRADE

Advocacy & Market Access Trade



- ✓ Policy – Trade & Market Access Committee (TMAC) – Policy
- ✓ Market Access – TMAC & NWPGP, NTMs
- ✓ Market Choices Framework (PBI)
- ✓ Framework – IGTC (IPPC, LLP, MRLs)
- ✓ Operational – GPPEICC & GIMAF

Commerce



- ✓ GTA Commerce Committee
- ✓ GTA Trade Rules
- ✓ GTA Contracts
- ✓ GTA Dispute Resolution Service
- ✓ Inventory Valuations (LDs)
- ✓ Operating Guidelines for Pools & Brokers/Agents

Grain Quality & Assurance



- ✓ GTA Trading Standards Committee
- ✓ GTA Code of Practice & TGDs
- ✓ NWPGP
- ✓ NRS
- ✓ Technical Engagement
- ✓ TGDs

Grain Movement & Logistics



- ✓ GTA Transport Ports and Storage Committee
- ✓ GTA Industry Working Groups
- ✓ Storage and Handling Agreements
- ✓ Transport Code of Practice and Contracts
- ✓ Chain of Responsibility

Data & Information



- ✓ GTA Information Technology Advisory Committee
- ✓ AGIC Conferences, Grain Storage Conference
- ✓ GTA Member Updates and Market Notifications
- ✓ Industry Databases

Stewardship & Capability



- ✓ Increase Industry capacity by providing vocational training and development programs
- ✓ Diploma Grain Management
- ✓ Code of Practice
- ✓ COR & Training
- ✓ Strong Governance

STANDARDS COMMITTEE

POSITIONING STATEMENT

GTA Trading Standards are the benchmark for the Australian grains industry. The objective is to unequivocally provide confidence in the quality of Australian grain to processors and consumers.



Objectives

- Consult with industry and develop Trading Standard to apply for the following season. Recommend to the GTA Board changes to existing grain Trading Standards for adoption
- In conjunction and following consultation with industry, consider quality assurance protocols across the grain value chain that assist in implementation of Trading Standards
- Advise on the effective adoption and implementation of the GTA grain Trading Standards by individual companies and by the relevant sectors of the industry

- Communicate between the GTA Board, Management and the Standards Committee on industry matters that relate to GTA grain Trading Standards

Standards Committee Activities

The GTA Standards Committee is responsible for the annual review and development of the coarse grain and wheat Trading Standards.

During 2018, the Committee undertook its annual review of the GTA Trading Standards, calling for submissions through two rounds of consultation with industry. A number of Sub-Committee meetings considered specific issues

identified for review during that submission process.

As a consequence of industry feedback, it was decided the 2017/18 version of the Visual Recognition Standards Guide would be used for 2018/19. Changes for the future season were identified during that process. Specific issues for change in 2018/19 Standards included a continuation of the removal of the “of which” statement in the defective category for sorghum. Further changes in other commodities are planned for 2019/20.

For barley, the tolerance for snails in all malting grades and F1 was reduced to better reflect market requirements.

The amended Wheat Quality Australia Wheat Varietal Master List was included in the Wheat Trading Standards and revised barley varietal list as provided by Barley Australia was included in the Barley Trading Standards.

All changes to Standards were included in the Standards database following its successful release prior to the 2017/18 harvest.

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
Rob Imray	Chairman	5	4
Andrew Goyder	GTA – Deputy Chair	5	5
Anthony Chapman	Australian Grain Export	2	2
Robert Eassie	Grain Producers Australia	5	4
Stephen Buick	Emerald Grain	2	2
Gerard McMullen	GTA Technical Consultant	5	4
Vince Moroney	CBH Group	5	4
Julie O'Dea	Viterra Australia	5	5
Adrian Reginato	Cargill Australia Ltd	5	4
James Saunders	Commodity Inspection Services	5	4
Luke Mathews	Grain Growers Ltd	5	5
Patrick Wilson	GrainCorp Operations Ltd	5	3
Brett Duczmal	Allied Pinnacle	2	1
Melinda Curwood	Emerald Grain	3	2
Paul Panozzo	Allied Pinnacle	3	3

COMMERCE COMMITTEE

POSITIONING STATEMENT

The purpose of GTA Contracts & Trade Rules is to facilitate trade by providing a constant and consistent methodology for conducting trade along the supply chain from producer to end consumer. The objective is greater commercial certainty, fairness and reduced risk for participants involved in grain supply chain transactions. An outcome is the promotion of broader industry confidence supporting the facilitation of trade.



Objectives

- Advise the Board on changes to existing and development of new, standard form Contracts and Trade 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 standard form Contracts and Trade 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 conducted a number of reviews during 2017/18 year including:

- 2017/18 Location Differentials
- Track Contract # 2
- Delivered Container Terminal Contract #4

- Publication of a new Free on Rail Contract #7
 - Publication of a new Grower Contract #6
 - Umbrella Style Road Freight Agreement
 - Chain of Responsibility – Impact on GTA Contracts
 - Legislative changes to Ipso Facto Rules
 - ACCC Ruling on AWB Pool Contracts
 - GTA Trade Rules (Rule 13) Delivery and Conveyance
 - GTA Trade Rules (Rule 18) Circle Trades
 - SA Location Differentials Methodology
 - Standard Operating Procedure for Reviewing Location Differentials
 - Standard Operating Procedures for Reviewing GTA Contracts
 - Standard Operating Procedure for Reviewing Trade Rules
- The GTA Commerce Committee reviewed and published Location Differentials for 2017/18, following the regular industry submission and consultation process.

Commerce Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Michael Wood	Chair	10	7
Lyndon Asser	GTA – Deputy Chair	4	1
Geoff Farnsworth	GTA Deputy Chair/Director	10	6
Darryl Borlase	ADM Trading Australia	10	6
Nathan Cattle	Clear Grain Exchange	10	8
Simon Gellert	Glencore Grain Pty Ltd	10	10
Belinda Turner	COFCO International	8	6
David McKeon	Grain Growers Ltd	6	1
Stephen Howells	Ridley Corporation	10	6
Michelle Kerr	Riordan Grains	6	4
Brant Laidlaw	Emerald Grain	6	4
Joshua Lawrence	Allied Pinnacle	10	5
Anthony Chapman	Australian Grain Export & Emerald Grain	10	8
Wade Dabinett	Grain Producers Australia	10	0
Luke O'Connor	GrainCorp Operations Ltd	10	9
Scott Haughton	Cremer Australia	4	3
Fiona McCredie	Grain Growers Limited	4	3



Following GTA Member consultation (via Member Update 10 of 17), the Commerce Committee amended the GTA Contract No.2 to include that a Seller is to provide a Buyer notice with evidence by email before 1600hrs on the last day of the delivery period, if they are aware they are in a string sale.

During 2017/2018 the Commerce Committee appointed a number of Sub-Committees to review specific issues including the Delivered Container Terminal No. 4 (DCT#4) Contract. The objective of this review was to consider a Member submission calling for improved clarity of the Contract around the Buyers Call provision, the delivery arrangements and other general areas of concern. This work is on-going, and the Committee expect to release a revised DCT#4 Contract in the latter half of 2018.

A joint Sub-Committee was also formed with the Transport, Storage and Ports Committee to consider and assist in the drafting of an umbrella style road Transport Agreement that will assist GTA

Members with Chain of Responsibility compliance. The proposed Agreement places a focus on the joint review and establishment of transport related risk controls and processes.

GTA Trade Rules were also a focus of the Commerce Committee in 2017/2018. Trade Rule 18 which focusses on Circle Trades was discussed within the Committee and via Member submission. The final decision on changes to Trade Rule 18 is expected during 2018/19.

Work also continues on Trade Rule 13, Delivery and Conveyance. A Sub-Committee has the task of determining how to ensure this Trade Rule best supports the GTA Contracts and industry practice. The Sub-Committee expects to release a re-draft of this Trade Rule 13 in the latter part of 2018 and call for industry submissions.

National Heavy Vehicle Law is expected to be updated in October 2018. Prior to its introduction the Commerce Committee sought a legal review on the impact these changes

may have on the existing GTA Contracts and whether updates are required to ensure compliance. This work has been completed and any required updates have been made.

Similarly, the Commerce Committee reviewed the impact of changes to the Ipso Facto clauses within Australian Insolvency Laws. Change to the legislation, introduced in July 2018 allow the administrator of a company in liquidation to select which existing grain contracts are to continue and to be complied with. The Committee issued a Member Update to provide a briefing to assist Members with understanding and preparation for the change.

Following industry submission, the Commerce Committee reviewed the methodology that underpins the process of setting the South Australian Location Differentials (SA LDs). At the end of the review, the Commerce Committee resolved to maintain the current methodology with an on-going focus of review and analysis of the SA LDs.

COMMITTEE FOR PLANT BREEDING INNOVATION

POSITIONING STATEMENT

The Committee for Plant Breeding Innovation 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*

Committee members

The Plant Breeding Innovation Committee's membership comprises of invited members from the relevant industry representative bodies and industry specialists in innovation and biotechnology as it relates to plant breeding.

In addition to formal meetings, two Committee updates were circulated to keep members updated on industry activities but where no decisions were required.

Committee for Plant Breeding Innovation Activities

The Committee had an active year with several key enquiries occurring in Australia, as well as continuing activities.

The Committee developed GTA submissions to:

- **Office of Gene Technology Regulator (OGTR)** – Options for Regulating New Technologies
- **Gene Technology Scheme Review**
- **WA Environment and Public Affairs Parliamentary Committee** – Inquiry into mechanisms for compensation for economic loss to farmers in Western Australia caused by contamination by genetically modified material

The Committee also had active engagement with;

- **IGTC on Low Level Presence (LLP)** policy and Plant Breeding Innovation (PBI)
- **LLP** – developing an industry LLP model to be presented at the Global Initiative on LLP meeting in Brazil in September 2018
- **PBI** – developing transparency/ information sharing position for discussion between IGTC and the International Seed Federation

The **Market Choice Framework** and **Industry Response Plan** are core activities for the Committee and the PBIC continues to consult with key industry groups regarding these documents.

Committee for Plant Breeding Innovation Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Rob Imray	Chairman	4	4
Jason Craig	Deputy Chair	4	3
David Hudson	SGA Solutions Pty Ltd	4	2
Nick Goddard	AOF /Pulse Australia	4	2
Tony Russell	GIMAF	4	3
Tanya Pittard	Grain Producers Australia	3	3
Tresslyn Walmsley	Wheat Breeders Reference Group	4	3
Bill Fuller	Australian Seed Federation	4	3
Michael Southan	GrainGrowers Limited	4	1
Tristan Coram	Australian Grain Technologies	3	1
Andrew Weidemann	Grain Producers Australia	1	0

TRANSPORT, STORAGE & PORTS COMMITTEE

POSITIONING STATEMENT

Ensure a competitive Australian grain industry by efficiently transacting and moving grain to domestic and overseas customers. This includes up-country receival and storage, rail and road transport, and efficient and equitable bulk and container port facilities.

Objectives

- Foster communication between the Board, Management and the Transport Storage & Ports (TS&P) Committee on industry matters that relate to logistical and supply chain issues
- Advise the Board of any recommendations made by the Committee in relation to changing legislation such as Heavy Vehicle National Law and Chain of Responsibility
- Advise the Board and report to industry on all other matters of relevance addressed by the TS&P Committee
- Report and make recommendations to the industry on potential changes to process and systems that may reduce impediments and provide a more secure and safe supply chain

Transport, Storage & Ports Committee Activities

Safety within the grain supply chain continues to play a major role and focus for the Committee. An appointed Sub-Committee is progressing the development of grain supply chain safety principles that will support company safety policies and procedures.

Impending changes to the Heavy Vehicle National Law (HVNL) and subsequent impact on Chain of Responsibility (CoR) compliance has been a particular

focus for the Committee – developing awareness and industry tools to manage its introduction.

The Committee has reviewed and updated the Grain Transport Code of Practice and, through active involvement and submissions, has played a role in shaping the outcome of the Transport Master Code of Practice that is under development. This input focussed on ensuring the Transport Master Code encompassed some of the key aspects of grain road transport.

Based on feedback from GTA CoR Compliance seminars, the Committee, in conjunction with the Commerce Committee, appointed a joint Sub-Committee to consider and draft an umbrella style Road Transport Agreement that will assist GTA Members with CoR compliance.

Process and documentation issues combined with food grade container supply shortages, inherent to the grain container supply chain, has been another focus for the Committee. This is a complex area with multiple participants. Issues and potential remedies have

been examined and discussed with the Department of Agriculture and Water Resources, Shipping Lines, Container Terminals, Exporters and Container Packers. This work is ongoing with an objective to improve the sustainability and performance of this supply chain.

Biosecurity within the supply chain remains a focus of the Committee. Due to cross-contamination of grain and treated fertiliser concerns, an initiative, generated and driven through joint discussion with the fertiliser industry, has resulted in the development of a one-page Fact Sheet promoting awareness and the requirement to wash out any transport and handling equipment.

The Committee endorsed a submission into the Government's National Freight and Supply Chain Strategy. This submission proposed fourteen recommendations supporting strategies for improvement to the country's infrastructure, planning and supply chain co-ordination.

Transport, Storage & Ports Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Geoff Farnsworth	Chair – GTA Director	3	2
Jason Craig	Deputy Chair – GTA Director	3	0
Steve Bruggemann	Nidera Australia Pty Ltd	1	0
Fiona McCredie	Grain Growers Ltd	2	1
Zsolt Szilassy	Viterra Operations	3	1
David Syme	Louis Dreyfus Company	3	3
Andrew Weidemann	Grain Producers Australia	2	1
Justin Bayles	CBH Group	3	2
Mark O'Brien	George Weston Foods	3	2
Shaun Williams	GrainCorp	3	3
Craig Dennis	Network Grains	3	1
Dene Ladmore	Quattro Ports	3	3
Bill Thompson	Emerald Grain	2	2
Alister Boyd	Cargill Australia Ltd	2	2
Richard Glasson	Arrow Commodities	2	1
Grant McDougall	Cargill Australia Ltd	1	1
David McKeon	Grain Growers Limited	1	0

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 bi-lateral and multi-lateral 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 international that directly affect the Australian commercial grain trade operating environment
- Provide guidance to GTA on implementation and communication of outcomes arising from forums noted in Point 3

Trade & Market Access Committee (TMAC) Activities

The TMAC provides input across a broad range of trade and market access issues and supports a very active program of work undertaken by GTA in this area.

The TMAC commenced the year with a face to face meeting in Melbourne with guest speakers including Katy Lee from IGTC and Richard Simonaitis from AEGIC.

Key activities for the Committee across the year included:

- China – ongoing monitoring of the Industry Management Plan, support and advice regarding issues around the wheat and barley protocol, development of proposals for new approaches regarding sampling and testing, support for the AGIC China event and Roundtable meetings

- India – advocacy around tariff changes and Sanitary and Phytosanitary (SPS) issues and prioritisation of market access issues for this market
- Maximum Residue Limits (MRLs) – remained a key focus of the Committee and endorsed a MRL priorities document that was submitted to the DAWR, engaged in the DAWR Non-Tariff Measures Industry Working Group – advocating MRLs as an issue of high priority
- Non-Tariff Measures (NTM) – key activity for GTA in 2017/18. Provided support, advice and endorsement for the outputs of landmark project (refer TMA section)
- Endorsed submissions to the Export Control Act and Australian Food Safety System
- Input into range of SPS issues across a number of markets
- Development of a GTA Market Notification Process to support AEGIC and identification of new market opportunities

In addition, the TMAC maintained input across core activities including:

- Dept. of Agriculture & Water Resources – Grain and Plant Products Export Industry Consultative Committee (GPPEICC) and Non-Tariff Measures Industry Working Group
- Global policy developments via membership of the International Grain Trade Coalition (IGTC), including issues such as e-Phyto, MRLs, ISPM and, in conjunction with the PBIC biosafety protocol, low level presence and plant breeding innovations
- Grain protection/chemical residues – National Working Party on Grain Protection (NWPGP)
- Participation in free trade agreement discussions and submissions in conjunction with other grain industry sectors
- Participation in outwards and inwards grain missions

Trade & Market Access Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Jason Craig	Chairman	5	4
Ole Houe	GTA – Deputy Chairman	1	1
Lyndon Asser	GTA – Deputy Chairman	4	4
Rob Dickie	CBH Group	5	4
Nick Goddard	AOF/Pulse Australia	5	4
Luke Mathews	GrainGrowers Ltd	5	3
Barry Large	Grain Producers Australia	5	0
Adrian Reginato	Cargill Australia Ltd	5	4
Richard Simonaitis	AEGIC	4	4
Tony Russell	Grain Industry Market Access Forum	5	4
Jason Shanley	GrainCorp Operations Ltd	5	5
Andrew Hannon	Viterra	4	2
Ravinesh Prakash	ADM Trading Australia	4	1
David Hudson	SGA Solutions	2	2
Lachlan Allen	Elders	1	0

INFORMATION TECHNOLOGY ADVISORY COMMITTEE

POSITIONING STATEMENT

Ensure the grain industry is sufficiently adaptable to capture the benefits of changes and advances in information technology, enhancing the facilitation of trade, through consultation and collaboration across the supply chain.

Objectives

- Advise the GTA Board of recommendations made by the Committee detailing opportunities to collaboratively investigate system, process and research initiatives that may resolve common grain industry process and transactional issues
- Foster communication amongst GTA Members and seek opportunities to share information, ideas and learnings across companies in the development of industry reference material, including common transactional processes
- Report and make recommendations to industry on potential changes to process and systems that may reduce impediments and support improved facilitation of Trade
- Identification of risks, gaps and opportunities for the grain industry from a data and information technology perspective
- Provide a consultative and advisory function to GTA Board, Technical Committees and, on behalf of industry, to stakeholders including Government Departments, Agencies and other relevant stakeholders to improve data exchange across industry and Governments (local and global) to facilitate trade efficiencies

Information Technology Advisory Committee Activities

During 2017/2018 the GTA Board approved the establishment of a new Technical Committee – Information Technology Advisory Committee (ITAC). The Committee's focus is on the data and transactional areas of the grain industry.

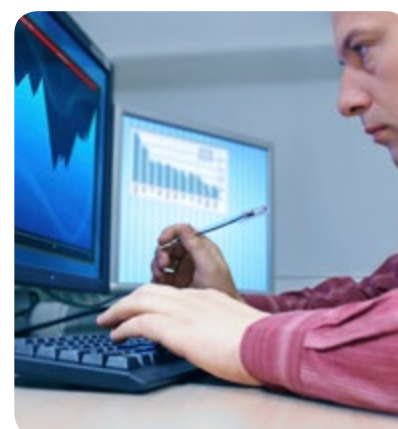
Following GTA Member requests the decision to introduce ITAC was based on the grain industry's high reliance on data and transaction processes, the many interactions between value chain participants, combined with the rapid pace of innovation in information technology.

This flow of data is important to the efficient facilitation of trade across the value chain. The nature and flow of data means there is potential scope for a broad and neutral organisation (such as GTA) to play a role in providing a collaborative and consultative platform for a cross section of industry.

GTA Members assisted in shaping and defining ITAC's role and objectives through participation at an industry Forum held prior to the formation of the new Technical Committee. This Forum held in Melbourne on 9 May 2018 allowed the wider member base an opportunity to discuss and provide input into the scope and objectives of the Committee.

The Information Technology Advisory Committee will become increasingly important to Members and the wider supply chain given the fast pace of change as new technology is introduced. Value will be generated for GTA Members through the provision of a forum to review and share information and address how industry uptakes new opportunities in technology.

Similarly, sharing of common problems and the joint design of initiatives to resolve these problems must generate greater efficiency than companies operating in isolation. Given the cost of Information Technology is a large burden on all business any opportunities to ensure effective design and expenditure in this area will be beneficial.



Information Technology Advisory Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Ole Houe	Chair – GTA Director	1	1
Rebecca Reardon	Deputy Chair – GTA Director	1	1
Ashley Cooper	Grain Growers Ltd	1	1
Dominic Dillon	Cargill Australia	1	1
Joshua Whiting	Emerald Grain Pty Ltd	1	1
David Houghton	Market Check	1	1
Mark Sloan	Plansafe Logistics	1	1
Scott McClure	GrainCorp	1	1
Tristan Coram	Australian Grain Technologies	1	0
Nathan Cattle	Clear Grain Exchange	1	1
Dennis Strydom	CBH Grain	1	1
Andrew Hannon	Viterra	1	1

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 with a second Director as Deputy Chair
- GTA Committee Members agree to participate on a Committee for the benefit of all Members. They do not represent the interests of any one industry sector or organisation
- All Committee Members agree to be bound by the GTA Anti-competitive Clause as tabled on the agenda at all meetings

INDUSTRY SUBMISSIONS DEVELOPED BY GTA 2017/18

Submitted to	Date	Topic
Department of Industry, Innovation and Science	18 June 2018	Measurement Law Review
Office of Gene Technology Regulator	24 May 2018	National Gene Technology Regulatory Scheme Review Interim Report
Food Standards Australia & New Zealand	11 April 2018	Consultation paper – Food derived using new breeding techniques
Agvet	28 Feb 2018	Off-label use Harmonisation Proposal
National Heavy Vehicle Regulator	23 Feb 2018	Practical Steps to CoR Compliance
Office of Gene Technology Regulator	18 Feb 2018	Proposed Amendments to Gene Technology Regulations
WA Environment and Public Affairs Parliamentary Committee	12 Feb 2018	WA GM Inquiry
National Measurement Institute	07 Feb 2018	Cost Recovery Implementation Statement- Consultation Draft
Dept Agriculture & Water Resources – Wheat Port Code Review Taskforce	19 Jan 2018	Port Code Review
Office of Gene Technology Regulator	15 Dec 2017	2nd Submission – Review of the National Gene Technology Regulatory Scheme
National Measurement Institute	30 Nov 2017	Review of criteria for acceptance of test results for pattern approval
Dept Agriculture & Water Resources	20 Oct 2017	Draft Export Control Bill 2017
National Heavy Vehicle Regulator	15 Sept 2017	Grains Industry Code of Practice
Department of Health – Gene Technology Review	14 Sept 2017	2017 Review of the National Gene Technology Regulatory Scheme
Dept Agriculture & Water Resources	11 Aug 2017	Grains Industry Information for renegotiation of CRA with Indonesia
Department of Infrastructure and Regional Development	17 July 2017	GTA Submission to National Inquiry into Freight and Supply Chain Priorities

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 involve international parties and the GTA FOB contract are 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.
- GTA Arbitrators are industry practitioners acting impartially in a voluntary capacity.

	2017/ 2018	2016/ 2017
No of arbitrations commenced	61	14
No. of arbitrations settled		
• Awards released	1	5
• Commercially settled prior to hearing	8	3
Active arbitrations as at 30 June	60	8

Summary of arbitration award outcomes

Arb. No.	Type of arbitration	Claimant	Respondent	Award in favour of
229	Fast Track	Grain trader	Grain trader	Respondent

Arbitration summaries

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

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 2018

Surname	First name	Organisation
Allen	Guy	Advance Trading Australasia
Basnett	Tom	AgRisk Management Pty Ltd
Barron	Graham	Grain Producer – NSW
Bonfante	Angela	Grainpro Pty Ltd
Benham	Jock	GrainCorp Operations Limited
Bennett	Steve	Bunge Agribusiness Australia Pty Ltd
Brealey	Rob	COFCO International
Burt	Steve	WW Agri
Carroll	Greg	M C Croker Pty Ltd
Cattle	Nathan	Clear Grain Exchange
Clancy	Simon	IKON Commodities
Clark	Richard	Grain Producer – NSW
Cooper	Brett	INTL FC Stone
Coventry	Charles	Broun & Co Grain P/L
Dalgliesh	Ian	Rise Agribusiness
Danieli	Robert	D & M Stockfeeds
Delahunty	Leo	Grain Producer – VIC
Dickie	Rob	CBH Grain
Dubey	Sanjiv	Grain Trend Pty Ltd
Fahy	Jack	Max Grains Pty Ltd
Fry	Julian	Glencore Agriculture Pty Ltd
Goyder	Andrew	Grain Link WA Pty Ltd
Hall	Anthony	Agfarm Pty Ltd
Heinjus	Chris	Rural Directions Pty Ltd
Houe	Ole	IKON Commodities
Howells	Stephen	Ridley Agriproducts
Kelly	Matthew	KM & WM Kelly & Sons
Kerr	Michelle	Riordan Grain Services
Langtry	Gerard	Langtry Logistics
Lengren	David	Industry Consultant
Leong	Ervin	Unigrain Pty Ltd
Lewis	Mark	Riordan Grain Services
Lumsden	Callum	Grain Producer – WA
Massina	James	Cargill Australia
Marshall	Ray	Grain Producer – WA
McKay	Robert	Industry consultant
McMahon	Malcolm	Emerald Grain
McMullen	Gerard	McMullen Consulting Pty Ltd

Surname	First name	Organisation
McNair	Simon	Industry consultant
Mead	Andrew	ADM Trading Australia
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
Schofield	Justen	AgLink CMS
Storey	Ron	Pulse Australia
Syme	David	Louis Dreyfus Australia
Tainsh	Sam	GrainCorp Operations Ltd
Teague	Tim	Teague Australia Pty Ltd
Tuohey	Peter	Grain Producer – VIC
Vater	Kim	A W Vater & Co
Warden	Neil	Grain Producer – NSW
Whitwell	Chris	Basis Commodities Pty Ltd
Wilsdon	Andrew	Glencore Agriculture Pty Ltd
Wilson	Pat	GrainCorp Operations Ltd
Wood	Michael	Rural Logic
Woodhouse	Andrew	Advance Trading Australasia
Woods	Gerard	Industry Consultant
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	Industry Consultant
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 CHAIRS (EXPORT CONTRACTS) **AS AT 24 OCTOBER 2017**

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
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 the industry's human resources, ensuring that trade facilitation processes are well understood at all links in the grain value chain.

Grain Trade Australia has become the main developer and deliverer of market-specific accredited training and professional development programs for the grain industry.

GTA will be recognised as an organisation that encourages and recognises its strength and support to the upskilling of the grain sector workforce and leadership attributes in industry personnel.

GTA Diploma of Grain Management

The past year has seen the first graduates for the Diploma of Grain Management. The first two graduates were awarded their Diplomas in August 2017 at AGIC Melbourne. South Australia and Western Australia were the first states to have candidates awarded the Diploma.

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.

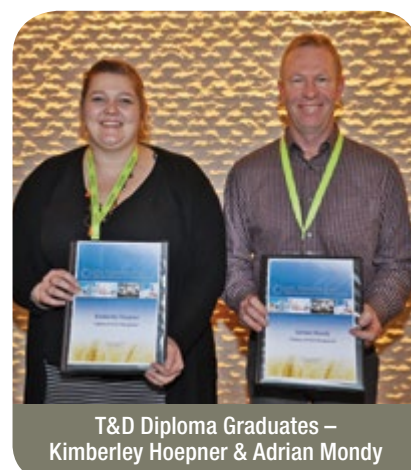
Workshops/Courses conducted in 2017/18

Course/workshop	Location	Registrations
GTA Trade Rules and Contracts	QLD, NSW, VIC, SA, WA	40
GTA Grain Standards	VIC, QLD, NSW, SA, WA	38
Grain Merchandising	VIC, NSW, QLD	21
Understanding Grain Markets	WA, VIC, SA, QLD, NSW	42
Grain Accounting	NSW, WA	10
GTA Dispute Resolution & Arbitration	VIC, QLD, SA, NSW	12
In-House training	VIC, WA	34
Advisory & Compliance Workshop	Melbourne	53
Export Contracts & Documentation	Melbourne	18
Chain of Responsibility Seminars	QLD, NSW, VIC, SA, WA	156
Total		424

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

GTA has been delivering the Diploma of Grain Management, an accredited qualification, for three years. The Diploma of Grain Management is a fee for service qualification and is modelled on self-paced learning. The Australian Skills Quality Authority (ASQA) regulates qualifications and training providers, to ensure nationally approved quality standards are met. The ongoing review and development of resources by industry experts for the implementation and delivery of the Diploma has been recognised by industry. This places the Diploma in a strong position in its ability to deliver accurate and current information with direct context and relevance to the grains industry.

The Diploma was included on the Industry Skills list in 2018, which will further the recognition of this qualification.



T&D Diploma Graduates – Kimberley Hoepner & Adrian Mondy

To achieve the Diploma, 10 units must be completed – 3 core and 7 electives. A list of the units delivered in the Diploma of Grain Management is available on the GTA website

- The Diploma is now recognised, established and supported within the industry sector, with 190 commencements and students having graduated in the Diploma with a number having completed skill sets. Interest in the Diploma has increased significantly, with enquiries from all sectors of the industry. The opportunity of completing individual units from the Diploma to form skill sets, relevant to the varying work place skills and knowledge

requirements, has proven to be popular. An accredited Statement of Attainment is awarded on completion of a skill set.

- Industry personnel completing the Training & Development workshops have the option to complete the formal assessment for the relevant unit in the Diploma on the online Student Learning Platform. This platform allows the student to access contact with the trainer/ assessor and streamlines the process of assessment for the student.

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

- Recognition of Prior Learning (RPL) is offered for those who have previously attended GTA courses or believe they have met the requirements of the Diploma through relevant industry experience. The RPL process has proven to be a positive pathway for many students and can be used for all or part of a unit.
- GTA is able to deliver in-house training which is streamlined for organisations that have a number of staff requiring upskilling in specific areas. GTA has delivered several workshops to corporate clients, in specific skills and knowledge areas, and contextualise the workshop content to meet individual organisations requirements, related to a skills and knowledge gap. This has proven to be a positive pathway in meeting individual organisations staff training goals.
- GTA Training & Development delivered two stand alone workshops during the year. In May the two day Export

Documentation course was delivered in Melbourne. The course covered the necessary documents from the export trade to delivery, and the ten presenters were all industry experts in their fields. Participants from all states attended. The one day Advisory and Compliance workshop was delivered in July and once again the topics were varied and of specific interest to the participants. These were delivered by six presenters highly respected in their fields.

- To support the GTA core objective of a well informed industry, Chain of Responsibility (COR) Seminars were delivered to address the changes in Legislation occurring from July 1st 2018. The seminars delivered information to the grain sector on the basis of "Can your business comply". The presenters, Tim Ross, GTA Projects Manager and Geoff Farnsworth, Partner – Holding Redlich and Director of the Australian Logistics Council, delivered information regarding the history of COR, the impact, risk, responsibilities for all parties linked to in the grain transport supply chain. Seminars were delivered in Dubbo, Melbourne, Bendigo, Sydney, Toowoomba, Adelaide and Perth with 156 attendees.
- Further development and implementation of resources for the Diploma and other training needs will continue.
- GTA has developed training and assessment programs to assist its members and industry participants to upskill their staff and meet the needs of the Australian Grain Industry Code of Practice. This Code Assessment Program is an on-line training tool comprising assessment modules in specific grain value chain pathways.
- GTA Training and Development programs are available to all interested parties as well as GTA Members.

Registered Training Organisations (RTOs)

GTA has partnered with the following RTOs who are responsible for ensuring GTA applies the appropriate level of academic rigor in the conduct of the Diploma units. The RTOs may also offer some elective units for the Diploma. It is beneficial for GTA members and the wider grain industry to have providers that cover the grain belt across the country.

The organisations are:

Great Southern Institute of Technology – Albany WA

Established in 1974, the Institute is the largest training provider in a region that covers an area of 40,500 square kilometres. Primary campus is located in Albany with five other sites throughout the southern areas of the state.

Wodonga TAFE – Albury/ Wodonga VIC & NSW

Founded in 1986, Wodonga TAFE is a highly regarded training institution that captures both regional VIC and NSW. Training is also delivered in every mainland state and territory in Australia. Wodonga was judged Australian Large Training Provider of the Year in 2008.



TRADE & MARKET ACCESS

Trade and Market Access continues to be a core and growing task of GTA. In line with this, GTA has increased its activities and resources in relevant initiatives over time. A critical component of the trade and market access activity is developing industry priorities and advocating these with Government. As such, GTA works closely with the Australian Government and international colleagues to pursue outcomes that benefit the grains industry.

Current trade and market access 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 several sub-committees such as Finance, Sampling, Request for Permit and Mobile Bulk Loading.

The Grain and Plant Products Export Industry Consultative Committee (GPPEICC) is the principal forum for the Department of Agriculture & Water Resources (DAWR) to consult with grain, fodder, nuts, seed and timber industries on export inspection and certification, export market access and other relevant issues.

GPPEICC aims to provide effective consultation, communication and partnership between DAWR and industry stakeholders involved in export of Prescribed Goods by ensuring stakeholders' views are given due consideration.

Major issues addressed by the GPPEICC:

- Fees and charges – grain export program
- Industry Management Plan (IMP) for the Chinese Wheat/Barley Protocol
- Export Permit Request Processes (Request for Permit)

- Authorised Officer (AO) – Bulk Vessel inspection at anchor
- Introduction of global e-Phytos ((International Plant Protection Convention)
- Development of an International Standard on Phytosanitary Measures on the International Movement of Grain
- Review of Export Legislation
- Representative sampling of export cargoes
- Development of export management IT systems
- Authorised Officer (AO) program
- Mobile Bulk Loading systems

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

GTA maintains a close working relationship with the DAWR Agriculture Policy Division. Over the last twelve months, GTA has had more proactive involvement with the policy division in relation to:

- the Australian Grains Industry Discussion Group strategic plan for industry good activities and use of WISA Funds
- Australian Government representation at international meetings such as Global Initiative on Low Level Presence, COP-MOP relating to biosafety protocol, International Standard on Phytosanitary Measures (ISPM)
- Review of Port Code
- Market Access for Australian grains
- Free trade agreements and regional Government initiatives through forums such as APEC, ASEAN, etc

3 MARKET ACCESS ACTIVITIES

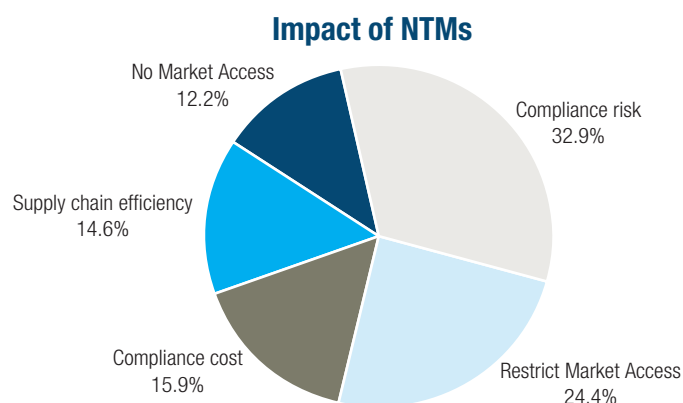
GTA significantly increased its activity in market access activities during the year.

Importantly for the industry, the focus on non-tariff measures was moved front and centre with several key activities, including:

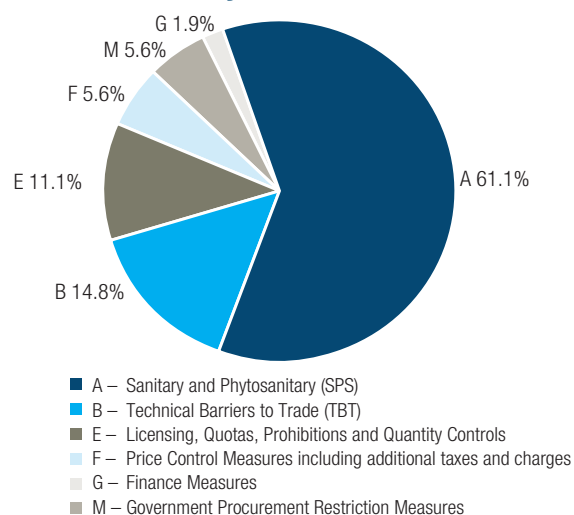
- i. GTA led a project on Identifying and Prioritising Non-Tariff Measures (NTMs) – The GTA CEO chaired an industry steering committee that oversaw this project, funded by DAWR and GRDC, and resulting in the development of a landmark report for the industry.

The results of this first comprehensive survey of non-tariff measures (NTM) which affect the Australian grains industry provided the opportunity to communicate to government, and international and domestic stakeholders, the impact of NTMs for the purpose of improving market access for Australian grains and delivering improved farm-gate returns for Australian grain growers. The project brought together representatives from across industry, led by Grain Trade Australia, GrainGrowers and GIMAF.

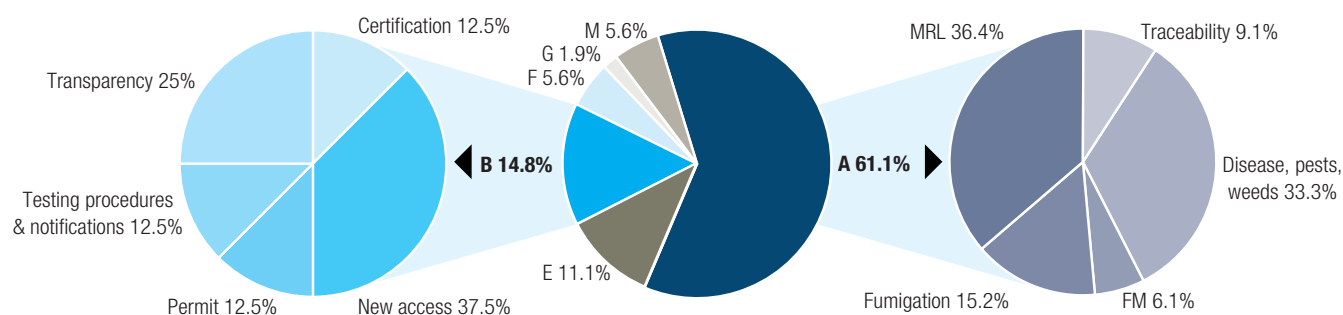
Successive Australian governments have been highly effective in liberalising international trade with key grain trading partners. Free Trade Agreements and World Trade Organisation reforms have delivered a reduction in tariff rates across a range of export markets, resulting in the expansion of export market opportunities. However, while tariffs and quotas are still important in some markets, in general they are now less restrictive and harmful for the grains sector than the emerging and growing NTMs that affect trade.



Grain NTMs by UNCTAD classification



Grain NTMs by UNCTAD and grains industry classification



The report identified some 54 NTMs across 15 markets, including many of Australia's most important markets.

The Steering Committee is continuing its work to develop strategies to address the identified NTMs.

- ii. Development of a market access database which will capture and manage market access issues for the industry. This was developed in conjunction with GIMAF with funding from the Wheat Industry Support Account (WISA).
- iii. Representation on and active participation in DAWR's NTM Working Group which is a cross commodity group that assists the Government prioritise NTMs. This has, for the first time, provided the grains industry with a voice on this Committee.

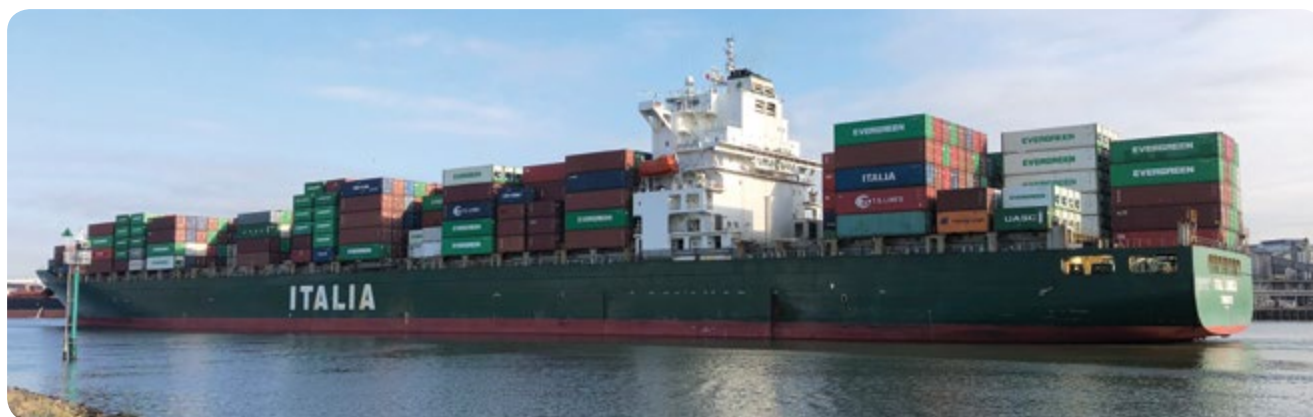
GTA has worked closely with GIMAF to review and shape tools such as the China Industry Management Plan to build confidence with both the Australian and Chinese Government authorities that Australian grain meets all import requirements, while ensuring that the grains industry can continue to operate efficiently and cost effectively.

GTA has worked with GIMAF to provide input into Australian Government submissions to overseas markets on various technical matters relating to trade.

GTA proactively initiated and facilitated roundtable industry/Government discussions in Thailand and China as part of the AGIC program. Supporting these roundtables, GTA worked with Grain Growers Limited to develop a submission to the Indonesia-Australia Comprehensive Economic Partnership Agreement negotiations in relation to improved access for feed grains.



Professor Li Dogsen – AGIC Asia (China)



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

The development of trade agreements, on both bilateral and 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 of 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 included:

- 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
- Plant breeding innovation regulation and industry information sharing policies
- Chemical Issues such as maximum residue limits (MRLs)

- Development of e-Phyto capability
- International Standard on Phytosanitary Measures

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

GTA action: *GTA will liaise with the Australian Seed Federation and CropLife Australia to ensure that Plant Breeding Innovations are introduced in a manner that does not disrupt trade. GTA is an active participant in the IGTC Working Group. GTA has provided submissions to both the OGTR and Gene Technology Scheme reviews.*

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	Rosemary Richards
Introduction of global e-Phytos	Develop e-Phyto capability on a global basis via a dedicated IT hub.	Rosemary Richards
International Standard on Phytosanitary Measures on the International Movement of Grain	Ongoing input into the discussion on development of the Grain Standard	Gerard McMullen (Team Lead)
Development of Low Level Presence (LLP) policies	Address all matters related to LLP, including Global Low-Level Initiative (GLI)	Rosemary Richards
Plant Breeding Innovation (PBI)	Prepare IGTC policy to enhance science-based approach to regulation of PBI applications and develop industry policies and practices regarding transparency and information sharing	Rosemary Richards
Maximum Residue Limits (MRLs)	Input into the advocacy strategy and IGTC survey of members to gather data on impacts of MRL issues.	Gerard McMullen



IGTC Panel, International Grains Conference, London, 2018

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 but not in the country of import. Australia is a member of the Global Initiative on Low Level Presence (GLI) which is a group of like-minded Governments that have come together to discuss issues around LLP policies. GTA, via IGTC, continues to have input into development of LLP policy frameworks.

GTA action: *GTA will continue to advocate that Australia needs to have a strong representative presence at GLI meetings and will continue to actively participate in IGTC activities on LLP.*

Chemical Residues (MRLs)

GTA continued liaison with the IGTC and National Working Party on Grain Protection (NWPGP) on the impacts of MRLs on food safety and global trade

of grains. Through IGTC a survey of industry on the impacts of missing MRLs in importing countries for various chemicals and commodities was developed. Ongoing advocacy with IGTC, DAWR (Trade and Market Access, National Residue Survey) and industry continues.

GTA Action: *GTA continues to liaise with all parties in Australia and with IGTC on the impacts of MRLs on the effective export of grains from Australia in order to pursue development of MRLs that facilitate trade and do not compromise food safety.*

Cartagena Protocol on Biosafety

The Cartagena Biosafety Protocol (CBP) is a founding issue for the IGTC and relates to the international movement of products that may contain Living Modified Organisms (LMOs) derived from modern biotechnology. In June 2018, the 171 Parties to the Protocol cover more than 85% of the world's grain

trade movements. IGTC has advocated strongly at all Meeting of the Parties (MOP's) to ensure that the Protocol would not inhibit trade.

Every two years, national and regional governments that are 'Parties' to the CBP meet to amend or update core texts, as well as agree on guidance to implement specific provisions. These negotiations take place as part of the wider UN 'Convention on Biodiversity' (CBD) and its other provisions such as the Nagoya Protocol on Access and Benefit-sharing. As such, the meetings are often referred to as the 'Conference of the Parties' (COP) and the 'Meeting of the Parties' (MOP).

GTA action: *GTA remains engaged in discussion on the Protocol, through participation on the IGTC working group. GTA continues to advocate that Australia needs to have a representative presence at COP-MOP 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 2018/19. GTA further supports the NWPGP by planning and administering all aspects of their annual conference.

2018 Annual Conference

The NWPGP Annual Conference (known as the **Australian Grain Storage and Protection Conference**) took place in Melbourne on 19-20th June 2018 with over 130 delegates in attendance.

Delegates came from the entire grain supply chain and included growers, storage and transport operators, end users, traders, researchers, chemical registrants and related service providers, and government agencies. It also attracted several international delegates.

The conference program was diverse and included speakers covering:

- Updates on industry efforts to meet changing Market MRL requirements
- Industry performance in meeting market MRLs
- Latest Insect infestation trends
- Discussion on Pesticide residue violations and systems to minimise their occurrence
- The latest storage practices
- Research into alternative measures to implement the Insect Resistance Management strategy
- The effectiveness of previous research activities into storage and insect control management practices

A number of industry working groups were formed including:

1. The phosphine label has continued to be reviewed and the working group continues to develop a strategy for adoption of the recommended changes to the label.
2. The Glyphosate on Barley working group continues to review data developed from trials reviewing the impact of use on barley.
3. Development of recommendations for implementation of various storage type designs on-farm and in the BHC system.
4. A number of working groups are reviewing specific chemical/ commodity use issues and the impacts on marketing of grain. Similarly, data available for industry use from residue testing programs is being considered to assist industry endeavours to meet market requirements for chemical residues.

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

- Continued support for the current NWPGP mechanism involving liaison between the Chair of the NWPGP and the National Residue Survey to facilitate the establishment and or maintenance of overseas MRLs as requested by industry
- Compliance with market MRLs remains at a very high level as per recent seasons
- A number of applications are being considered to overseas countries for adoption of Import tolerances for various chemicals and commodities of importance to the industry
- The **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 has been updated and also placed on the GTA website for industry use



AUSTRALIAN GRAINS INDUSTRY CONFERENCES

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 AGIC

Australia conference in Melbourne 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 Asia now includes Government Roundtable meetings as part of the overall program. The Roundtables seek to engage with Government agencies and discuss relevant issues including quality assurance processes in the Australian grain supply chain.



AGIC Australia – Melbourne, 2nd & 3rd August 2017

The 2017 Australian Grains Industry Conference was highly successful with over 800 delegates participating in conference activities at various stages over the two days; strong sponsor support; high level of media coverage; new look exhibition and several high level international and local speakers.

The 2017 Conference program was built around the theme of “*Global Trends – is quality Australia’s Trump card?*” and featured a high-level “CEOs in Conversation” session involving Emma Alberici in conversation with Tim Hart, CEO Ridley, Brenden Bourke, CEO Melbourne Ports and Graham Turley, Managing Director Institutional Banking, ANZ.

A strong list of international and local speakers included sessions on global markets, trade policy trends, domestic demand trends, and the impacts of technology and investment on the grains industry.

The conference was opened by The Hon. Joel Fitzgibbon, Shadow Minister for Agriculture.

AGIC continues to be the key 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 event for industry participants to network and hear from high quality experts presenting 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 in the grains supply chain.

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



AGIC Australia



Emma Alberici, Brendan Bourke, Tim Hart & Graham Turley



Judy Kennedy, Philippa Jones, Katy Lee & Sara Wyant



Hon Joel Fitzgibbon – Opening conference address



Bernie Su & Claudia Farnsworth



Emma Alberici & Pat O'Shannassy



Vikki Fisher, Gerard McMullen & Sally Standen



Thomas Mielke, Stephen Thompson & Jeffrey McPike



AGIC Asia – Thailand and China – March 2018

GTA expanded its AGIC Asia program in 2018 with events in Thailand (Bangkok – 20th March) and China (Shanghai – 22nd March). This year's events built on the success of last year's conferences in Vietnam, Indonesia and China. Attendance numbers for the two events were strong with over 280 people in attendance over the two venues.

Asia is an extremely important and significant market for the Australian Grains Industry. Providing information and a clear and consistent message about the Australian industry, its quality and reliability is very important for all sectors of the Industry and particularly for Australian grain growers. The theme this year was around Australia's value proposition comprising grain quality, nutritional features, surety, reliability, reputation and confidence.

The events were well attended by both flour and feed millers and reinforced the strong position that Australian grain holds in these markets. AGIC returning to China was strongly supported with solid attendance at the Shanghai event. The China event featured a presentation from local Professor Li Dogsen on beneficial methods of using Australian flour for noodle making and closed with a demonstration of noodle and bakery products made exclusively from Australian wheat.

This year the program, again, featured roundtable discussions in both countries – Bangkok in Thailand and Beijing in China. This was the second year the Roundtable activities were held by GTA and were targeted at leveraging the AGIC Asia events to improve Government and industry relationships in key markets. The Roundtables have increased opportunities for trade facilitation, market access and promotion resulting in improved development of trade policy and communication between respective Asian and Australian industries, at both a commercial and technical level.



AGIC Asia (China)



AGIC Asia (Thailand)



AGIC Asia (China)



AGIC Asia (China)



AGIC Asia (China)



AGIC Asia (China)

The AGIC Asia conference and Roundtable events are very valuable to supporting the maintenance and growth of these important markets for the Australian grain Industry.



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” products and services, i.e. the GTA management team and Technical Committees; and
3. All industry support products will be offered to members at a fee that will encourage participation but also reflects a reasonable return on funds invested by the broader membership.

Financial position

GTA recorded a surplus of \$303,953 with equity of \$1,174,916 and cash reserves of \$1,289,981 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 2018, 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. Funding provided by Dept. Agriculture & Water Resources (DAWR), through the Package Assisting Small Exporters, resulted in a review of the Australian Grain Industry Code of Practice which underpins the self-regulatory framework provided for all GTA members and the wider grain industry. Whilst there was no financial gain from this activity, ultimately, all of industry benefits from the provision of the service.
2. AGIC ASIA 2018 activities resulted in a deficit of \$4,000 against budget. Although the financial result could be considered disappointing, the tangible benefits from this activity have been quantified by GTA members as an increase in export activity. This affirmative action will drive the continued delivery of this program.
3. The company successfully applied for acceptance to the Export Market Development Grant list. This entitled the company to apply for the reimbursement of funds expended in the past in pursuit of Export Market Development activities amounting to \$125,705 which has been recognised as income during the year.
4. Following a comprehensive review of members' categories for the 2016-17 financial year, several members were re-aligned to a more appropriate category of membership – resulting in an increase in membership fee revenue of approximately \$55,000.
5. Expenses to operate GTA were again contained to essential services, resulting in a significant reduction against budget. Actual expenditure \$1,016,524 against a budget of \$1,081,543. This containment facilitated additional project services expenditure, directly benefiting members.

The following information was extracted from the financial statements of Grain Trade Australia Ltd for the year ended 30 June 2018 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 2018

	2018 \$	2017 \$
Revenue	2,353,993	2,281,919
Expenses		
Direct Expenses	(724,495)	(674,040)
Employee benefits expense	(664,553)	(697,165)
Depreciation and amortisation expense	(8,974)	(10,072)
Rental and lease costs	(73,171)	(69,708)
Consultancy and legal expenses	(90,169)	(37,998)
WQA expenses	(4,847)	(6,871)
Travel and accommodation	(136,635)	(135,923)
Special projects	(197,784)	(419,288)
Other expenses	(149,412)	(180,219)
Surplus before income tax expense	303,953	50,635
Income tax expense	-	-
Surplus after income tax expense for the year attributable to the members of Grain Trade Australia Ltd	303,953	50,635
Other comprehensive income for the year, net of tax	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	303,953	50,635

Statement of Financial Position

As at 30 June 2018

	2018 \$	2017 \$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	672,116	562,653
Trade and other receivables	848,979	198,261
Other assets	906,179	930,853
TOTAL CURRENT ASSETS	2,427,274	1,691,767
NON-CURRENT ASSETS		
Property, plant and equipment	4,639	12,334
TOTAL NON-CURRENT ASSETS	4,639	12,334
TOTAL ASSETS	2,431,913	1,704,101
LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	73,920	231,809
Employee benefits	46,688	31,990
Other	1,118,248	553,479
TOTAL CURRENT LIABILITIES	1,238,856	817,278
NON-CURRENT LIABILITIES		
EMPLOYEE BENEFITS	18,141	15,860
TOTAL NON-CURRENT LIABILITIES	18,141	15,860
TOTAL LIABILITIES	1,256,997	833,138
NET ASSETS	1,174,916	870,963
EQUITY		
Retained earnings	1,174,916	870,963
TOTAL EQUITY	1,174,916	870,963

Statement of Changes in Equity For the Year Ended 30 June 2018

2018	Retained Earnings \$	Total \$
Balance at 1 July 2017	870,963	870,963
Surplus after income tax expense for the year	303,953	303,953
Other comprehensive income for the year, net of tax	-	-
Total comprehensive income for the year	303,953	303,953
Balance at 30 June 2018	1,174,916	1,174,916

2017	Retained Earnings \$	Total \$
Balance at 1 July 2016	820,328	820,328
Surplus after income tax expense for the year	50,635	50,635
Other comprehensive income for the year, net of tax	-	-
Total comprehensive income for the year	50,635	50,635
Balance at 30 June 2017	870,963	870,963

Statement of Cash Flows For the Year Ended 30 June 2018

	2018 \$	2017 \$
CASH FLOWS FROM OPERATING ACTIVITIES:		
Receipts from customers	2,455,166	2,454,862
Payments to suppliers and employees	(2,365,627)	(2,293,278)
Interest received	21,203	12,782
Net cash provided by operating activities	110,742	174,366
CASH FLOWS FROM INVESTING ACTIVITIES:		
Payments for property, plant and equipment	(1,279)	(5,298)
Proceeds from the disposal of property, plant and equipment	-	200
Net cash used in investing activities	(1,279)	(5,098)
Net increase in cash and cash equivalents	109,463	169,268
Cash and cash equivalents at the beginning of the financial year	562,653	393,385
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL YEAR	672,116	562,653

Members

Membership List as at 30 June 2018

ORDINARY MEMBER (TRADING)

Level A1 (over 7 Million Tonnes)

Co-operative Bulk Handling Limited
Glencore Grain Pty Ltd

Level A2 (5–7 Million Tonnes)

Graincorp Operations Ltd

Level A3 (3–5 Million Tonnes)

ADM Trading Australia Pty Ltd
Cargill Australia Limited

Level A4 (1.5–3 Million Tonnes)

Bunge Agribusiness Australia Pty Ltd
Cofco International
Emerald Grain Pty Limited
Plum Grove Pty Ltd

Level B1 (1.0–1.5 Million Tonnes)

Arrow Commodities Pty Ltd
Louis Dreyfus Company Australia Pty Ltd

Level B2 (500,000–1 Million Tonnes)

Australian Grain Export Pty Ltd
CHS Broadbent Pty Ltd
Centre State Exports Pty Ltd
George Weston Foods Limited
Ridley Agriproducts Pty Ltd
Riordan Grain Services
Riverina (Australia) Pty Ltd

Level B3 (250,000–500,000 Tonnes)

Agfarm Pty Ltd
Agracom Pty Ltd
AGRIGRAIN
Agrisk Management Pty Ltd
Allied Pinnacle Pty Ltd
Elders Grain
Lempriere Grain Pty Ltd
Quadra Commodities Pty Ltd
Robinson Grain Trading Co Pty Ltd
Special One Grain Accumulator
United World Enterprises Pty Ltd
Wilmar Gavilon Pty Ltd

Level C (under 250,000 Tonnes)

A T Waterfield & Son Pty Ltd
A W Vater and Co
Access Grain Pty Ltd
Adams Australia Pty Ltd
Agmark Commodities
Agri Om Australia Pty Ltd
Agri-Oz Exports Pty Ltd
Agriex Australia Pty Ltd
Agrifoods Australia
Agromin Australia Pty Limited
AGT Foods Australia
AMPS Agribusiness Group
Associated Grain
Auscott Ltd
AusiCan Commodities
Australian Choice Exports Pty Ltd
Australian Grain Growers Co-operative Ltd
Australian Grain Storage
Australian Growers Direct Pty Ltd
Australian Mungbean Company Pty Ltd
Australian Storage Alliance Pty Ltd
AvantAgri Australia Pty Ltd
Baker Grain
Berrillock Grain Storage Co-Operative Ltd
BFB Pty Ltd
Blairs Produce Company
Boolah Grains Pty Ltd
Boort Grain Co-Operative
Broun and Co Grain Pty Ltd
C & S Trading Pty Ltd
C K Tremlett Pty Ltd
Carpendale Commodities
Cameron Pastoral Company Pty Ltd
Castlegate James Australasia Pty Ltd
CL Commodities Pty Ltd
Cleveland Agriculture
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
Direct Commodities Pty Ltd
Donnellons Bulk Haulage Pty Ltd
ED & F Man Grains Australia
East Coast Stockfeed Pty Ltd
Esperance Quality Grains
Export Trading Group Australia Pty Ltd
Feed Central Pty Ltd
Fellows Nominees

Findlays Barellan
Five Star Stock Feeds
Fletcher International Exports Pty Ltd
FREE Eyre Grain Pty Ltd
Golden Harvest Grain Exports
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
Harberger's Farm Supplies (Trading) Pty Ltd
Hassad Australia Operations Company 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
Laragon Almond Processors Pty Ltd
Laucke Flour Mills P/L
Lawson Grains Pty Ltd
LDC Enterprises Australia Pty Ltd
LINX Cargo Care
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
Moxey Farms Pty Limited
MSM Milling Pty Ltd
Murrumbidgee Grains Pty Ltd
Namoi Cotton Ltd
Nandaly Grain Co-Operative Ltd
Network Grains Pty Ltd
Newcastle Agri Terminal Pty Ltd
Northern Riverina Grains Pty Ltd
OOMA Enterprises NSW Pty Limited
Origin Grain Pty Ltd
Parkinson Bros
PB Seeds Pty Ltd

PeaCo
 Pearson's Grain Pty Ltd
 Peters Commodities Pty Ltd
 Phoenix Global Australia Pty Ltd
 Premium Grain Handlers P/L
 Preston Grain
 Pulse Association of the South East
 (PASE) Inc
 Quattro Ports
 Quirindi Grain & Produce
 Reid Stockfeeds Pty Ltd
 Rhodium Resources Australia Pty Ltd
 Rivalea (Australia) Pty Ltd – Animal Nutrition
 Riverina Oils & BioEnergy Pty Ltd
 Roty Grain Store
 RT Wallace Pty Ltd
 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 Cotton Trading Pty Ltd
 Southern Cross Agricultural Exports P/L
 Southern Grain Storage Pty Ltd
 Southern Stockfeeds (Operations) Pty Ltd
 Spagrimon Australia Pty Limited
 Spring Market Trading Company
 Standard Commodities Australia Pty Ltd
 Sudima Australia Pty Ltd
 Summer Hill Grains
 SunPork Farms Feed Mills
 Tasmanian Agricultural Producers Pty Ltd
 Thallon Grains Pty Ltd
 TSS Grain
 Twynam Pastoral Company
 Ulusoy Asia Pacific
 Unigrain Pty Ltd
 Unique Grain Management Pty Ltd
 Universal Commodity Management
 W B Hunter Pty Ltd
 Ward McKenzie Pty Ltd
 Watershed Commodities
 WHG Oceania Pty Ltd
 Whyalla Beef Pty Ltd
 Wilken Grain
 Wimpak Pty Ltd
 WW Agri Pty Ltd
 XLD Grain Pty Ltd
 Yenda Prods Grain Pty Ltd

TRANSPORT OPERATOR

Gehrke Grains and Transport Pty Ltd
 Hamilton Contracting (NSW) Pty Ltd
 Wakefield Grain Export Services

BROKER

Medium

Grain Brokers Australia
 Horizon Grain Brokers Pty Ltd
 INTL FCStone Pty Ltd
 McDonald Pelz Australia
 Perkins Commodity Brokers
 Southern Aurora Markets
 Teague Australia Pty Ltd

Sole Operator

A C Grain
 ACCB Australia
 Allied Grain Pty Ltd
 Cereal Milling Services Pty Ltd
 Cogeser (Australia) Pty Ltd
 Farm Tender
 Link Brokering
 Lotema Pty Ltd
 Mallon Commodity Brokering
 Quest Commodities 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

Medium

Agrifood Technology Pty Ltd
 AMSPEC
 Australian Superintendence Company
 Commodity Inspection Services
 (Australia) Pty Ltd
 Foss Pacific Pty Ltd
 Holding Redlich
 Holman Fenwick Willan
 Intertek
 Merricks Capital Pty Limited
 SBA Law
 SGS Australia Pty Ltd
 Viridis Ag

Small

Advance Trading Australasia
 Ag Scientia Pty Ltd
 Basis Commodities Pty Ltd

Clear Grain Exchange
 CloudBreak Grain Marketing Pty Ltd
 Delta Agribusiness Pty Ltd
 EP Integrated Commodities Pty Ltd
 Farmanco Marketing Pty Ltd
 FarMarCo Australia Pty Ltd
 Finesse Solutions Pty Limited
 Flexi Grain
 Goldstar Commodities
 Grainx
 HarvestCheck Pty Ltd
 Hay Plains Grain Storage Pty Ltd
 IKON Commodities Pty Ltd
 Lachstock Consulting
 MarketAg Pty Ltd
 McMullen Consulting Pty Ltd
 Mercari Pty Ltd
 Mirfak P/L
 Murray Goulburn Trading Pty Ltd
 National Grower Register Pty Ltd
 NZX Australia (ACF, PFA)
 OMIC Australia Pty Ltd
 Perten Instruments Australia Pty Ltd
 Pinnacle Commodities Pty Ltd
 Planfarm Marketing Pty Ltd
 Plansafe Logistics Pty Ltd
 Primal Foods Group
 Rise Agribusiness Pty Ltd
 Rural Directions Pty Ltd
 SGA Solutions Pty Ltd
 TE Storage & Logistics Pty Ltd
 Ten Tigers

INTERNATIONAL AFFILIATE

CCIC Australia Pty Ltd
 CIS – Commodity Inspection Services

INDUSTRY ASSOCIATION

Australia Export Grain Innovation Centre
 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
 Mr Geoff Honey (*Posthumously awarded*)



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