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Submission

Grain Trade Australia

to

Review of the National Freight & Supply Chain Strategy

7th September 2023

For more information contact Grain Trade Australia
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1.0 Introduction

Grain Trade Australia (GTA) welcomes the Australian Government 2023 Review of the National Freight and Supply Chain Strategy (Review).

The Australian agricultural industry, and its grain sector is critical to national and rural prosperity providing food security and much needed export revenue whilst generating income and employment opportunities within both urban and rural communities. To maintain and grow productivity in the sector, an effective and efficient supply chain is critical. GTA is committed to assist and provide input to the Government and its Review to achieve its stated objectives.

2.0 Grain Trade Australia's Role

Grain Trade Australia (GTA) is a national member association and is the focal point for the commercial grain industry within Australia.

GTA has over 280 organisations as members. Their businesses range from regional family businesses to large national and international trading/storage and handling companies who are involved in grain trading activities, grain storage, grain marketing advisory services, processing grain for human consumption and stock feed milling. GTA Members are substantial employers, from the farm gate through to end point consumption, and notably in rural and regional Australia. A full list of GTA Members can be found here.

GTA's mission is to 'facilitate trade' in the Australian grain industry. It's products and services, including the Australia Grain Industry Code of Practice, provides a self-regulatory framework across the grain industry to facilitate and promote the trade of grain across the Australian grain value chain.

Within this context, on behalf of its members, GTA provides comment on the Review.

3.0 Grain Industry Sector

The Australian grain industry[1] is a major economic contributor in regional Australia and to export revenue, with annual value of production in 2022/23 forecast (excluding rice) to be a record $30.7 billion at the farm gate and $28.3 billion of exports[2], meaning the grain industry is the highest value industry in the agriculture sector, contributing more than 33% of Australia's agricultural gross value of production annually.

The industry achieved record summer and winter production in 2022/23 of 71.7 million tonnes (mmt) following two prior large crops with 68.0 mmt in 2021/22 and 59.9 mmt in 2020/21.

Trade and an efficient supply chain is vital for the Australian grain industry and regional communities, with the Australian grain industry being highly export oriented e.g., 65 -75% of grain is exported.

The grain industry supply chain is geographically diverse and is spread across 31 operational bulk port terminals operated by 18 companies, and multiple container packers and exporters in the 5 major producing States. The Australian domestic market is the largest market for Australian grain and consumed 17.5m metric tonnes of grain in 2021-22[3]

[1] Grains include wheat, coarse grains, oilseeds, oilseed meals and pulses
[2] Source: ABARES, 2023
[3] ACCC – Bulk grain ports monitoring report December 2022

Producing on average 45mmt tonnes from approximately 22,300 farms production units[4] the grain industry has an **inordinately heavy reliance on the nation's road and rail networks including rural branch lines and the many non-sealed farm access and rural roads.**

The grains industry utilises all 5 road categories under the Heavy Vehicle Road Reform (HVRR) categorisation model.

Table 1. HVRR Road Categorisation Model

Road Category	Description
R1	R1 roads are freeways, motorways, and tollways that have divided carriageways with two or more lanes in each direction and sealed shoulders on both sides of each carriageway. These roads form major urban and interurban traffic movement routes.
R2	R2 roads are urban highways or major roads that are not a freeway but may have divided carriageways and two or more lanes in each direction. These roads always have sealed shoulders.
R3	R3 roads are urban arterials and rural highways that have single carriageway with one lane in each direction. These roads may have sealed or unsealed shoulders.
R4	R4 roads are collector or distributor roads. These are roads with no requirements for shoulders.
R5	R5 roads are local or access roads which provide property access.

Historically, the Australian grain supply chain operated under a simple aggregation system with farmers delivering their produce approximately 10-30kms at harvest time to local collection points from where the grain would, over time be delivered to domestic and export destinations. This model has now changed with the industry increasingly moving to a disaggregated market with:

- Increased use of farm storage, with the Grains Research and Development Corporation (GRDC) reporting approximately 41 percent of the total grain production of 45mmt can now be stored on farm. This equates to 18.5mmt.
- Rationalisation of bulk handler receival sites and service arrangements.
- Investment in new seaport terminal facilities and the introduction of Mobile Bulk Loading capability.
- Privatisation of the above rail operating companies and their rolling stock assets and some of the below rail track networks. Removal of government ownership and in some states Community Service Obligations (CSOs) for rail leading to a transport modal shift from rail to road.
- Increased use of containers for grain exports given favourable back freight opportunities combined with some international consumer preferences in delivery and order size.
- Increased commodity trading activity with multiple aggregators for most sales contracts and a dramatic increase in supply chain participants resulting in competing demand for common use infrastructure and for deliveries direct to port to meet vessel schedules.

The increased complexity in the grain supply chain has led to challenges and constraints in peak periods. This evolving model and its complexity need to be understood and factored into all government supply chain planning frameworks.

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[4] Grain Growers – State of the Nation 2021

4.0 Grain Industry Capability and Competitiveness

Increasingly sophisticated global markets dictate the fortunes of the Australian grain industry. Australia does have some inherent advantages in the global market on account of our reputation for producing a clean quality product and the sea freight advantage accorded by our proximity to key South East Asian markets.

Supply chain related innovation is essential, and requires leadership, planning and capital investment to ensure an efficient globally competitive grain industry for Australia. Critical to the value proposition for Australian grain in the export market, is the ability for market participants to "front-end" (i.e. heavily concentrate the shipping program in the immediate six months following harvest) their sales and shipping programs prior to new season northern hemisphere grain becoming available to compete with Australian grain in the international markets. This peak demand requirement has resulted in the grain supply chain demanding overcapacity with consequential cost implications.

Recent record production has provided some challenges and with the industry response demonstrating a capacity to innovate and thrive under pressure whilst maintaining the reputation of Australia's grain quality, its food safety and our customer's confidence in the capacity and capability of Australia's grain and the grain supply chain.

Global food security is becoming increasingly important and challenging. As conflicts and the environment create concerns and complexity, the facilitation of trade in food between countries and counterparties grows in importance to global food security. The issues around global food security expose the importance of efficient trade and supply chains, as well as a political tendency towards protectionism in some economies, which ultimately will lead to inefficient outcomes.

Whilst the industry will continue to innovate and invest it is critical Government investment and structural reforms also advance to ensure supply chain remains robust and responsive to the market demands.

5.0 Government National Freight and Supply Chain Strategy

GTA members are engaged and will assist government policy towards improving the national supply chain, as this area is the basis of a large proportion (up to 35-40%) of the cost base in the production and delivery of grain to market. High supply chain costs damage the competitiveness of Australian grains in world markets, regardless of market access settings as well as impacting productivity within the Australian economy.

The cost of the moving grain through the supply chain, impacts the value of all grain that moves through it, irrespective of the grain quality and destination market.

5.1 Comments on the Review Discussion Paper issues:

5.1.1 Are the Strategy's current goals relevant and are other required?

The Strategy's goals are still relevant and considering the impact of factors such as climate change, the pandemic and the Ukraine crisis and other global tensions it is imperative that increase focus and intensity as industry and Government to achieve these goals.

In GTA's view the six goals are broad and capable of inclusion of all existing or new imperatives.

5.1.2 Should the NAP focus on a smaller number of targeted actions?

GTA suggest the NAP should progress some prioritisation of the targeted actions to ensure resources are better utilised and priority initiatives are actioned.

5.1.3 What KPIs would be useful and what are the data requirements?

Given the associated problems and costs that the different Government jurisdictions cause the flow of grain across state borders and as most of the heavy lifting needs to be done by Governments any KPIs need to focus on effective engagement by the local, State and Federal Government in the strategy. This includes the provision of information, engagement in cross jurisdictional planning, decision making and the collection and allocation of Government funding for supply chain infrastructure.

One example of a potential KPI is Governments across Australia utilising different methodologies for rating the capability of infrastructure and for valuing the cost and benefit of investment in infrastructure. All cost benefit valuing initiatives should be based on a consistent methodology that is hopefully consistent with Infrastructure Australia. This will better allow for comparative analysis of the value of projects and will help to ensure a standardised method. The methodology should include social and environmental impacts as well as pure economic value. Therefore, there needs to be a KPI that all jurisdictions – including local councils - apply an agreed consistent methodology for valuations.

5.1.4 What outcomes / findings should the Review consider?

The Review should consider all and any relevant reports including the Productivity Commission – *Australia's Maritime Logistics Review* and its Recommendations. This Report examines the performance of Australia's maritime logistics system, long term trends in system performance, competition, industrial relations, infrastructure constraints and technology uptake.

There are several Recommendations in the review that need Government action and engagement to deliver system efficiency and structural gains. These must be considered as part of the National Supply Chain Strategy as failure to act on lead to further serious detrimental impacts on the trade of grain into the export market in shipping containers.

5.1.5 Governance Arrangements – are they appropriate?

It is difficult to provide detailed comment on the efficiency of the Governance and structural arrangements from the limited diagram except to say that based on this diagram the model raises serious concerns as to its structure, clarity of responsibilities/accountabilities and therefore its overall appropriateness.

There appears to be no one group or resources fully allocated to the Strategy and no single point of control and the only 'Working Group' in the structure has a stated role to:

1. Manage the annual reporting and review the process.
2. Where appropriate develop a coordinated response to planning and other emerging freight issues.
3. Report to ITSOC, the group whose only responsibilities are:
    a. to support the relevant ministers; and to
    b. ensure the Working Group completes its annual reporting and review process

As stated, this appears inappropriate to achieve any outcomes. GTA suggests the existing Working Group should be replaced with a full-time working group compiled of cross jurisdictional Government and industry experts capable of progressing the Strategy. This Working Group should report to a council consisting of the Freight Industry Reference Panel and the ITMM. Anything less will weaken the opportunity to achieve the Goals and is a lost opportunity for Australia.

5.2 Prior Submission Recommendations

GTA provided a detailed Submission into the Strategy in 2017. We consider this previous submission to be valid and relevant to this forthcoming review and consideration as part of the Strategy.

The previous recommendations are provided below:

Previous GTA Recommendations to Supply Chain Review
1. The Inquiry is resourced adequately to include extensive industry engagement, and the analysis and review of past industry reports. 2. Supply Chain Funding is prioritised on economic value principles. 3. Ensure a standard investment methodology. 4. Engage further with industry to forecast, plan and prepare for change. 5. Ensure the consideration of value uplift when scoping projects to consider expansionary value. 6. A standard national approach is applied to supply chain related regulation and policy. 7. Supply Chain Funding is prioritised on economic value principles. 8. Continued use of independent agencies and structural reform of the different government sectors within the supply change is required. 9. Government clarify its role in the provision of transport infrastructure. 10. Engage with stakeholders to finalise the new proposed road funding model. 11. Include the rural branch line network as part of the proposed road funding model and as part of this review consider an appropriate national rail access regime. 12. Review impediments to the efficient operation of the existing rail network. 13. Inquiry Panel and supporting staff must engage and understand the complexities of the grain supply chain and the global market influences. 14. Government must invest in managing implementation of any outcomes to ensure a consistent application without cross border variances.

6.0 Conclusion

The Australian grains industry is a extensive user of the national freight network and supply chain and is consequently significantly impacted by its efficiency in terms of costs, investment, regulation and overall productivity.

GTA welcomes this Review and is committed to assisting with shaping the outcome to ensure the grain industry can continue to provide economic value to the nation as a whole.

Grain Trade Australia

Membership List as of 5 September 2023

Organisation	Contact	Website /Phone
Ordinary Member (Trading)		
Level A1 (over 7 Million Tonnes)		
CBH Grain Pty Ltd	Mr Jason Craig	cbh.com.au
Viterra Australia Pty Ltd	Mr Philip Hughes	glencoreagriculture.com.au
Graincorp Operations Ltd	Mr Robert Spurway	graincorp.com.au
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Level A2 (5 - 7 Million Tonnes)		
		0
Level A3 (3 - 5 Million Tonnes)		
Cargill Australia Limited	Mr Zsolt Kocza	cargill.com.au
		1
Level A4 (1.5 - 3 Million Tonnes)		
ADM Trading Australia Pty Ltd	Mr Darryl Borlase	adm.com
Louis Dreyfus Emerald Australia Pty Ltd	Mr David Johnson	emeraldgrain.com
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Bunge Agribusiness Australia Pty Ltd	Mr Stephen Bennett	bunge.com/agribusiness
Australian Grain Export Pty Ltd	Mr Tim Martin	australiangrainexport.com.au
		5
Level B1 (1.0 - 1.5 Million Tonnes)		
Manildra Group	Mr Peter Sloan	manildra.com.au
CHS Broadbent Pty Ltd	Mr Steve Broadbent	broadbentgrain.com.au
Riordan Grain Services	Mr Mark Lewis	riordangrains.com.au
George Weston Foods Limited	Mr Mark O'Brien	gwf.com.au
		4
Level B2 (500,000 - 1 Million Tonnes)		
Centre State Exports Pty Ltd	Mr Jeff Voigt	centrestateexports.com.au
Inghams Enterprises Pty Ltd	Mr Matt Clarke	inghams.com.au
Ridley Agriproducts Pty Ltd	Mr Michael Reeves	agriproducts.com.au
Riverina (Australia) Pty Ltd	Mr Gareth Stapleton	riverina.com.au
Wilmar Gavilon Pty Ltd	Mr Matt Albion	07 3713 8700
J K International Pty Ltd	Mr Sandeep Mohan	jki.com.au
ETG Commodities Pty Ltd	Mr Peter McMeekin	peter.mcmeekin@etgworld.com
		8
Level B3 (250,000 - 500,000 Tonnes)		
Allied Pinnacle Pty Ltd	Mr Brett Duczmal	alliedpinnacle.com
Cofco International	Ms Sara Pan	cofcoagri.com.au
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Quadra Commodities Pty Ltd	Mr Robin Cassar	quadra.com
Brahman Commodities Pty Ltd	Mr Michael Aikman	brahmancommodities.com.au
Boolah Farms Pty Ltd	Mr Stuart Tighe	02 6754 0343
Fletcher International Exports Pty Ltd	Mr Joe Masters	fletchint.com.au
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.com.au
Demeter Grains	Mr David Oates/Barry Mansfield	08 9410 5818
		9
Level C1 (over 10 employees, under 250,000 Tonnes)		
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
Agrisk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
AGT Foods Australia	Mr Michael Brittain	agtfoods.com/australia
Associated Grain t/a Agrocorp Processing Australia	Mr Bhuvan Gandhi	07 4662 1999
Australian Food and Fibre	Mr Peter Webb	australianfoodandfibre.com.au
Australian Fresh Milk Holdings (AFMH)	Ms Jill Smith	02 6344 8462
BFB Pty Ltd	Mr Shane Bird	bfb.com.au
Blairs Produce Company	Mr Sean Blair	02 6025 4600
Castlegate James Australasia Pty Ltd	Mr Ross Giovanetti	castlegatejames.com.au
Coprice	Ms Krissy Campbell	coprice.com.au
Darwalla Milling Co Pty Ltd	Mr Gary Heidenreich	07 3822 0527

Deckert Group Pty Ltd	Mr Chris Deckert	deckerts.com.au
DDT Holdings Pty Ltd	Mr Rajeev Saraff	ddtholdings.com.au
Esperance Quality Grains	Mr Neil Wandel	members.westnet.com.au/eqg
Fodder Link Pty Ltd	Mr Cameron Angel	fodderlink.com.au
Hanlon Enterprises Grain	Mr Chris Coates	hanlonenterprises.com.au
Hazeldenes Chicken Farm Pty Ltd	Mr Marcus Dingle	hazeldenes.com.au
Independent Grain Handlers Pty Ltd	Mr Brad Bryant	igh.net.au
Irwin Stockfeeds	Mr Bryan Irwin	irwinstockfeeds.com.au
Itochu Australia Ltd	Mr Ayush Rajvanshi	itochu.com.au
Inari Australia Pty Ltd	Mr Karan Singh	inariaustralia.com.au
Rex James Stockfeed Pty Ltd	Ms Natasha Davies/Samuel James	jamesstockfeed.com.au
Jerilderie Grain Storage & Handling	Mr David Barlow	03 5886 0344
Laucke Flour Mills P/L	Mr Roger Laubsch	laucke.com.au
Lawson Grains Pty Ltd	Mr Angus Blair	lawsongrains.com
LINX Cargo Care	Mr David Simpson	linxcc.com.au
LPC Trading Pty Ltd	Mr Simon Langfield	02 6383 7222
Malteurop Australia Pty Ltd	Mr Trevor Perryman	03 5277 1950
MC Croker Pty Limited	Mr Greg Carroll	crokergrain.com.au
MSM Milling Pty Ltd	Mr Peter MacSmith	02 6364 5999
Namoi Cotton Ltd	Mr Shane McGregor	namoicotton.com.au
Newcastle Agri Terminal	Mr Earl	www.naterminal.com.au
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Quattro Ports	Mr Dave Allen	quattroports.com.au
Queensland Cotton Corporation Pty Ltd	Mr Ashish Govil	qcotton.com.au
Reid Stockfeeds Pty Ltd	Mr Nick Reid	reidstockfeeds.com.au
Rivalea (Australia) Pty Ltd - Animal Nutrition	Mr Andrew Philpotts	rivalea.com.au
SunPork Farms Feed Mills	Mr Mark Young	08 8532 4434
ThriveAgri	Mr Charlie Brown	thriveagri.com
TSS Grain (Tasmanian Stockfeed Services)	Mr Trevor Macleod	tasstockfeed.com.au
Unigrain Pty Ltd	Mr Ervin Leong	unigrain.com.au
W B Hunter Pty Ltd	Mr Stewart Coombes	03 5821 5744
Wilken Grain	Mr Richard Wilken	wilkens.com.au
Woods Grain Pty Ltd	Mr Bruce Woods	woodsgroup.com.au
XLD Commodities	Mr Lachie Stevens	xldgrain.com.au
Viridis Ag	Mr Chris Reeves	viridisag.com

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Level C2 (under 10 employees, under 250,000 Tonnes)

A T Waterfield & Son Pty Ltd	Mr Brad Waterfield	03 5382 3725
A W Vater and Co	Mr Kim Vater	vater.com.au
Advantage Grain Pty Ltd	Mr Chris Nikolaou	advantagegrain.com.au
Access Grain Pty Ltd	Mr Wade Humphreys	accessgrain.com.au
Aditya Birla Global Trading (Australia) Pty Ltd	Surya Jain	www.abgtrading.com
Agmark Commodities	Mr Richard Alcorn	agmark.com.au
Agri Om Australia Pty Ltd	Mr Kishore Bulchandani	agriom.com.au
Agri-Oz Exports Pty Ltd	Mr Francois Darcas	03 9830 7021
Agromin Australia Pty Limited	Mr Rajni Patel	agromin.com.au
Australian - Asian Agricultural Exports Pty Ltd	Mr Mick Connolly	aaax.ws
Australian Choice Exports Pty Ltd	Mr James Hunt	australianchoiceexports.com.au
Australian Grain Storage	Mr Matt Bailey	sunrice.com.au
Australian Growers Direct Pty Ltd	Mr Tom Lucas	ausgrowersdirect.com.au
Australian Mungbean Company Pty Ltd	Mr Damien White	australianmungbean.com.au
Avoca Grain Storage Pty Ltd	Ms Julie Bartlett	03 5465 3633
Baker Grain	Mr Richard Baker	bakergrain.com.au
Boort Grain Co-Operative	Mr Jon Bucknall	02 9875 3919
Broun and Co Grain Pty Ltd	Mr Charles Coventry	brounandco.com.au
C & S Trading Pty Ltd	Mr Craig Scholz	scholzbh.com.au
C K Tremlett Pty Ltd	Mr Andrew Tremlett	08 8524 9050
Carpendale Agri Pty Ltd	Mr Andrew Kluck	0448 761 246
Carson Stockfeeds Pty Ltd	Mr John Carson	0429 601 201
Chester Commodities Pty Ltd	Mr Richard Black	chestercommodities.com.au
CL Commodities Pty Ltd	Mr Robert Lean	clcommodities.com.au
Coorow Seeds	Mr Brian Pover	coorowseeds.com.au
Cory Johnston (Aust) Pty Ltd	Mr Justin Fay	coryjohnston.com.au
Craig Tyack Grain Trading	Mr Craig Tyack	0428 729 167
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Direct Commodities Pty Ltd	Mr Hamish Robertson	directcommodities.com.au

East Coast Stockfeed Pty Ltd	Mr Stuart Dolden	ecsf.com.au
Ellerslie Free Range Farms Pty Ltd	Mr Bruce Holden	07 4695 5777
ETG Processing Pty Ltd T/A Wimpak	Mr James French	wimpak.com.au
Export Import Australia Pty Ltd	Mr Dhanesh Kumar	exportimportaustralia.com.au
Export Trading Group Australia Pty Ltd	Mr Shayne Clark	etgworld.com
Fanmac Logisitics Pty Ltd	Mr Chris Fanning	fanmaclogistics.com.au
Feed Central Pty Ltd	Mr Tim Ford	feedcentral.com.au
Findlays Barellan	Mr Neil Findlay	02 6963 9246
Forest Enterprises Development & Consulting Pty Ltd	Mr Charles Lowe	02 6662 8261
Grenfell Commodities Pty Ltd	Mr Glenn Beasley	grenfell.com.au
GO Resources Pty Ltd	Mr Murray Gannon	go-resources.com.au
Godde's Grain & Fertiliser Pty Ltd	Ms Bec Leitch	02 6029 8332
Gold Star International Pty Ltd	Abhishek Kotkar	goldstarinternational.com.au
Grain Link WA Pty Ltd	Mr Andrew Goyder	grainlink.com.au
Grainforce Pty Ltd	Mr Derek Larnach	02 6331 4880
GrainTrend Pty Ltd	Mr Sanjiv Dubey	graintrend.com
GV Grain & Fodder	Ms Joanne Harry	03 5828 3063
Hartree Partners (Australia) Pty Ltd	Mr Daniel Miller	hartreepartners.com
Harwood Grains Pty Ltd	Mr Paul Harwood	harwoodgrains.com.au
Horizon Commodities Pty Ltd	Mr Aaron Jones	horizoncommodities.com.au
HX Food Group (Aus) Pty Ltd	Mr Dong Zhao	hxfoodgroup.com.au
J W Koek & Company	Mr Brian Algate	07 3341 4548
KB Agri Services Pty Ltd	Mr Karl Bliss	07 4634 4320
Kangaroo Island Pure Grain Pty Ltd	Ms Emma Tonkin	kipuregrain.com
Kennett Rural Services Pty Ltd	Mr Andrew Kennett	kennettrural.com.au
Lachlan Commodities Pty Ltd	Mr Tony Cogswell	02 6851 2077
Lake Grain Pty Ltd	Mr Derek Davis	lakegrain.com.au
Lane Grain Pty Ltd	Mr Garry Lane	02 6887 3309
Laragon Almond Processors Pty Ltd	Mr Mark Webber	laragon.com.au
Mandala Trading Pty Ltd	Mr Jayjeev Saraff	mandalatrading.com.au
Marina Commodities	Mr Palwinder Singh	marinacommodities.com
McKenzie Ag Services	Mr Lachlan McKenzie	mckenzieag.com.au
McNaughts Grains & Fertilizer Pty Ltd	Mr Daniel McNaught	mcnaughts.com
Matthews Transport and Grain Traders	Mr Neville Matthews	08 9831 1021
Max Grains Pty Ltd	Mr Jack Fahy	maxgrains.com.au
Melaluka Trading Pty Ltd	Mr Simon Pritchard	melalukatrading.com.au
Mellco Pty Ltd	Mr Steve Mellington	0419 867 971
Nandaly Grain Co-Operative Ltd	Mr John Bucknall	03 5078 1217
Network Grains Pty Ltd	Mr Craig Dennis	07 4637 8500
Origin Grain Pty Ltd	Mr Peter Brick	03 5720 8500
Outlook Commodities Pty Ltd	Mr Dominic Hogan	0419 351 845
Pacific Global Sprouts Pty Ltd	Mr Prashant Kewlani	pacificglobalsprouts.com
Parkinson Bros	Mr Rohan Parkinson	parkinsonbros.com.au
PB Seeds Pty Ltd	Mr Peter Blair	pbseeds.com.au
Pearson's Grain Pty Ltd	Mr Darren Pearson	pearsonsgroup.com.au
Peters Commodities Pty Ltd	Mr Michael Oxley	petcom.com.au
Pinnacle Grains Pty Ltd	Mr Sonal Vij	0451 002 482
Plum Grove Pty Ltd	Ms Rikki Foss	plumgrove.com.au
Pure Foods Eggs Pty Ltd	Ms Charmain Cain	purefoods.com.au
QS Commodities Pty Ltd	Mr Nick Slipper	0439 173 907
Quirindi Grain & Produce	Mr John Webster	02 6746 1911
RP Grain Pty Ltd	Mr Gordon Pulham	rpgrain.com.au
Rural Logic (Aust) Pty Ltd	Mr Michael Wood	rurallogic.com.au
Shannon Bros Bulk Storage Pty Ltd	Mr Clayton Shannon	03 5390 2264
Silo Bag Grain (NSW QLD) Pty Ltd	Ms Lesley Kilby	02 6847 1788
Societa Cofica Pty Ltd	Mr Dia Ram Sharma	societacofica.com.au
Southern Cross Agricultural Exports P/L	Mr Syd Parsons	southerncrossag.com.au
Spagricon Australia Pty Limited	Mr Jiger Kotecha	spagricon.com.au
Standard Commodities Australia Pty Ltd	Ms Elizabeth Bozinoska	stancom.com.au
Sudima Australia Pty Ltd	Mr Jim Garvey	sudima.com
Southern Grain Pty Ltd	Mr Tim Gross	southernstockfeeds.com.au
Southern Grain Storage Pty Ltd	Mr Campbell Brumby	03 5267 2351
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Targray Australia Pty Ltd	Mr Srinivas Boyapalli	targray.com
Tiller Commodities Pty Ltd	Mr Brett Cooper	tillercommodities.com
TRC International Pty Ltd	Mr Yohan Goonetilleke	0412 921 812

Ulusoy Asia Pacific	Mr Mark Madjarevic	ulusoyflour.com
Universal Commodity Management	Mr Tim Dean	commoditymanagement.com.au
Ward McKenzie Pty Ltd	Mr Geoff Hammon	mckenziesfoods.com.au
Watson's Bulk Logistics	Mr Joel Watson	wbl.net.au
WHG Oceania Pty Ltd	Mr Gesheng Shen	02 8040 3030
Wirrinourt Transport & Trading	Mr Karl Hendy	wirrinourttransport.com.au
WW Agri Pty Ltd	Mr Steve Sloss	wwagri.com.au
ZTC Australia	Mr Tim Byass	ztcaus.com
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Transport Operator

Crawfords Freightlines Pty Lts	Mr Phillip Davis	crawfordsfreightlines.com.au
Gehrke Ag Pty Ltd	Mr Julian Gehrke, Nicholas Gehrke	www.gehrke.com.au
Hamilton Contracting (NSW) Pty Ltd	Ms Jodie Hamilton	hamiltoncontracting.com.au
Horne Ag Logistics Pty Ltd	Mr Jeremy Horne	horneaglogistics.com.au
Pacific National (NSW) Pty Ltd	Mr Nick Ryder	pacificnational.com.au
SEAWAY Intermodal Pty Ltd	Mr Bikash Ram	seawayintermodal.com.au
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Broker

Large

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Medium

Fox Commodites Pty Ltd	Mr Paul Cochrane	foxcommodities.com.au
Grain Brokers Australia	Mr Jeff Winspear	grainbrokers.com.au
Horizon Grain Brokers Pty Ltd	Mr Ash Munro	horizongb.com.au
iGrain.com.au Pty ltd	Ms Emily Fleming	igrain.com.au
Rain Argibusiness	Mr Ian Grellman	rainag.com.au
StoneX Financial Pty Ltd	Mr Stefan Meyer	intlfcstone.com
McDonald Pelz Australia	Mr Peter Geary	mcdonaldpelz.com
Pure Grain Network Pty ltd	Mr Stuart Tighe	puregrain.com.au
Quest Commodities Pty Ltd	Ms Jayne Barker	questcommodities.com.au
Teague Australia Pty Ltd	Mr Tim Teague	teague.com.au
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Sole Operator

A C Grain	Mr Adam Clarke	0400 065 763
Allied Grain Pty Ltd	Mr Angus Wettenhall	alliedgrain.com.au
Cogeser (Australia) Pty Ltd	Mr Robert Luetolf	cogeser.com.au
Farm Tender	Mr Matt Henke	farmtender.com.au
Lotema Pty Ltd	Mr Todd Lees	lotema.com.au
Mallon Commodity Brokering	Mr Ian Mallon	
Perkins Commodity Brokers	Mr Craig Perkins	03 9645 6846
Woodside Commodities Pty Ltd	Mr Hamish Steele-Park	woodcomm.com.au
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Corporate

Large

ASX Limited	Mr Ian Waddell	asx.com.au/grainfutures
Australian Grain Technologies Pty Ltd	Mr Tristan Coram	agtbreeding.com.au
Barrett Burston Malting Co Pty Ltd	Mr Dean Ganino	bbmalt.com.au
Boortmalt Asia Pacific Pty Ltd	Mr Simon Robertson	boortmalt.com
Commonwealth Bank of Australia	Mr Samuel Chambers	commbank.com.au
NSW Ports	Mr Campbell Mason	nswports.com.au
Symbio Laboratories	Mr Ian Nenke/Kristian Just	symbiolabs.com.au
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Medium

AgriDigital	Mr Henry McKay	agridigital.io
Agrifood Technology Pty Ltd	Mr Rob Anderson	03 9742 0589
Amspec Australia Pty Ltd	Mr Lee Shilvock	amspecgroup.com
Australian Superintendence Company	Mr Andrew Parry	07 3391 8640
Commodity Inspection Services (Australia) Pty Ltd	Mr James Saunderson	commodityinspection.com.au
Foss Pacific Pty Ltd	Mr Phil Soderberg	foss.com.au
Holding Redlich	Mr Geoff Farnsworth	holdingredlich.com
HFW Australia	Mr Stephen Thompson	hfw.com
Intertek	Ms Debbrah Millard	intertek.com
Mars Petcare t/a Mars Birdcare	Mr Kurt Sosinki	07 3719 0100
Oldendorff Carriers	Mr Ben Harper	oldendorff.com
SBA Law	Mr Jeremy Rosenthal	sbalaw.com
SGS Australia Pty Ltd	Mr Scot Paterson	au.sgs.com
T-Ports Pty Ltd	Mr Nathan Kent	tports.com

Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Mr Jeremy Brown	qube.com.au/logistics/agri/
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Small		
Advance Trading Australasia	Mr Andrew Woodhouse	advance-trading.com.au
Ag Scientia Pty Ltd	Mr Lloyd George	03 9598 1980
Agvise (WA) Pty Ltd	Mr Shane Sander	agvise.com.au
Aperture Ag Pty Ltd	Mr Alex Campbell	0450 201 103
Basis Commodities Pty Ltd	Mr Chris Whitwell	basiscommodities.com
BSM Global Pty Ltd	Mr Jason Fleming	buysellmove.com
Clear Grain Exchange	Mr Nathan Cattle	cleargrain.com.au
CloudBreak Grain Marketing Pty Ltd	Mr Ed Scamps	08 8388 8084
Delta Agribusiness Pty Ltd	Mr Michael Parry	02 6772 0000
EP Integrated Commodities Pty Ltd	Ms Tracey Lehmann	08 8627 2304
Farmanco Marketing Pty Ltd	Mr Donald McTaggart	farmanco.com.au
FarMarCo Australia Pty Ltd	Mr Robert Imray	07 4637 6400
Finesse Solutions Pty Limited	Mr Malcolm Finlayson	02 9872 9270
Flexi Grain	Mr Jarrod Tonkin	flexigrain.com.au
Futari Holding Pty Ltd	Ms Leah Petrie	futari.com.au
Goldstar Commodities	Mr Geoff Webb	goldstarcommodities.com.au
Graintec Scientific Pty Ltd	Mr Lucas Anstiss	graintec.com.au
Grainx	Mr Chris Hood	grainx.com.au
Guud Asset Cerium Pty Ltd	Mr Eric Chen	
HarvestCheck Pty Ltd	Mr Stephen Schumacher	0418 199535
Hay Plains Grain Storage Pty Ltd	Mr Ron Harris	0404 444 600
IKON Commodities Pty Ltd	Mr Ole Houe	ikoncommodities.com.au
Indyn Pty Ltd	Mr Rob Martin	indyn.net
Lachstock Consulting Pty Ltd	Mr Nick Carracher	lachstockconsulting.com.au
Longbridge Commodities Pty Ltd	Ms Kareen Durr	longbridge.com
MarketAg Pty Ltd	Mr Mark Martin	02 6747 1590
McMullen Consulting Pty Ltd	Mr Gerard McMullen	03 8300 0108
Mercari Pty Ltd	Mr Daniel Marsh	mercari.com.au
Mirfak P/L	Mr Mark Murphy	mirfak.com.au
National Grower Register Pty Ltd	Ms Debbie Newmarch	ngr.com.au
OMIC Australia Pty Ltd	Mr Yasuhide Okumura	omicaustralia.com.au
Perten Instruments Australia Pty Ltd	Mr Raul Ovelar	02 9870 3400
Planfarm Marketing Pty Ltd	Mr Jerome Critch	planfarm.com.au
Priag Marketing Pty Limited	Mr Kevin Schwager	praig.com.au
Primal Foods Group	Mr Peter Longhurst	primalfoodsgroup.com
Profarmer Australia Pty Ltd	Mr James Maxwell	australiancropforecasters.com.au
Rise Agribusiness Pty Ltd	Mr Ian Dalgliesh	riseagri.com.au
Pinion Advisory	Mr Chris Heinjus	ruraldirections.com
Saputo Dairy Australia Pty Ltd	Mr Ashley Denishensky	1800 643 333
SGA Solutions Pty Ltd	Mr David Hudson	03 5428 4990
TE Storage & Logistics Pty Ltd	Mr Tom Hage	08 8762 2188
Ten Tigers	Mr Chris Tonkin	tentigers.com.au
TT Club Mutual Insurance	Mr Rhys Richards	ttclub.com
Ultimate Global Trading Pth Ltd	Mr Andrew Alexopoulos	ultimategt.com.au
Wattletree Consulting Pty Ltd	Mr Jon Bucknall	
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International Affiliate		
CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com
		1
Industry Association		
Australia Export Grain Innovation Centre	Ms Courtney Draper	aegic.org.au
Grain Growers Limited	Ms Shawna Gawel	graingrowers.com.au
Grain Industry Association of WA	Mr Peter Nash	giwa.org.au
Grain Producers Australia Ltd	Mr Colin Bettles	grainproducers.com.au
NSW Farmers Association	Mr Peter Arkle	02 9478 1000
Stock Feed Manufacturers' Council of Australia	Mr Duncan Rowland	www.sfmca.com.au
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Merchant Association		
Grain Industry Association of SA	Ms Marie Cunningham	+61 8 8361 5601
Grain Industry Association Of Victoria	Mr Colin Peace	giav.com.au
Grain NSW Inc	Ms Joanne Ware	grainnsw.com.au
Queensland Agricultural Merchants Inc.	Mr John Francis	qam.org.au
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Life Members		
Mr Mervyn May		Awarded 1998

Mr Christopher Kelly	Awarded July 2015
Mr Geoff Honey	Awarded July 2016
Mr Terry Deacon	Awarded August 2019

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