

**Practical Steps to CoR Compliance
 For Australian Grain Industry Participants
 February 2018**

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Executive Summary

The Australian grain industry operates within a self-regulatory framework and operates under the Australian Grains Industry Code of Practice - Management of Grain along the Supply Chain (Code).

The Code, like the National Heavy Vehicle Law (NHVL) Chain of Responsibility (CoR) legislation is not prescriptive; rather it provides guidelines on what industry at each stage of the supply chain should do. It is reliant on industry, and individual companies to *Develop their own industry and internal procedures to comply with the Code and the Transport Code and National Heavy Vehicle Law (NHVL) requirements.*

As outlined in Appendix 2. Industry Background, the grain industry road transport sector is made up of largely small rural carriers and grain growers. Grain Trade Australia (GTA) recognises these small to medium enterprises (SME) require support, and guidance to develop processes, procedures and policy to ensure compliance with CoR.

GTA, and its members wish to introduce a workshop-based training program provisionally titled 'Practical Steps to CoR Compliance'. Given the a large group within the SME are farming enterprises, the program aims to be delivered with the assistance of state-based grower groups through a structured program of interactive workshops.

Based on analysis, discussion and feedback, GTA seeks to conduct approximately 150 interactive workshop-based training programs in Queensland, NSW, Victoria and South Australia with the objective of:

- *assisting the SME to develop their own risk assessment, risk controls, policy procedures and supporting processes.*

GTA is experienced in conducting training, having developed numerous programs including the Diploma of Grain Management.

The planned approach is to apply the following process:

Table 1. Training Program Outline

Phase	Program Component
1	Development of Training Program – Scope, Design & Structure
2	Development of an Implementation Plan, which includes: <ul style="list-style-type: none">a. Establishment of geographic regions and networks;b. Recruitment and training of course leaders;c. Development of workshop modules, support material, and assessment tools; andd. Development of follow up procedures and network peer groups.
3	Rollout and implementation.

Program workshop participants will be required to meet some of the costs of the program. However, given the concept is to run small interactive group workshops in rural areas it is anticipated participant's fees will not fully cover the cost of the program design and delivery. GTA is therefore applying for funding of \$325,000 from the National Heavy Vehicle Regulator (NHVR) Heavy Vehicle Safety Initiative 2018-19: Round 3 to ensure the feasibility and viability of the proposed program.

Included in this proposal is a cost benefit analysis that outlines the merits of this program.

1. Criteria

1.1 Scope of the Initiative and its Benefit

1.1.1 Grain Industry - CoR

Grain Trade Australia (GTA) supports the National Heavy Vehicle Regulator's (NHVR) enhancements to the proposed CoR legislation and its efforts in promoting and raising awareness of transport safety.

However, the development and adoption of practical policy and procedures by the (often regionally-based) small and medium enterprises (SME) to become compliant with CoR legislation is considered problematic.

To provide much needed support to the SME, GTA seeks to introduce a workshop-based training program provisionally titled 'Practical Steps to CoR Compliance'. This is to be delivered, with the assistance of national and state-based groups (including production sector) through a structured program of interactive workshops.

1.1.2 Grain Industry – Support to SME

The Australian grain industry operates within a self-regulatory framework and operates under the Australian Grains Industry Code of Practice - Management of Grain along the Supply Chain (Code)¹. This Code is mandatory for all GTA members, who account for approximately 95% of grain traded in Australia.

The Code lists a range of procedures the industry is expected to comply with when producing, handling and marketing grain.

Ancillary to the Code, is the GTA Transport Code of Practice² (Transport Code) and Freight Contract.

The Code and the Transport Code, like the NHVR Chain of Responsibility (CoR) legislation are not prescriptive; rather they provide guidelines on what industry at each stage of the supply chain must do. It is therefore reliant on industry, and individual companies to:

- *Develop their own risk assessment process and internal procedures to comply with the Transport Code and National Heavy Vehicle Law (NHVL) requirements.*

GTA recognises smaller operators in the grain supply chain are likely to have less resources (and possibly capabilities) than the larger corporate entities when it comes to the development, and documentation of internal procedures. The small to medium enterprises (SME) may require support, and guidance to develop processes, procedures and policy to ensure compliance with CoR.

GTA is seeking to provide support through training for the SME.

1.1.3 GTA Current CoR Training - Seminars

Based on demand from members, GTA in late 2017 developed, and implemented a program to inform members and non-members of changes to the CoR legislation. This information was provided by:

- A member update (open access on the GTA website - www.graintrade.org.au)
- A media release (refer www.graintrade.org.au) and
- Via a number of regional and metropolitan seminars open to members and non-members.

Seminar Feedback

¹ GTA Code of Practice: www.graintrade.org.au

² GTA Transport Code of Practice www.graintrade.org.au

The seminars were designed to address existing industry gaps in CoR knowledge understanding and compliance, as well as focussing on providing an overview of the requirements to comply with the new CoR legislation to be introduced in 2018.

A key message addressed at the seminars was the requirement to be able to readily prove compliance with CoR, and participants who attended should:

- Perform a transport related risk management process;
- Identify risk controls;
- Adopt the appropriate risk controls;
- Document them into company policy and procedures; and
- Develop a monitoring and recording process and combine this with appropriate and ongoing training for all staff.

The seminars were well attended and created forums for discussion and peer learnings. Importantly, feedback captured during these seminars, and through post seminar surveys has highlighted attendees and industry concerns in relation to CoR. These concerns being:

Table 2. Industry CoR Risk/Concerns

#	Industry Concerns
1	There is exposure to CoR risk in the grain supply chain due to SME who may not be aware of, and compliant with CoR obligations.
2	The level of volume of SME providing transport and handling services is high and is increasing.
3	A percentage of SME lack experience in the development of policy, procedures and the supporting monitoring and reporting processes to enable them to prove compliance with CoR.

GTA has also had similar discussion and feedback from within the grain industry. The consensus is the grain industry requires a coordinated approach to support the SME through the process of being compliant.

This approach will be beneficial to all participants in the grain supply chain and potentially to other rural sectors and industries.

1.1.4 Heavy Vehicle Safety Benefits

This training program will focus on delivering practical assistance to both GTA members, non-members, and the farming community. It will be based on an interactive training program delivered in a workshop environment.

The objective is to assist the SME to develop the following outcomes:

Table 3. Program Outcomes

#	Program Outcomes
1	An understanding of CoR and transport safety.
2	Risk assessment capability.
3	Risk controls.
4	Their own policy & procedures.

5	Training and assessment/audit programs.
6	Monitoring and ongoing support processes.

The scale of this program is relatively large given GTA is taking a grain industry-wide approach. The target audience of SME are numerous within the grain supply chain in Qld, NSW, Victoria and South Australia. This group all perform multiple roles under CoR and include:

- small exporters;
- supply chain service providers;
- small domestic processors;
- grower co-operatives; and
- Individual growers.

Western Australia (WA) will not be part of the Training Program due to the variance in application of CoR in that state. GTA will be offering introductory Seminars on CoR in WA.

1.1.5 Collaborative Training Program

SMEs of greatest concern are those that are limited by scale and can be overwhelmed by the complexity associated with performing their role in the grain supply chain.

By far the largest of the five groupings is the farm sector with an estimated 21,000 farm enterprises.

As discussed in Appendix 3. *Industry Background*, risk in the farming sector is increasing due to a dominant trend of rapid growth in farm-based grain storage. This increase in farm storage has replaced a large percentage of the central receival system provided by Bulk Handling Companies (BHCs). A supporting trend is for these farming enterprises to support farm-storage with their own transport services, or to use a small locally based carrier for their transport requirements.

Given the scale and scope of this task, and the high percentage of farming enterprises that are intrinsically involved in the grain supply chain, GTA has sought, and has the support to implement a combined approach and will consult with organisations across the sector. Many of these organisations have provided letters of support to GTA's application (refer Appendix).

GTA believe it is important to incorporate and integrate the training across the supply chain, to enshrine the shared responsibilities embedded in the COR, rather than take a sector by sector approach.

The planned approach is to apply the following process:

Table 4. Program Process

Phase	Process Steps
1.	Development of training program design and structure;
2.	Design of the implementation program and plan, which includes: <ul style="list-style-type: none"> • Establishment of geographic regions and networks; • Recruitment and training of course facilitators; • Development of workshop modules, support material, and assessment tools; and • Development of follow up procedures and network peer groups.
3.	Rollout and implementation.

1.2 Demonstrate Capacity & Contribution

GTA has an objective to provide a range of targeted, practical training programs designed to meet the expanding educational demands of the grain value chain. All previous current workshops offered by GTA are developed through industry engagement and discussion and are aimed to address the expanding demands of the industry and changing regulatory requirements.

GTA programs include industry focussed workshops, professional development programs and a GTA diploma in Grain Management. For more information refer to GTA website at www.graintrade.org.au

The objective of this training, and the Diploma in Grain Management that was developed in partnership with Wodonga TAFE is to meet the expanding educational demands of the grain industry, seeking to increase the skills base across the industry. The Diploma, which includes two (2) logistics units has been approved and accredited by the Australian Skills Quality Authority (ASQA).

GTA currently deliver the TLIL5019A Implement and Monitor Transport Logistics as an elective in the Diploma of Grain Management.

1.2.1 Targeted Coverage

GTA has assessed the potential coverage and sale of the training program and has arrived at a forecast number of workshops to target. This is shown in the following Table:

Table 5. Program Coverage

Assumption	State				
	Qld	NSW	Vic	SA	Total
Average Attendees per workshop	12	12	12	12	
Training Facilitators	2	3	2	3	10
Workshops run per Training Facilitator	15	17	15	12	59
Total Workshops	30	51	30	36	470
Attendees	360	612	360	432	1764

1.2.2 Funding

GTA is seeking funding from National Heavy Vehicle Regulator (NHVR) Heavy Vehicle Safety Initiative 2018-19: Round 3.

The process of establishing a forecast budget for the program, and to apply for funding has been structured as per the following Table:

Table 6. Program Budget Structure

Component	Description	In Kind	HVSI Round 3
Program Design and Preparation	<ul style="list-style-type: none"> • Program design • Industry engagement • Planning • Program material preparation • Recruitment process • Training of Extension Officers • Program audit and legal cost 	Yes	Yes
Rural Workshops	<ul style="list-style-type: none"> • Workshops are implemented by the Extension Officers 	No	Yes

Workshop Management Cost	<ul style="list-style-type: none"> Oversight and management of outcomes and delivery of the program 	Yes	Yes
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1.2.3 Budget

The Program is focussed on providing CoR training across a vast area and to a forecast number of participants. However, given the size of the total target audience (as per 1.2.1 The Targeted Coverage) GTA has assumed several skilled facilitators working remotely will be required. Analysis and planning has determined the funding required to provide this training will require a total budget (In-Kind and NHVR Funding) in the vicinity of \$390,000.

The program is proposed to be delivered over five phases. The funding will be a mix of industry 'in-kind' contribution and NHVR funding, with industry sharing similar proportions to the NHVR during phase one and phase two.

The budget is included as follows:

Table 7. Program Budget

Budget		Budget Source		
Month/Year	Expenditure item	Amount (Exc GST)	NHVSF Funding	In Kind
Phase 1 - Planning				
Jun-18	Preparation Period	\$ 6,900	\$ 6,900	
Jun-18	Interaction with State Farming Organisations (SFOs)	\$ 9,200	\$ 1,840	\$ 7,360
Jun-18	Prepare Planning and Scope documents	\$ 2,300	\$ 2,300	
Jun-18	Reconvene with SFOs	\$ 2,300	\$ 460	\$ 1,840
Jun-18	Travel Accommodation	\$ 9,300	\$ 1,860	\$ 7,440
	Phase 1 Sub-Total	\$ 30,000	\$ 13,360	\$ 16,640
Phase 2 - Preparation				
Jul-18	Planning Phase	\$ 2,300	\$ 2,300	
Jul-18	Design of program material	\$ 11,500	\$ 11,500	
Aug-18	Recruit Training facilitators	\$ 10,350	\$ 10,350	
Aug-18	Design Comms/Marketing strategy	\$ 2,300	\$ 2,300	
Oct-18	Re-engage with Stakeholders to present findings	\$ 9,200	\$ 1,840	\$ 7,360
Oct-18	Final confirmation process	\$ 4,600	\$ 920	\$ 3,680
July - Oct 18	Travel Accommodation	\$ 9,300	\$ 1,860	\$ 7,440
	Phase 2 Sub-Total	\$ 49,550	\$ 31,070	\$ 18,480
Phase 3 - Train the Trainer				
Oct-18	Course preparation and logistics	\$ 5,750	\$ 5,750	
Oct-18	Conduct Training Course & Assessment	\$ 59,800	\$ 41,860	\$ 17,940
Oct-18	Design regional roll-out with trainers	\$ 12,650	\$ 10,120	\$ 2,530
Oct-18	Travel Accommodation	\$ 41,600	\$ 41,600	
	Phase 3 Sub-Total	\$ 119,800	\$ 99,330	\$ 20,470
Phase 4 - Supporting Trainers				
Feb 19 - Jun 19	Provision of on-going support to regional based trainers	\$ 80,500	\$ 72,450	\$ 8,050
	Travel Accommodation	\$ 13,300	\$ 13,300	
	Phase 4 Sub-Total	\$ 93,800	\$ 85,750	\$ 8,050
Phase 5 - Training is Implemented				
Feb - Jun 2019	Live Training PnL	\$ 80,851	\$ 80,851	
	Phase 5 Sub-Total	\$ 80,851	\$ 80,851	\$ -
Audit Fees				
Apr 2018 - Jun 2019	Costs for Program audit and Trainer assessment	\$ 15,000	\$ 15,000	
	Budget Total	Total \$ 389,001	NHVSF \$ 325,361	In Kind \$ 63,640

1.2.4 Budget Sensitivity

The assumptions utilised in the budget preparation are subject to potential variations in two areas. This is in relation to Phases four & five where variances may occur in:

- The number of attendees per workshop; and
- The number of workshops that are held.

Analysis indicates a breakeven of workshop cost and revenue will occur when 16 participants attend. GTA, if successful in its application for funding request an opportunity to discuss program contingency arrangements with NHVR to ensure the best project outcome.

1.2.5 Management of Requested Funding and NHVR Expectations

GTA has extensive experience in the management and accounting processes associated with operating projects using funds sourced through government initiatives. This experience includes:

- The provision of reports;
- reporting against agreed milestones; and
- accounting management, including where required, reporting of actual versus budget.
- Governance structures

For projects of this size GTA will utilise a board sub-committee that will report to the GTA board. GTA are transparent in the use of government funding and upon completion of projects return any unspent funding.

1.2.6 Risks

A review of the project risks has been performed and risk controls were considered. These are captured in the following Table:

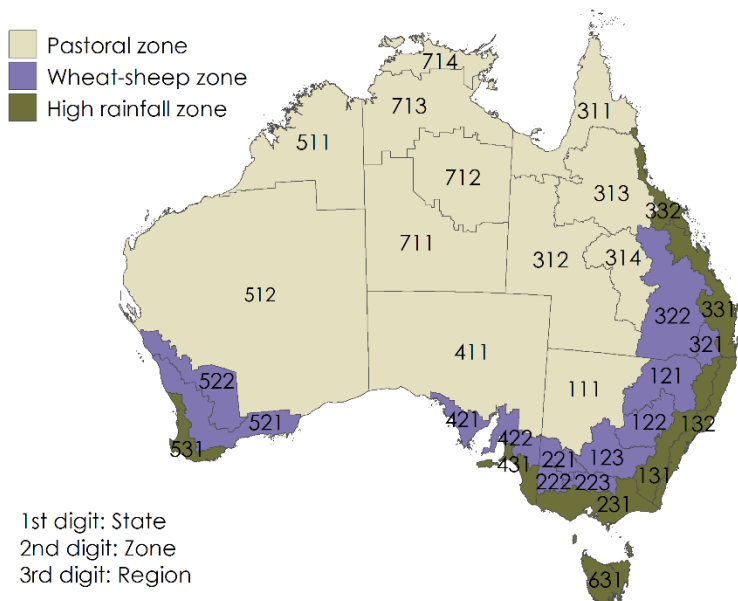
Table 8. Risk Review

Risks		Controls
1.00	Poor attendance and uptake of the program	Program offering is designed to be compelling: <ul style="list-style-type: none"> • Designed to be excellent value for a CoR training course. • GTA have an extensive rural network. • Assistance from SFO networks will ensure effective communication and marketing of the program. • Requirement for a specific minimum number of participants prior to a workshop being approved.
2.0	Unexpected demand and uptake of the program.	<ul style="list-style-type: none"> • Opportunity to extend the program, review workshop fees and cost with an aim of operating on a cost neutral basis.
3.0	Inability to source Course Facilitators with the expertise to deliver the program.	<ul style="list-style-type: none"> • GTA and SFO rural networks are comprehensive. • Potential to leverage existing WHS consultants and auditors.
4.0	Failure of the Train the Trainer program to adequately skill the participants.	<ul style="list-style-type: none"> • GTA training program and syllabus will be reviewed and assessed by auditors • Full assessment of Trainers will be performed to ensure preparedness.

1.3 Location and Distribution of the Project

The area of focus for training covers capital, and metropolitan cities, and rural communities in the grain production areas of eastern Australia, including South Australia. This area of coverage is predominately the wheat sheep zone as depicted in the following map by the grey shading:

Australian broadacre zones and regions



Whilst the design of the program will focus on addressing the requirements of CoR legislation and how it applies to activities in the grain sector, the program may have cross-jurisdictional benefits.

GTA, the State Farming Organisations (SFOs) and the National Farmers Federation (NFF) are cognisant this program and/or a Grain Producers South Australia (GPSA) pilot project may have benefits to rural communities, rural enterprises, and non-grain SME. Opportunities to leverage these programs, without distracting from the original grain focus will be considered during the design process.

The project is planned to commence in June 2019 and is planned to complete by 30 June 2019.

1.4 Demonstrate how the Project is Evidence Based

As stated on NHVR's website, the aim of CoR is to make sure everyone in the supply chain shares equal responsibility for ensuring breaches of the HVNL do not occur. Grain Industry Challenge

As previously discussed, participants in the grain industry have identified there is a need to assist the SME to understand CoR, be compliant, and therefore minimise the risk of breaches of HVNL occurring and encountering CoR risk as a result.

GTA and industry participants have assessed the level of risk and have determined through analysis, discussion and formal feedback that an area of risk is SME's CoR knowledge, and their capability to complete the compliance steps associated with CoR requirements.

GTA recognises the level of effort and resources the NHVR has applied to the task of providing the necessary information and supporting tools for individuals and companies to have safety systems and controls in place that identify, assess and manage risks relating to activities within the supply chain. However, the grain industry has identified a gap between the level of what currently is available and what will practically support the SME in this objective.

Sectors of the grain industry have requested NHVR provide step by step detailed compliance instructions rather than the recommended risk identification and management process. GTA's objective is to target the delivery of a program that provides hands-on training and assistance to SME to interpret CoR requirements and to develop its own business processes and risk controls. This may replace the need for NHVR to be asked to provide specific, and detailed CoR compliance instructions.

1.4.1 What will the Training Provide?

The SME are integral parties in the grain supply chain. Practical training programs are an established training method and will enable SMEs to understand CoR requirements, actively identify what is required to ensure compliance and to manage transport safety.

The program will also offer on-going learning and development through the establishment of peer support networks and supporting tools. These networks and support activities will continually assess and challenge participants to proactively identify, assess, evaluate, and manage safety risks to meet their individual, or unique business operations and obligations under the HVNL.

1.4.2 How will the Training Program be Assessed?

GTA, based on prior experience in managing training programs has included in the scope and design phase adequate time and a funding allocation to establish an external audit of:

- the suitability of the design of the program;
- an assessment effectiveness of the training program; and
- an assessment of the competency of the extension officers delivering the training.

1.5 Timeline for Delivery

1.5.1 Deliverables & Milestones

As previously stated, the objective of the program is to deliver a practical training program conducted in small workshop style environment. To achieve the objective will require the:

1. Development of the training program's scope, design and structure;
2. Design of an implementation program and plan, which includes:
 - a. Establishment of geographic regions and networks;
 - b. Recruitment, and training of course facilitators;
 - c. Development of workshop modules, support material, and assessment tools; and
 - d. The development of follow up procedures and ongoing learning through network peer groups and IT supported refresher programs.
3. Rollout and implementation.

1.5.2 Activity Schedule

Key milestones are detailed in the following Table.

Table 9. Activity Schedule

Activity Schedule		
	Milestone	Due Date
1.0	Initial Program Planning and Scoping document completed	June 29, 2018
1.1	Complete engagement process with SFOs to refine the design and scope of the program, attain sign-off and on-going commitment to the program	July 6, 2018
1.2	Complete and confirm Final Planning and Scoping Document	July 27, 2018
2.0	Prepare detailed Implementation Plan	August 8, 2018
2.1	Design Program Material and Syllabus	August 17, 2018
2.1	Recruit Training facilitators	September 21, 2018
2.2	Re-engage with SFOs and seek sign-off on the final design of the Program	October 12, 2018
3.0	If required amend the training program design and confirm venue/logistics	October 15, 2018

Activity Schedule		
3.1	Program audit performed	October 20, 2018
3.2	Train the Trainer course completed/Targets & KRAs agreed	October 29, 2018
3.3	Successful assessment of Train the Trainer attained	November 9, 2018
3.4	Completion of roll-out design and plan for each state	December 15, 2018
4.0	Workshops commence in all states	February 1, 2019
4.1	Agreed KRAs are recorded and reported against	March – June 2019
4.2	Attendee Peer groups are established for ongoing learnings and communication programs are established	June 2019

Appendix 1. Budget Sensitivity

The following provides discussion on the key variables of the budget.

(i) *Forecasting Attendees per Workshop*

Attendance at rural based workshops will be impacted by many factors, including:

- Perceived program value and content;
- Pre-workshop marketing and communication;
- Influence of competing demands on availability– work and other circumstances;
- Location; and
- Cost.

Therefore, the ability to accurately forecast attendees at the training program workshops is somewhat difficult. Variances in numbers will have an impact on the cost to run this program.

(ii) *The number of Workshops Held*

Variances in actual cost versus budget forecast for ‘attendees per workshop’ will be further exacerbated if the demand for the number of workshops held increases.

The budget assumes an average attendance at each workshop of 12 attendees and 147 workshops in total.

Appendix 2. Industry Background

1. The Grain Industry

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, GTA is of the firm belief an effective, efficient and safe supply chain is critical to this outcome. GTA is committed to assist and provide support to achieve this objective.

2. Grain Trade Australia's Role

GTA is the focal point for the commercial grains industry within Australia. It facilitates trade and works to provide an efficient, equitable and open trading environment by providing leadership, advocacy and commercial services to the Australian grain value chain. GTA is non-political, industry driven with a primary focus to ensure the efficient facilitation of commercial activities across the grain supply chain including a strong focus on the logistics of grain through transport, storage and ports.

GTA has over 260 organisations as members ranging from regional family businesses to large national and international trading/storage and handling companies. The majority of grain contracts executed in Australia refer to GTA grain trading standards, standard form grain contracts and GTA Trade Rules. Most of Australia's grain storage and freight movements are made by GTA members.

3. Grain Industry Supply Chain

The grain industry supply chain is geographically diverse and is spread across 18 ports in the 5 major producing states of the nation.

Producing on average 45mmt tonnes from approximately 21,000 farm production units³ 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.

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 under a disaggregated market has evolved:

- Increased use of farm storage, with the Australian Bureau of Statistics reporting approximately 15mmt of farm storage available to the industry in the 2008-2009 Agricultural Survey, and currently is likely to be significantly higher;
- Rationalisation of bulk handler storage sites and service arrangements;
- Privatisation of the above rail operating companies and their rolling stock assets and some of the below rail track networks. Combined with the removal of government ownership, and in some states Community Service Obligations (CSOs) for rail has resulted in a transport modal shift from rail to road;
- Increased use of containers for export tonnage due to favourable sea freight (back freight opportunities) combined with international markets preferences in delivery and order size; and
- 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.

4. Grain Road Market Characteristics

Road transport companies and assets have established over time to match the demand characteristics of the domestic and export market.

As previously mentioned, rail was the major long-haul transport provider for the grain export task in the majority of the 18 port zones with road providing supplementary capacity. In regions where the domestic consumption for grain is high, road has always played an important role in satisfying transport demand.

With the demise in some states of the dominance of rail in the export pathway, road usage is increasing.

(i) Road Transport Company Structures

Road transport providers in the grain supply chain are predominantly regionally-based transport companies with small (fewer than 3 vehicles) to medium sized fleets, with the larger regional line-haul operators managing a fleet of up to 100 prime movers. The cyclical nature of the grain industry, combined with the prevalence of droughts has resulted in minimal interest of participation in the sector from the large corporate line-haul transport companies.

(ii) Demand for Road Transport

The regional based operators have developed and established their business based on constant domestic and fluctuating export demand for road transport services.

This has resulted in a relatively mature market and a stable supply of transport around known domestic consumption points. The following Table 2. describes the key components of the road transport market for grain transport:

Table 1. Key Supply Chain Components

Supply Chain Component	Category	Description	Key Relationships
Transport Operators	Medium Scale Transport Company	<ul style="list-style-type: none">Established regional based operator that may operate a line-haul business.Has extensive local knowledge and relationship and has developed a fleet to match recurring annual demand. Any peaks in demand are met through utilising established relationships with sub-contractors to supplement the fleet.In the grain industry these operators tend to not contract their capacity to one client. From the carrier's perspective the physical demand is relatively constant with the clients changing based on which client matched the consumers price targets in any period.	<ul style="list-style-type: none">Sub-contractorsDomestic consumersGrain TradersStorage, port and container plant operatorsFarmers
	Small Transport Operators	<ul style="list-style-type: none">Established regional based operator.Normally concentrates on grain and fertiliser transport.Has extensive local knowledge and relationships.Has developed a business model that matches capital and expertise to the recurring annual demand.Will have established sub-contractor relationship with other carriers to manage peaks and troughs in local demand.	<ul style="list-style-type: none">Prime-contractorSub-contractorsDomestic consumersGrain TradersStorage, port and container plant operatorsFarmers
	Large Scale Farmer Transport	<ul style="list-style-type: none">An increasing trend in the industry where larger farm business has invested in storage and capable road transport assets.Has a grain marketing strategy of selling on a delivered basis to domestic consumers and/or to port storage.Transport is an ancillary business to the core business of farming.	<ul style="list-style-type: none">Grain TradersDomestic consumersStorage, port and container plant operators

Supply Chain Component	Category	Description	Key Relationships
Transport Clients	Small Scale Farmer Transport	<ul style="list-style-type: none"> • Smaller farm enterprise that maintains transport assets purely for harvest delivery to the local receival storage. • May sell on a delivered basis using commercial transport services. 	<ul style="list-style-type: none"> • Grain Traders • Domestic consumers • Storage, port and container plant operators • Local transport operators
	Large Grain Trader	<ul style="list-style-type: none"> • Potentially a multi-national commodity business. • Trading strategy will be based on market fundamentals and as such may exit physical trading operations within an area for periods of time. • Will use the services of road transport to meet sales contracts on an as required basis. • Normally uses the 'Spot Freight' market to source transport capability. This may be under a preferred carrier or umbrella contract arrangement. • Will also purchase grain on a delivered basis to fulfil domestic and export sales contracts. This process effectively outsources the freight task to the supplier of the grain. 	<ul style="list-style-type: none"> • Transport companies • Domestic consumers • International buyers • Grain Traders • Storage, port and container plant operators • Farmers
	Medium Grain Trader	<ul style="list-style-type: none"> • Includes smaller commodity traders, country merchants, container packers, domestic consumers, farmer co-operatives, and transport and storage operators. • Trading strategy may be dominated by demand or physical location and will be more likely a consistent market element. • Will either have freight assets or use the services of road transport to meet sales contracts on an as required basis. • Would use the 'Spot Freight' market to source transport requirements. This may be under a preferred carrier or umbrella contract arrangement. • Will also purchase grain on a delivered basis to fulfil domestic and export sales contracts. This process effectively outsources the freight task to the supplier of the grain. 	<ul style="list-style-type: none"> • Transport companies • Domestic consumers • International buyers • Grain Traders • Storage, port and container plant operators • Farmers
	Small Traders	<ul style="list-style-type: none"> • Normally traders with capital constraints that operate low risk trading strategies when market conditions are viewed as appropriate. • Would use the 'Spot Freight' market to source transport requirements. This may be under a preferred carrier or umbrella contract arrangement. • Will also purchase grain on a delivered basis to fulfil domestic and export sales contracts. This process effectively outsources the freight task to the supplier of the grain. 	<ul style="list-style-type: none"> • Transport companies • Domestic consumers • Grain Traders • Storage, port and container plant operators • Farmers

The disaggregated market has increased the reliance on road transport. With increased complexity in the grain supply chain this has created challenges and constraints, especially in peak periods. This evolving model and its complexity increase the reliance and the associated risk created by heavy vehicles.

Appendix 3. Letters of Support

Letters of support for this application from the following organisations are attached:

- a) Fellows bulk Haulage
- b) Queensland Department of Ag & Fisheries
- c) NSW Farmers Association

Appendix 4. Current GTA Financial Members



**FELLOWS
BULK
TRANSPORT** ▶

BULK HANDLING & TRANSPORT SPECIALISTS

PO Box 828 Deniliquin NSW 2710

Phone (03) 5881 6668 Fax (03) 5881 6550 Mobile 0427 245 240



Lauren Tuxworth
Strategy and Stakeholder Relations
NHVR
PO Box 492
Fortitude Valley
QLD 4006

6TH February 2018

Re GTA submission to NHVR for Safety Initiative

Fellows Bulk Transport is a bulk carrier/ grain storage business operating from the Riverina in NSW and handling in excess of 300,000t of product per annum. Safety is paramount to our business and, as a member of the GTA (Grain Trade Australia) I would like to add my support to the NHVR Heavy Vehicle Safety Initiative and its role in supporting safety programs. I would welcome the NHVR to work collaboratively with Trucksafe for a united approach to improving the safety of the Transport Industry.

Fellows is aware a submission made by GTA for funding from the NHVSI Round 3 funding 2018-19. GTA's submission outlines COR performance gaps in the grain transport and this needs to be addressed. I see farmers who have no idea, nor any motivation to embrace the upcoming COR laws and this funding sees a great opportunity to educate the farming sector.

Kind regards,

Paul Fellows

General Manager
Fellows Bulk Transport

Reference:

Department of
Agriculture and Fisheries

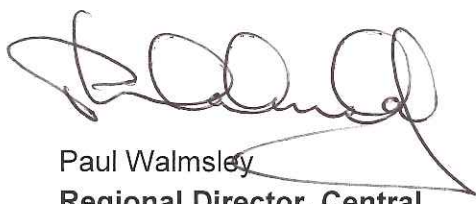
Ms Wendy Henry
Training Services Manager
Grain Trade Australia
PO Box R1829
ROYAL EXCHANGE NSW 1225

Dear Ms Henry

I am writing on behalf of the Department of Agriculture and Fisheries, Central Region, in support of your submission for National Heavy Vehicle Regulator funding to further the delivery of Chain of Responsibility (CoR) Workshops. The changes in the CoR has significant implications for agricultural producers that they need to be aware of.

As there is approximately \$550M in Crop and \$2380M in Livestock transported across our region annually there are a lot of potential areas where there could be issues. It would be useful for producers to be able to better understand their obligations and to mitigate their risks.

Yours sincerely



Paul Walmsley
**Regional Director, Central
Rural Economic Development**



Matt Brand
Chief Executive

Ref: 1831OC

22 February 2018

Mr Tim Ross
Project manager
Grain Trade Australia
PO Box R1829
ROYAL EXCHANGE NSW 1225

Dear Mr Ross,

The NSW Farmers' Association grains committee met on 1 February 2018 and discussed the proposed Grain Trade Australia (GTA) grant application regarding Chain of Responsibility.

NSW Farmers supports the application by GTA to the National Heavy Vehicle Regulator (NHVR) to develop materials to support farmers manage their chain of responsibility. Our support for this application is conditional upon:

- GTA engaging with state farming organisations in the development of material;
- The material developed adequately balances the needs of growers/farmers and traders, is practical and is easily adoptable by farm businesses;
- The material is appropriate for the use of the wider agriculture sector; and
- GTA working with the National Farmers' Federation to develop the materials.

Finally, NSW Farmers will reserve its right to endorse the final material pending consultation with our members about its suitability.

If you have any questions about NSW Farmers' position, please do not hesitate to contact Robert Hardie, Policy Director – Cropping and Horticulture on 02 9478 1074 or hardier@nswfarmers.org.au.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'M. Brand'.

Matt Brand
CHIEF EXECUTIVE

NSW Farmers' Association

ABN 31 000 004 651 PO Box 459 St Leonards NSW 1590 Level 6 35 Chandos Street St Leonards NSW 2065
Member Service Centre 1300 794 000 T 02 9478 1000 F 02 8282 4500 www.nswfarmers.org.au

Membership List as at 30 January 2018

Organisation	Contact	Website /Phone
Ordinary Member (Trading)		
Level A1 (over 7 Million Tonnes)		
Co-operative Bulk Handling Limited	Mr Jason Craig	cbh.com.au
Glencore Agriculture Pty Ltd	Mr Philip Hughes	glencoreagriculture.com.au
		2
Level A2 (5 - 7 Million Tonnes)		
Graincorp Operations Ltd	Mr Klaus Pamminger	graincorp.com.au
		1
Level A3 (3 - 5 Million Tonnes)		
ADM Trading Australia Pty Ltd	Mr Darryl Borlase	adm.com
Cargill Australia Limited	Ms Penne Kehl	cargill.com.au
		2
Level A4 (1.5 - 3 Million Tonnes)		
Bunge Agribusiness Australia Pty Ltd	Mr Chris Aucote	bunge.com/Agribusiness
Cofco International	Mr Bruce Li	cofcoagri.com.au
Emerald Grain Pty Limited	Mr David Johnson	emeraldgrain.com
Nidera Australia Pty Ltd	Mr David Lengren	nidera.com
Plum Grove Pty Ltd	Mr Tony Smith	plumgrove.com.au
		5
Level B1 (1.0 - 1.5 Million Tonnes)		
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Louis Dreyfus Company Australia Pty Ltd	Mr Robert Green	louisdreyfus.com.au
		2
Level B2 (500,000 - 1 Million Tonnes)		
Agrex Australia Pty Ltd	Mr Hiro Oda	agrexaustralia.com.au
Australian Grain Export Pty Ltd	Mr John Thiele	08 8832 2800
CHS Broadbent Pty Ltd	Mr Justin Fay	broadbentgrain.com.au
Centre State Exports Pty Ltd	Mr Jeff Voigt	centrestateexports.com.au
George Weston Foods Limited	Mr Mark O'Brien	gwf.com.au
Ridley Agriproducts Pty Ltd	Mr Michael Reeves	agriproducts.com.au
Riordan Grain Services	Mr Bradley Hogan	riordangrains.com.au
Riverina (Australia) Pty Ltd	Mr Jon Mulally	riverina.com.au
		8
Level B3 (250,000 - 500,000 Tonnes)		
Agfarm Pty Ltd	Mr Ron McCalman	agfarm.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
AGRIGRAIN	Mr Jeremy Brown	agrigrain.com
Agrisk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
Allied Pinnacle Pty Ltd	Mr Josh Lawrence	alliedmills.com.au
Elders Grain	Mr Lachlan Allen	elders.com.au
Lempriere Grain Pty Ltd	Mr Jonathan Holdsworth	lemprieregrain.com.au
Quadra Commodities Pty Ltd	Mr Robin Cassar	quadra.com
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Special One Grain Accumulator	Ms Jaimee Carrigan	specialonegrain.com.au
United World Enterprises Pty Ltd	Mr Jimmy Liu	uwetypical.com
Wilmar Gaviola Pty Ltd	Mr Matt Albion	07 3713 8700
		12

Ordinary Member (Trading) (contd)

Level C (under 250,000 Tonnes)

A & B Grains Pty Ltd	Mr Chris Wolski	abgrains.com.au
A T Waterfield & Son Pty Ltd	Mr Brad Waterfield	03 5382 3725
A W Vater and Co	Mr Kim Vater	vater.com.au
Access Grain Pty Ltd	Mr Wade Humphreys	accessgrain.com.au
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.com.au
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
Agriex Australia Pty Ltd	Mr Joseph Khnessier	02 9232 0690
Agrifoods Australia	Mr Rob Anderson	agrifoodsaustralia.com.au
Agromin Australia Pty Limited	Mr Rajni Patel	agromin.com.au
AGT Foods Australia	Mr Peter Wilson	agtfoods.com/australia
AMPS Agribusiness Group	Mr Simon McDougall	ampsagribusiness.com.au
Associated Grain	Mr Todd Jorgensen	07 4662 1999
Auscott Ltd	Mr Peter Webb	auscott.com.au
AusiCan Commodities	Mr Palwinder Singh	ausican.com
Australian Choice Exports Pty Ltd	Mr James Hunt	australianchoiceexports.com.au
Australian Grain Growers Co-operative Limited	Mr Bruce McDonald	aggcoop.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
Australian Storage Alliance Pty Ltd	Mr Jon Bucknall	0447 652 716
AvantAgri Australia Pty Ltd	Mr Peter Woods	avantagri.com.au
Baker Grain	Mr Richard Baker	bakergrain.com.au
Berriwillock Grain Storage Co-Operative Ltd	Mr Tony Bellinger	moulameingrain.com
BFB Pty Ltd	Mr Terry Brabin	bfb.com.au
Blairs Produce Company	Mr Sean Blair	02 6025 4600
Boolah Grains Pty Ltd	Mr Stuart Tighe	02 6754 0343
Boort Grain Co-Operative	Mr Jon Bucknall	02 9875 3919
Broun and Co Grain Pty Ltd	Mr Wal Broun	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 Commodities	Mr Andrew Kluck	0448 761 246
Cameron Pastoral Company Pty Ltd	Mr Ken Cameron	07 4671 4144
Castlegate James Australasia Pty Ltd	Mr Ross Giovanetti	castlegatejames.com.au
Cleveland Agriculture	Mr Chris Hurwood	02 6756 5004
Coorow Seeds	Mr Brian Pover	coorowseeds.com.au
COPRICE	Ms Kirsty Cutter	coprice.com.au
Cremer Australia Pty Ltd	Mr Scott Haughton	cremer.com.au
DA Hall and Co	Mr Bruce Holden	07 4695 5777
Dalby Bio-Refining Limited		dbrl.com.au
Dalgrains (Qld) Pty Ltd	Mr Tobin Cherry	dalgrains.com
Darwalla Milling Co Pty Ltd	Mr Gary Heidenreich	07 3822 0527
Deacon Seeds Company	Mr Terry Deacon	07 4662 3217
Deckert Group Pty Ltd	Mr Chris Deckert	deckerts.com.au
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Demeter Cormack Pty Ltd	Mr David Oates	08 6389 0098
Direct Commodities Pty Ltd	Mr Hamish Robertson	directcommodities.com.au
Donnellons Bulk Haulage Pty Ltd	Mr Bill Donnellon	0428 136 483
ED & F Man Grains Australia	Mr Oliver White	edfman.com
East Coast Stockfeed Pty Ltd	Mr Stuart Dolden	ecsf.com.au
Export Trading Group Australia Pty Ltd	Mr Shayne Clark	etgworld.com
Feed Central Pty Ltd	Mr Tim Ford	feedcentral.com.au
Fellows Nominees	Mr Paul Fellows	fellowsbulk.com.au
FertInvest Pty Ltd	Mr Preyesh Barar	fertinvest.com

Level C (under 250,000 Tonnes) cont.

Findlays Barellan	Mr Neil Findlay	02 6963 9246
Five Star Stock Feeds	Mr Tim Huggins	fssf.com.au
Fletcher International Exports Pty Ltd	Mr Kurt Wilkinson	fletchint.com.au
FREE Eyre Grain Pty Ltd	Mr Mark Rodda	free-eyre.com.au
Golden Harvest Grain Exports	Mr Chandru Hiremath	goldenharvest.net.au
Grain Direct Australia	Mr Chris Kochanski	graindirect.com.au
Grain Link (NSW) Pty Ltd	Mr Paul Pearsall	02 6962 9500
Grain Link WA Pty Ltd	Mr Andrew Goyder	grainlink.com.au
Grainforce Pty Ltd	Mr Derek Larnach	02 6331 4880
Grainpro Pty Limited	Ms Angela Bonfante	grainpro.com.au
GrainTrend Pty Ltd	Mr Sanjiv Dubey	graintrend.com
Greentree Farming	Mr David Brown	02 6751 1228
GV Grain & Fodder	Ms Joanne Harry	03 5828 3063
Hanlon Enterprises Grain	Mr Peter Gerhardy	02 6924 1781
Harberger's Farm Supplies (Trading) Pty Ltd	Mr Reece Harberger	harberger.com.au
Hassad Australia Operations Company Pty Ltd	Ms Terrie Morgan	02 9900 3700
Iloura Resources Pty Ltd	Mr Hans Hol	iloura-resources.com
Independent Grain Handlers Pty Ltd	Mr Brad Bryant	igh.net.au
Irwin Stockfeeds	Mr Bryan Irwin	irwinstockfeeds.com.au
Itochu Australia Ltd	Mr Justin Swan	www.itochu.com.au
J K International Pty Ltd	Mr Sandeep Mohan	jki.com.au
J W Koek & Company	Mr Brian Algate	07 3341 4548
James Stock Feed and Fertilizer Pty Ltd	Mr Adrian Moule	jamesstockfeed.com.au
Jerilderie Grain Storage & Handling	Mr David Barlow	03 5886 0344
KB Agri Services Pty Ltd	Mr Karl Bliss	07 4634 4320
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.com.au
Kangaroo Island Pure Grain Pty Ltd	Ms Emma Tonkin	kipuregrain.com
Kennett Rural Services Pty Ltd	Mr Andrew Kennett	kennetrural.com.au
Lachlan Commodities Pty Ltd	Mr Tony Cogswell	02 6851 2077
Laharum Bulk Handling Co	Mr Donald Carter	03 5381 2666
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
Laucke Flour Mills P/L	Mr Roger Laubsch	laucke.com.au
Lawson Grains Pty Ltd	Mr Angus Blair	lawsongrains.com
LDC Enterprises Australia Pty Ltd	Mr Richard Porter	07 3253 5999
LINX Cargo Care	Mr David Simpson	linxcc.com.au
LPC Trading Pty Ltd	Mr Simon Langfield	02 6383 7222
Malteurop Australia Pty Ltd	Mr Jack King	03 5277 1950
Matthews Transport and Grain Traders	Mr Neville Matthews	08 9831 1021
Max Grains Pty Ltd	Mr Jack Fahy	maxgrains.com.au
MC Croker Pty Limited	Mr Greg Carroll	crokergrain.com.au
McNaughts Grain & Fertilizer Pty Ltd	Mr Daniel McNaught	mcnaughts.com
Melaluka Trading Pty Ltd	Mr Simon Pritchard	melalukatradng.com.au
Mellco Pty Ltd	Mr Steve Mellington	0419 867 971
Moulamein Grain Co-Operative Ltd	Mr Tony Bellinger	moulameingrain.com
Moxey Farms Pty Limited	Ms Jill Smith	02 6344 8462
MSM Milling Pty Ltd	Mr Peter MacSmith	02 6364 5999
Murrumbidgee Grains Pty Ltd	Mr Peter Hassall	02 6937 9100
Namoi Cotton Ltd	Mr Shane McGregor	namoicotton.com.au
Nandaly Grain Co-Operative Ltd	Mr Tony Bellinger	03 5078 1217
Network Grains Pty Ltd	Mr Craig Dennis	07 4637 8500
Newcastle Agri Terminal Pty Ltd	Mr Jock Carter	02 4962 4006
Northern Riverina Grains Pty Ltd	Mr Jon Bucknall	02 9875 3919
OOMA Enterprises NSW Pty Limited	Mr Malcolm Berry	oomaenterprises.com.au
Origin Grain Pty Ltd	Mr Peter Brick	03 5720 8500
PB Seeds Pty Ltd	Mr Peter Blair	pbseeds.com.au

Level C (under 250,000 Tonnes) cont.

PeaCo	Mr Shane Wall	03 5497 1766
Pearson's Grain Pty Ltd	Mr Darren Pearson	pearsonsgroup.com.au
Peters Commodities Pty Ltd	Mr Michael Oxley	petcom.com.au
Phoenix Global Australia Pty Ltd	Mr Jogesh Virk	phoenixcommodities.com.au
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Preston Grain	Mr Andrew Kell	02 6977 1733
Pulse Association of the South East (PASE) Inc	Ms Leanne Burr	08 9071 3655
Quattro Ports	Mr Dene Ladmore	quattroports.com.au
Quirindi Grain & Produce	Mr John Webster	02 6746 1911
Reid Stockfeeds Pty Ltd	Mr Ian Reid	reidstockfeeds.com.au
Rhodium Resources Australia Pty Ltd	Mr Mark Fitzgerald	rhodiumresources.com
Rivalea (Australia) Pty Ltd - Animal Nutrition	Mr Andrew Philpotts	rivalea.com.au
Riverina Oils & BioEnergy Pty Ltd	Mr Lachlan Herbert	riverinaoils.com
Roty Grain Store	Mr Brian Newman	02 6988 8221
Ruddenklau Grain Pty Ltd	Mr Tim Ruddenklau	08 8842 1314
Rural Logic (Aust) Pty Ltd	Mr Michael Wood	rurallogic.com.au
SANWA Pty Ltd	Mr Charles Emerson	sanwa.com.au
Seedhouse Tasmania	Mr Matthew Crane	seedhouse.com.au
Shannon Bros Bulk Haulage	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 Cotton Trading Pty Ltd	Mr Chris Veness	02 69 552 779
Southern Grain Storage Pty Ltd	Mr Campbell Brumby	03 5267 2351
Southern Stockfeeds (Operations) Pty Ltd	Mr David Jemmet	03 5437 8295
Spagrimon Australia Pty Limited	Mr Jiger Kotecha	spagrimon.com.au
Standard Commodities Australia Pty Ltd	Ms Elizabeth Bozinoska	stancom.com.au
Summer Hill Grains	Mr Barney Hughes	0428 694 363
SunPork Farms Feed Mills	Mr Mark Young	08 8532 4434
Tasmanian Agricultural Producers Pty Ltd	Mr David Skipper	tasagproducers.com.au
Thallon Grains Pty Ltd	Mr Andrew Earle	02 6756 5004
TSS Grain	Mr Trevor Macleod	tasstockfeed.com.au
Twynam Pastoral Company	Ms Lesley Heidtman	twynam.com
Ulusoy Asia Pacific	Mr Mark Madjarevic	ulusoyflour.com
Unigrain Pty Ltd	Mr Ervin Leong	unigrain.com.au
Unique Grain Management Pty Ltd	Mr Mark Thiele	uniquegrain.com.au
Universal Commodity Management	Mr Tim Dean	commoditymanagement.com.au
W B Hunter Pty Ltd	Mr Stewart Coombes	03 5821 5744
Ward McKenzie Pty Ltd	Mr Geoff Hammon	mckenziefoods.com.au
Watershed Commodities	Mr Jack Vivers	0427 715 543
WHG Oceania Pty Ltd	Gesheng Shen	02 8040 3030
Whyalla Beef Pty Ltd		whyallabeef.com.au
Wilken Grain	Mr Richard Wilken	wilkens.com.au
Wimpak Pty Ltd	Mr James French	wimpak.com.au
WW Agri Pty Ltd	Mr Steve Sloss	wwagri.com.au
XLD Grain Pty Ltd	Mr Lachie Stevens	xldgrain.com.au
Yenda Prods Grain Pty Ltd	Mr Luke Mancini	0437 512 322

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Transport Operator

Gehrke Grains and Transport Pty Ltd	Mr Julian Gehrke	07 5465 6695
Hamilton Contracting (NSW) Pty Ltd	Ms Jodie Hamilton	hamiltoncontracting.com.au
Wakefield Grain Export Services	Mr Bikash Ram	wakefields.com.au

3

Broker

Large

0

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

Mr Jeff Winspear
Mr Ash Munro
Mr Brett Cooper
Mr Peter Geary
Mr Craig Perkins
Mr Pat Cogswell
Mr Tim Teague

grainbrokers.com.au
horizongb.com.au
intlfcstone.com
mcdonaldpelz.com
03 9645 6846
samarkets.com.au
teague.com.au

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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

Mr Adam Clarke
Mr Andy Cunliffe
Mr Angus Wettenhall
Mr Michael Moss
Mr Robert Luetolf
Mr Matt Henke
Mr Dion Costigan
Mr Todd Lees
Mr Ian Mallon
Ms Jayne Barker
Mr Rodney Edgerton
Mr Hamish Steele-Park

0400 065 763
0455 105 300
alliedgrain.com.au
02 4323 9339
cogeser.com.au
farmtender.com.au
linkbrokering.com.au
lotema.com.au
questcommodities.com.au
egrainservices.com.au
woodcomm.com.au

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Corporate

Large

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

Mr Kristen Hopkins
Mr Ian Hanrahan
Mr Tristan Coram
Mr Tom Barraket

asx.com.au/grainfutures
anz.com.au
agtbreeding.com.au
commbank.com.au

4

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

Ms Doreen Fernandez
Mr Lee Shilvock
Mr Andrew Parry
Mr Mathew Conoulty
Mr Simon Kirkman
Mr Geoff Farnsworth
Mr Stephen Thompson
Mr Ben Jones
Mr Adam Davis
Mr Jeremy Rosenthal
Mr Scot Paterson

03 9742 0589
amspecgroup.com
07 3391 8640
commodityinspection.com.au
foss.com.au
holdingredlich.com
hfw.com
intertek.com
merrickscapital.com
sbalaw.com
au.sgs.com

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Small

Advance Trading Australasia
Ag Scientia Pty Ltd
Basis Commodities Pty Ltd
Clear Grain Exchange
CloudBreak Grain Marketing Pty Ltd
Delta Agribusiness Pty Ltd

Mr Andrew Woodhouse
Mr Lloyd George
Mr Chris Whitwell
Mr Nathan Cattle
Mr Ed Scamps
Mr Michael Parry

advance-trading.com.au
03 9598 1980
basiscommodities.com.au
cleargrain.com.au
08 8388 8084
02 6772 0000

Corporate (cont.)

Small

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
Goldstar Commodities	Mr Geoff Webb	goldstarcommodities.com.au
Grainx	Mr Chris Hood	grainx.com.au
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 Simon Clancy	ikoncommodities.com.au
Lachstock Consulting	Mr Lachie Stevens	xldgrain.com.au
MarketAg Pty Ltd	Mr Mark Martin	02 6747 1590
McMullen Consulting Pty Ltd	Mr Gerard McMullen	03 8300 0108
Mercari Pty Ltd	Mr Scott Still	mercari.com.au
Mirfak P/L	Mr Mark Murphy	mirfak.com.au
Murray Goulburn Trading Pty Ltd	Mr Gerard Murphy	03 5862 2799
NZX Australia (ACF, PFA)	Ms Hannah Janson	nzx.com
OMIC Australia Pty Ltd	Mr Yasuhide Okumura	omicaustralia.com.au
Perten Instruments Australia Pty Ltd	Mr Raul Ovelar	02 9870 3400
Pinnacle Commodities Pty Ltd	Mr Rod Buckle	pinnaclecommodities.com.au
Planfarm Marketing Pty Ltd	Mr Jerome Critch	planfarm.com.au
Plansafe Logistics Pty Ltd	Mr Mark Sloan	plansafelogistics.com.au
Primal Foods Group	Mr Peter Longhurst	02 8011 4182
Rise Agribusiness Pty Ltd	Mr Ian Dalglish	riseagri.com.au
Rural Directions Pty Ltd	Mr Chris Heinjus	ruraldirections.com
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

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International Affiliate

CCIC Australia Pty Ltd	Mr Isherwood Feng	02 9580 3212
CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com

2

Industry Association

Australia Export Grain Innovation Centre	Mr Richard Simonaitis	aegic.org.au
Grain Growers Limited	D. McKeon/M. Southan	graingrowers.com.au
Grain Industry Association of WA	Ms Larissa Taylor	giwa.org.au
Grain Producers Australia Ltd	Mr Andrew Weidemann	grainproducers.com.au
NSW Farmers Association	Mr Robert Hardie	02 9478 1000
Victorian Farmers Federation	Mr Stephen Sheridan	03 9207 5555

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Merchant Association

Grain Industry Association of SA	Ms Rebecca Freeman	0414 844 425
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	Retired	Awarded 1998
Mr Christopher Kelly	K M & W M Kelly & Sons	Awarded July 2015
Mr Geoff Honey (<i>Posthumously awarded</i>)	Former GTA CEO	Awarded July 2016

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