

9<sup>th</sup> December 2022

Committee Secretary  
 Inquiry into Food Security in Australia  
 House Standing Committee on Agriculture  
 PO Box 6021  
 Canberra City ACT 2601

Lodged via: Online Submission ([Link: here](#))

Dear Sir/Madam

RE: Inquiry into Food Security

## 1. About Grain Trade Australia

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

GTA has over 270 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 is annexed to this submission.

**GTA's core focus is to 'facilitate trade' in the Australian grain industry. Its 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 within the Australian grain value chain.

Within this context, on behalf of its members, GTA provides comment into this Inquiry into Food Security.

## 2. The Australian Grain Industry

The 2021/22 season was an exceptional year for the Australian grain industry. Australia produced a record crop of 67.4 million tonnes (MT) (12% above the previous record of 58.14 MT in 2020/21) and exports of 45.4 MT. Domestic demand in both human consumption and animal feeding has grown to be over 17 MT. ABARES estimate of industry value for 2021/22 is a record \$27.5 billion for 2021/22 and export value at \$23.8 billion.

The current ABARES forecast estimate for production in 2022/23 stands at 62 MT, the second highest level for crop production in Australia.

Table 1 - GRAINS AT A GLANCE <sup>1</sup>				
	2019/20	2020/21	5 Year	2021/22
Crop production (MT) <sup>1</sup>	30.938	59.907	46.789	67.379
Industry Value \$Am FOB <sup>1</sup>	11,147	19.883	16.659	27.492
Domestic Demand	16.22	16.95	15.83	17.23
Exports (MT) (FY) <sup>1</sup>	17.068	33.47	27.80	45.37
% Containers	14.4	10.3	12.0	8.9
Export Value \$Am FOB <sup>1</sup>	7,997	13,039	12.366	23.774

Source: ABARES, ABS, USDA

<sup>1</sup> Excludes Rice

Australian grain supply chain participants including GTA members have successfully managed the monumental task to receive, store and move more grain than ever before, while ensuring grain quality and food safety is maintained throughout the supply chain.

### 3. Importance of Agricultural Supply Chains to Food Security

Food security is impacted by the ability and capability of agricultural supply chains to:

- a) produce agricultural commodities,
- b) manage the storage and handling of the commodity,
- c) efficiently move the commodities to points of either primary consumption and/or processing into food ingredients and products,
- d) move the raw products (eg meat) and processed consumer products (eg bread) to the points of retail consumption.

At all times there are two critical components impacting food security:

- a) Risk – The ability for producers, supply chain managers and processors to manage risk (including taking risk, mitigating risk, transferring risk or hedging risk). Risk includes production risk, price risk, logistical risk, as well as access to capital and working capital). Without the ability to manage these risks, the food production system could not function.
- b) Food Safety – is a critical component of food security as food needs to be safe to consume (otherwise it is simply NOT food) which in turn means consumer confidence in food safety is critical to food security. Consumer confidence can be fragile and easily deflated; therefore Australia must maintain a strong focus on its food safety systems.

### 4. Importance of efficient markets

Efficient and effective markets are critical for **both global and Australia's food security**. The fundamental role of agricultural commodity markets is to create the economic conditions necessary to distribute commodities from areas of surplus production to points of demand; and to ration demand in the context of overall supply. This means facilitating trade (within Australia and between countries) is critical for food security within Australia and globally.

Food Security in many parts of the world is also important to political and civil stability. For example a catalyst for **the “Arab Spring” in the early 2010's** was high food prices and lack of food security leading to civil instability leading to regime change in several countries.

In the current global political and trade environment it is important countries resist the populist temptation to protect domestic sectors and restrict open markets.

Australia has a “**comparative advantage**”<sup>1</sup> in agricultural production. GTA supports the Australian economy remaining a globally orientated market economy that is focused on trade and ‘**comparative advantage**’, **recognising this also exposes industries to exposed to global competition**. This leads to productivity and efficiency through competition and results in agricultural commodity prices based on competitive global markets and that local or domestic prices are driven by either:

- “import parity” (or the cost of importing a product) when in deficit; or
- “export parity” (or the price obtainable for a product in the global market) when in surplus.

GTA supports industry increasing market efficiency and trade facilitation through its products and services and provides the Australian grain industry with a self-regulatory framework for trade.

---

<sup>1</sup> Comparative advantage is an economy's ability to produce a particular good or service at a lower opportunity cost than its trading partners. This means a country can produce a good relatively cheaper than other countries. The theory of comparative advantage states that if countries specialise in producing goods where they have a lower opportunity cost – then there will be an increase in economic welfare.

## 1. Market Disruptions

Potential for severe market disruptions has become more apparent since the Covid 19 pandemic and **Russia's** illegal invasion of Ukraine. It is important that all governments resist the temptation to react to market disruptions and risks to food security by adopting protectionist behaviours and implementing distorting policies and restricting open markets.

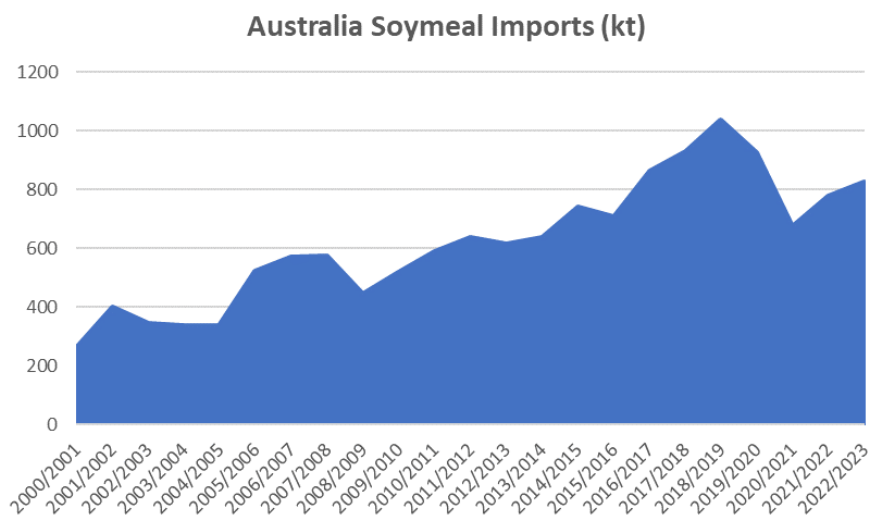
**GTA's view is that the “marketplace”** is the most effective means of dealing with market disruptions and food security risks through market driven rationing of supply and demand.

GTA plays a role in market efficiency through provision of contracts, trade rules and confidence in contract performance or product delivery through an effective dispute resolution system.

## 2. Access to Import Pathways

Having efficient import pathways (recognising the importance of biosecurity) is important to food security, not only in times of production failure and drought, but also in terms of importing commodities, food and ingredients that Australia does not produce (or produce sufficiently to meet demand). For example, Australia imports around 900kt of soymeal as a protein source for animal stockfeeds, particularly for pig and poultry production.

**Figure 1 - Australian Soy Meal Imports**

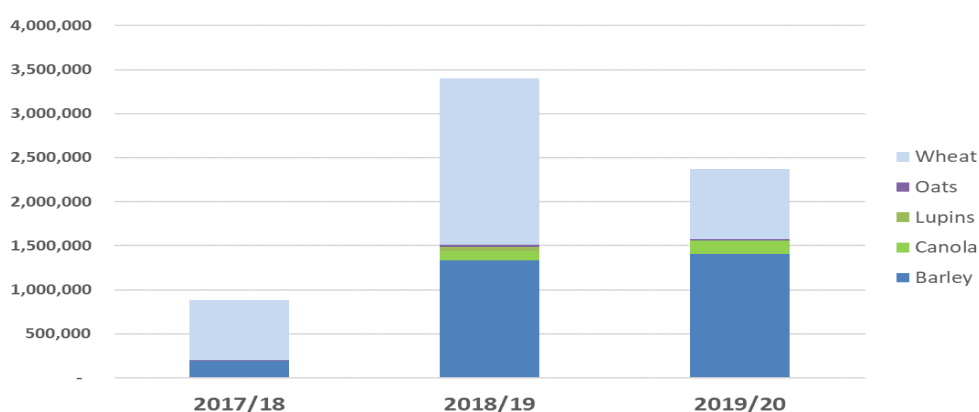


Source: USDA PSD

GTA and its Domestic Sector Council are currently working with Department of Agriculture Fisheries and Forestry (DAFF) to attempt to improve efficiency in the whole grain and protein meal import procedures.

Efficient import pathways were also important during the most recent drought, when 960 KT of wheat was imported from Canada for domestic processing. The duration and severity of the drought resulted in over 6.6 MT of grain being imported into the East Coast by bulk coastal vessels from SA and WA. This saw traditional export orientated supply chains **“reverse” to manage the incoming** flow of grain. This was a demonstration of the ability of industry to adapt to market circumstances.

Figure 2 – Transshipments of Australian grain by ocean vessels (in bulk - kt)



Source: Australian Crop Forecasters

### 3. Lessons from Covid19 Pandemic

It would be a lost opportunity not to review the issues, disruptions and risks to the grain production, grain supply chains, and in turn national food security that were exposed by the Covid19 pandemic. In part, prior to the pandemic some of these issues and scenarios would not have been considered remotely conceivable or **“realistic”**. In response to the Covid19 Pandemic GTA established an industry working group, that developed a risk matrix (annexed to this submission for information). Among others, key issues identified included:

- Global Supply Chain disruptions - Australia imports some key inputs for agricultural production and supply chains, including fuel, fertiliser, machinery and chemicals used in crop protection and grain handling. Severe disruption to these imports has potential to adversely impact grain production, harvest and grain storage. Restrictions to fuel, with obvious impacts across the broader economy can also impact production/harvest of grain, and its movement from farm to points of processing and consumption, and distribution through retail supply chains.
- Labour – Lack of suitable workforce on-farm, in grain handling businesses, and transportation exposed risks to food distribution and security. Lack of labour for processing facilities (e.g., abattoirs, flour mills) had potential to restrict food availability in terms of food ingredients and consumer retailing. This risk increased when combined with panic buying by consumers (e.g., meat and flour).

It was testament to the dedication, ingenuity and adaptability of growers and the grain supply chain, processors and retail distributors that the impacts of the Covid19 pandemic were not greater or more severe than what occurred.

### 4. Non-Tariff Measures (NTMs):

The threat of competitor actions, trade and political disputes, logistical and supply chain disruptions is ever present in any agricultural market.

The impact of such policies can influence and distort markets in several ways such as:

- limiting market access opportunities,
- increasing transaction costs and risks (for importers and exporters).

The economic and opportunity costs of these distortions are ultimately borne by producers and consumers.

Restrictive trade measures, including some Non-Tariff Measures (NTMs) and other policies can be detrimental to trade facilitation and can generate barriers that will increase the likelihood of food insecurity.

While it should be noted that some NTMs serve legitimate purposes (such as protecting human, animal and plant health and the environment), many NTMs can impose trade barriers. NTMs have long been used by governments as policy and trade regulatory tools and have the scope to significantly increase the costs and risks of trade and impact on trade opportunities.

GTA believes addressing NTMs that act as impediments and barriers to efficient trade must be a priority of current and future trade and food policy as they can adversely impact demand and the production levels of Australian grain.

GTA has been a strong advocate in seeking to minimise the impact and disruption NTMs have on the Australian grain industry. Working with industry, regional multi-lateral alliances and DAFF, GTA facilitated the production of a report on the impact NTMs have on the Australian grain industry. The NTM report is available [here](#).

## 5. Supply Chain Investment for Competitiveness and Growth

**In addition to market access and efficient trade, the future success of Australia's grain industry** to support local and global food security is dependent on an efficient and competitive supply chain. GTA has developed an innovative growth and investment strategy for the grain supply chain called '[Modernising the grain supply chain – from drought, through Covid-19 to 2030](#)'.

**Around 30-35% of a grower's total cost is supply chain costs. Global competition is intensifying.** The quality advantage for Australian grain is reducing as processors and consumers increase their efficiency and utilisation of grain from alternative and cheaper origins and utilise technology to enable flexibility and use of different quality raw materials. This is applying pressure on Australian margins, and costs at both farm and supply chain level. Australia must compete and develop **its** competitive advantage on both the grain quality/value and the supply chain fronts.

To enhance the competitiveness of the Australian value chain and improve food security both industry and government need to play a significant role in investing in the long-term future to increase productivity and reduce paddock and supply chain costs to ensure our market position and to improve farm gate returns.

Commercial storage operators are participating in an increasingly dynamic and entrepreneurial market. The grain supply chain is increasing its storage capacity and the number of operators through multiple container packers, new ports, country storage operators and farm-based storage and logistical enterprises.

This increasingly competitive and spatially distributed storage model provides opportunity for participants including grain producers as they more than ever can extract and capture value from the post farm gate supply chain. However, whilst delivering benefit, a broad and competitive multi-operator storage model does require guidance and support and pre-competitive cooperation if Australia is to drive efficiency and maintain its national food security.

GTA would contend that in seeking to develop policy to improve the position of Australian agricultural industry, and food security the grain supply chain must be a focus and an important policy consideration. **A current example is the unacceptable state of the nation's rural road network that has** been adversely impacted by the recent weather events. Whilst a short-term fix is required GTA suggests this is a government planning issue and one that must be rectified through a review of road network standards, maintenance cycles and technology.

The grain supply chain must be understood in order to improve competitiveness and extract economic value for producers and consumers. Being able to produce grain relies on having efficient supply chains in the domestic and export markets to ensure demand opportunities and supply can be matched.

The lessons from pandemics, global tensions and climate change require industry and government strategic discussion and planning at all levels to engender some greater robustness into the supply chain. Future supply trends and market outcomes should be analysed to provide the capability to forecast change to the fundamentals of the global grain supply chain. An example is the move to more environmentally friendly fuel sources for cargo vessels. This direction will drive freight costs higher and will impact both the input cost of fertiliser and the market prices for our international customers.

The grain supply chain and global trade is fundamental to the flow of basic global food supply. Its robustness and resilience are critical to food security. The Australian domestic market and the export market are both reliant on the Australian supply chain to meet demand.

## 6. Data to Support Industry

The capability to forecast supply shocks and related food insecurity has long been understood to be a critical global management tool for reducing famines, hardship and to minimise localised political tension and conflicts.

From a grain industry and an Australian supply chain perspective greater effort may be required as geopolitical tensions increase and climate change continues to create global droughts and flood events. ABARES' role from a grain industry perspective is critical and government should continue to support this agency and its work to analyse Australia's **supply chain** and production levels to support strategic planning and decision making by government and industry.

## 7. Conclusion

GTA welcomes the opportunity offered by the House Standing Committee on Agriculture to provide comment on food security.

We reiterate our earlier comments that being able to manage risks and ensuring consumer confidence in food safety are paramount to food security.

A balanced approach to strategic policy settings and a capability to oversight and forecast supply chain trends and future shocks are critical elements to minimising exposure and risk from food security issues both within Australia and globally.

In terms of ensuring and improving food security, there is an immediate role for government in the short and over the longer terms, including:

- improving infrastructure and efficiency for both road and rail modes of transport
- improving port efficiencies
- improving efficiency of import pathways
- ensuring a strong focus on market efficiency
- continue work to reduce the impact of illegitimate non-tariff measures (NTMs).

Government also has an important role to improve global food security and strengthen regional political stability by focusing on strengthening and improving trade in agricultural commodities and products.

**GTA's members support** a collaborative industry and government approach to analyse, forecast, consider, and develop policy that may have the effect to minimise food security issues.

GTA promotes any outcomes or direction and initiatives that enhance existing industry systems, regulatory standards and processes developed to facilitate commercial and non-restrictive trade. All initiatives should be market driven, evidenced based, mitigate (and not increase) risks and provide net value.

We look forward to the progress of this inquiry and further opportunities to engage and provide input.

Thank you for your consideration of this submission.

Yours faithfully,



**Pat O'Shannassy**  
Chief Executive Officer



## Membership List as of 7 December 2022

Organisation	Contact	Website /Phone
<b>Ordinary Member (Trading)</b>		
<b>Level A1 (over 7 Million Tonnes)</b>		
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
		<b>3</b>
<b>Level A2 (5 - 7 Million Tonnes)</b>		
		<b>0</b>
<b>Level A3 (3 - 5 Million Tonnes)</b>		
Cargill Australia Limited	Mr Zsolt Kocza	cargill.com.au
		<b>1</b>
<b>Level A4 (1.5 - 3 Million Tonnes)</b>		
ADM Trading Australia Pty Ltd	Mr Darryl Borlase	adm.com
		<b>1</b>
<b>Level B1 (1.0 - 1.5 Million Tonnes)</b>		
Emerald Grain Pty Limited	Mr David Johnson	emeraldgrain.com
Manildra Group	Mr Peter Sloan	manildra.com.au
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Bunge Agribusiness Australia Pty Ltd	Mr Stephen Bennett	bunge.com/agribusiness
CHS Broadbent Pty Ltd	Mr Steve Broadbent	broadbentgrain.com.au
Riordan Grain Services	Mr Mark Lewis	riordangrains.com.au
		<b>6</b>
<b>Level B2 (500,000 - 1 Million Tonnes)</b>		
Australian Grain Export Pty Ltd	Mr Brett Dodson	australiangrainexport.com.au
Centre State Exports Pty Ltd	Mr Jeff Voigt	centrestateexports.com.au
Cofco International	Ms Sara Pan	cofcoagri.com.au
George Weston Foods Limited	Mr Mark O'Brien	gwf.com.au
Inghams Enterprises Pty Ltd	Mr Matt Clarke	ingham.com.au
Ridley Agriproducts Pty Ltd	Mr Michael Reeves	agriproducts.com.au
Riverina (Australia) Pty Ltd	Mr Gareth Stapleton	riverina.com.au
ETG Commodities Pty Ltd	Mr Peter McMeekin	peter.mcmeekin@etgworld.com
		<b>8</b>
<b>Level B3 (250,000 - 500,000 Tonnes)</b>		
Allied Pinnacle Pty Ltd	Mr Brett Duczmal	alliedpinnacle.com
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Wilmar Gaviola Pty Ltd	Mr Matt Albion	07 3713 8700
Louis Dreyfus Company Australia Pty Ltd	Mr Oliver Reid	louisdreyfus.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 Kurt Wilkinson	fletchint.com.au
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.com.au
		<b>9</b>
<b>Level C1 (over 10 employees, under 250,000 Tonnes)</b>		
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
Agri Risk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
AGT Foods Australia	Mr Michael Brittain	agtfoods.com/australia
Associated Grain t/a Agropac 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
Hanlon Enterprises Grain	Mr Chris Coates	hanlonenterprises.com.au
Hazeldenes Chicken Farm Pty Ltd	Mr Marcus Dingle	hazeldenes.com.au
HX Food Group (Aus) Pty Ltd	Mr Dong Zhao	hxfoodgroup.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
J K International Pty Ltd	Mr Sandeep Mohan	jki.com.au
Rex James Stockfeed Pty Ltd	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
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 Trevor Perryman	03 5277 1950
Mandala Trading Pty Ltd	Mr Jayjeev Saraff	mandalatrading.com.au
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
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Quattro Ports	Mr Dave Allen	quattroports.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
Yenda Prods Grain Pty Ltd	Mr Luke Mancini	0437 512 322
Viridis Ag	Mr Anthony Howard	viridisag.com

49

**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
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
Deacon Seeds Company	Mr Mark Schmidt	07 4662 3217
Demeter Cormack Pty Ltd	Mr David Oates	08 6389 0098
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Direct Grain Pty Ltd	Mr Mark Davis	directgrain.com.au/
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
Grenfell Commodities Pty Ltd	Mr Glenn Beasley	grenfell.com.au
GO Resources Pty Ltd	Ms Rosemary Richards	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 (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
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
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
Lemarc Agromond Pty Ltd	Mr Michael Aikman	lemarcagromond.com
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
Spagrimon Australia Pty Limited	Mr Jiger Kotecha	spagrimon.com.au
Standard Commodities Australia Pty Ltd	Ms Elizabeth Bozinowska	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
Swiss Singapore (Australia) Pty Ltd	Surya Jain	swiss-singapore.com
Tamma Grains Australia Pty Ltd	Ms Kim Packer	0428 887 026
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	mckenziefoods.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

104

#### Transport Operator

Crawfords Freightlines Pty Lts	Mr Phillip Davis	crawfordsfreightlines.com.au
Gehrke Grains and Transport Pty Ltd	Mr Julian Gehrke	07 5465 6695
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 Hugh Cox	pacificnational.com.au
SEAWAY Intermodal Pty Ltd	Mr Bikash Ram	seawayintermodal.com.au

6

#### Broker

Large 0

#### Medium

Fox Commodities 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
Perkins Commodity Brokers	Mr Craig Perkins	03 9645 6846
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

11

#### 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	
Woodside Commodities Pty Ltd	Mr Hamish Steele-Park	woodcomm.com.au

7

## Corporate

### Large

ASX Limited	Mr Ian Waddell	<a href="http://asx.com.au/grainfutures">asx.com.au/grainfutures</a>
Australia And New Zealand Banking Group	Mr Ian Hanrahan	<a href="http://anz.com.au">anz.com.au</a>
Australian Grain Technologies Pty Ltd	Mr Tristan Coram	<a href="http://agtbreeding.com.au">agtbreeding.com.au</a>
Barrett Burston Malting Co Pty Ltd	Mr Dean Ganino	<a href="http://bbmalt.com.au">bbmalt.com.au</a>
Commonwealth Bank of Australia	Mr Tom Barraket	<a href="http://commbank.com.au">commbank.com.au</a>
National Australia Bank Ltd	Mr Christian Bowes	<a href="http://nab.com.au">nab.com.au</a>
NSW Ports	Mr Campbell Mason	<a href="http://nswports.com.au">nswports.com.au</a>

7

### Medium

AgriDigital	Mr Henry McKay	<a href="http://agridigital.io">agridigital.io</a>
AgriFood Technology Pty Ltd	Mr Rob Anderson	03 9742 0589
Amspec Australia Pty Ltd	Mr Lee Shilvock	<a href="http://amspecgroup.com">amspecgroup.com</a>
Australian Superintendence Company	Mr Andrew Parry	07 3391 8640
Commodity Inspection Services (Australia) Pty Ltd	Mr James Saunderson	<a href="http://commodityinspection.com.au">commodityinspection.com.au</a>
Foss Pacific Pty Ltd	Mr Phil Soderberg	<a href="http://foss.com.au">foss.com.au</a>
Holding Redlich	Mr Geoff Farnsworth	<a href="http://holdingredlich.com">holdingredlich.com</a>
HFW Australia	Mr Stephen Thompson	<a href="http://hfw.com">hfw.com</a>
Intertek	Mr Ben Jones	<a href="http://intertek.com">intertek.com</a>
Mars Petcare t/a Mars Birdcare	Mr Kurt Sosinski	07 3719 0100
Oldendorff Carriers	Mr Ben Harper	<a href="http://oldendorff.com">oldendorff.com</a>
SBA Law	Mr Jeremy Rosenthal	<a href="http://sbalaw.com">sbalaw.com</a>
SGS Australia Pty Ltd	Mr Scot Paterson	<a href="http://au.sgs.com">au.sgs.com</a>
T-Ports Pty Ltd	Mr Kieran Carvill	<a href="http://tports.com">tports.com</a>
Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Mr Jeremy Brown	<a href="http://qube.com.au/logistics/agri/">qube.com.au/logistics/agri/</a>

15

## Small

Advance Trading Australasia	Mr Andrew Woodhouse	advance-trading.com.au
Ag Scientia Pty Ltd	Mr Lloyd George	03 9598 1980
Aperture Ag Pty Ltd	Mr Alex Campbell	0450 201 103
Basis Commodities Pty Ltd	Mr Chris Whitwell	basiscommodities.com
BSM Global Pty Ltd	Mr Robert 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
Merricks Capital Services Pty Ltd	Mr Adam Davies	merrickscapital.com
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	priag.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
Wattletree Consulting Pty Ltd	Mr Jon Bucknall	

44

## International Affiliate

CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com
-------------------------------------	--------------------	---------------------

1

## Industry Association

Australia Export Grain Innovation Centre	Mr Richard Simonaitis	aegic.org.au
Grain Growers Limited	D. McKeon	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

5

## 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

4

**Life Members**

Mr Mervyn May  
Mr Christopher Kelly  
Mr Geoff Honey  
Mr Terry Deacon

Awarded 1998  
Awarded July 2015  
Awarded July 2016  
Awarded August 2019

4

COVID-19 Committee – Working Group

## **Covid19 – Australian Grains Supply Chain Risk Matrix**

9/12/2022 2:12 PM

Sector	Segment	Comment	Likelihood	Impact
<b>A. Farm Production</b>	i. Crop inputs	<ul style="list-style-type: none"> <li>Supply Shortage of pre-crop and in-crop chemicals and fertiliser               <ul style="list-style-type: none"> <li>China is the major producer of macronutrients and Phosphate. With forced closure of industry in China and disruption to the SC there may be delays and shortages that may impact on the cropping cycle.</li> <li>Panic buying and hoarding are anticipated and may create localised shortages.</li> </ul> </li> <li>A major increase in price for inputs may create cost/price and therefore enterprise value decisions for growers.</li> </ul>		
	ii. Machinery/Operations	<ul style="list-style-type: none"> <li>Machinery parts for repairs may be an issue as supply chains become uncertain. This is anticipated to cause isolated hardship but is not anticipated to have an industry wide impact</li> </ul>		
	iii. Capital Availability/Cash Flow	<ul style="list-style-type: none"> <li>Coming out of drought growers may require financing to move forward in the cropping cycle. Access to finances/working capital needs consideration.</li> </ul>		
	iv. Labour	<ul style="list-style-type: none"> <li>Farm labour in broadacre farming is minimal except for peak periods such as cropping and harvest. Given the farming environment is isolated impact on the supply of labour is not of major concern as compared to other industries and agricultural sectors. Travel restrictions may impact on labour availability in some areas, eg “backpacker” labour dependency can be high in some local regions.</li> </ul>		
<b>B. Storage Companies</b>	i. Machinery/Operations	<ul style="list-style-type: none"> <li>Like any other warehousing and bulk materials handlers, the grain storage companies are anticipating some shortage or delay in sourcing of some materials and spare parts. This is being managed and discussion have occurred between industry and govt.</li> </ul>		
	ii. Grain Protectants	<ul style="list-style-type: none"> <li>Phosphine and contact pesticides may be in short supply which may impact on ability to deliver/ship grain free from insects (per legislation). BHCS to progress and keep industry aware of any issues.</li> </ul>		
	iii. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>Less significant issue for the larger bulk of the storage companies</li> <li>Significant issue for the smaller bulk of the storage companies</li> </ul>		
	iv. Energy / Electricity	<ul style="list-style-type: none"> <li>Breakdown in electricity availability is a risk to grain receipt/turnout and storage. Some sites/facilities may have on-site power, others rely on grid. Need to check on level of own-on-site generators.</li> </ul>		

Sector	Segment	Comment	Likelihood	Impact
C. Transport - Road	v. Labour	<ul style="list-style-type: none"> <li>Travel restrictions may impact on the availability of harvest casual labour... this may impact on the receival process and the ability to open all grain receival sites</li> </ul>		
	i. Machinery/Operations	<ul style="list-style-type: none"> <li>There is likely to be difficulty in sourcing parts and materials for effecting repairs on the truck fleet.</li> </ul>		
	ii. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>The road industry is based on a model of low cost of entry and operates with a low capital base. Any shocks in the supply chain can have major impacts on fleet operators and especially owner drivers. Fuel price is at a record low and this is providing benefit to the fleet operators.</li> <li>Road industry is coming off a severe drought and is not well placed for further volatility</li> </ul>		
	iii. Labour	<ul style="list-style-type: none"> <li>Isolated inter-company labour shortages may result from Covid-19 cases. However, relief and back-up drivers may be accessible. Planning will minimise the impact of isolated pockets of infection impacting on the supply of drivers</li> </ul>		
D. Transport – Rail	i. Machinery/Operations	<ul style="list-style-type: none"> <li>There is likely to be difficulty in sourcing some parts and materials for the locomotive and wagon fleets.</li> </ul>		
	ii. Track Congestion	<ul style="list-style-type: none"> <li>Overheated demand for other rail traffic (minerals /FMCGs) may have an impact on pathway access and priority access to locomotives and crew.</li> </ul>		
	iii. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>The rail industry requires a relatively large capital base and normally has in place adequate cash flow management arrangements.</li> <li>Issue for rail is more the return to more normal demand in 2021 and being able to re-start the supply chain.</li> </ul>		
	iv. Labour	<ul style="list-style-type: none"> <li>Isolated inter-company labour shortages may result from Covid-19 cases. Rail crews coming from a drought year will already be in short supply – and will have to re-learn and up-skill on track conditions - leading to time delays</li> <li>Crew shortage will be an issue for grain traffic that will require management and oversight.</li> </ul>		
E. Transport – Bulk Shipping	i. Machinery/Operations	<ul style="list-style-type: none"> <li>There is likely to be isolated issues for some fleet managers with sourcing some parts and materials for repairs and refits.</li> </ul>		
	ii. Demand Congestion	<ul style="list-style-type: none"> <li>Dry Bulk Shipping at some stage is anticipated to have peaks of high demand from grain and other dry bulk product markets. This may be exacerbated due to the changeover to low sulphur fuel oil.</li> </ul>		
	iii. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>The shipping industry requires a relatively large capital base and normally has in place adequate cash flow management arrangements. Recent mergers and acquisitions have strengthened the survivor's whist reducing the number of players. Financial impact from other vessel fleets (especially containers) may create periods of financial pain.</li> </ul>		
	iv. Labour	<ul style="list-style-type: none"> <li>Isolated inter-company labour shortages may result from Covid-19 cases. Similarly, there has been some issue with quarantine periods and crew changeovers. These are largely resolved at a state government level. However, individual Port Authorities can apply their own procedures that can lead to delays when vessels are sourced from nearby ports with less than 14 days sailing time.</li> </ul>		



Sector	Segment	Comment	Likelihood	Impact
<b>F.</b>	v. Export Sales Documentation	<ul style="list-style-type: none"> <li>Reduction in air travel is creating issues with transfer of physical documents of sale and banking. Steps have been taken to revert to electronic copies until the physical documents can be provided.</li> </ul>		
<b>G. Transport – Container Shipping</b>	i. Machinery/Operations	<ul style="list-style-type: none"> <li>Major global issues with repositioning of empty containers due to the downturn in Chinese throughput.</li> </ul>		
	ii. Demand Congestion	<ul style="list-style-type: none"> <li>Similarly, the downturn in trade may create issues for global fleet managers having vessels out of position and unable to find close-by demand.</li> </ul>		
	iii. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>The shipping industry requires a relatively large capital base and normally has in place adequate cash flow management arrangements. However, with the unprecedented volatility this may create some financial concern and periods of financial pain.</li> </ul>		
	iv. Labour	<ul style="list-style-type: none"> <li>Isolated inter-company labour shortages may result from Covid-19 cases.</li> </ul>		
<b>v.</b>	vi. Export Sales Documentation	<ul style="list-style-type: none"> <li>Reduction in air travel is creating issues with transfer of physical documents of sale and banking. Steps have been taken to revert to electronic copies until the physical documents can be provided.</li> </ul>		
<b>H. Domestic Food and Feed Processors</b>	i. Machinery/Operations	<ul style="list-style-type: none"> <li>Like any other warehousing and bulk materials handlers the domestic processor are anticipating some shortage or delay in sourcing of some materials and spare parts</li> </ul>		
	ii. Grain Protectants	<ul style="list-style-type: none"> <li>Phosphine and contact pesticides may be in short supply which may impact on ability to store grain free from insects (per legislation) ...</li> </ul>		
	iii. Demand	<ul style="list-style-type: none"> <li>Surge in demand for processed product (flour, vegetable oil, feed pellets) will require active supply chain to deliver grain to mills. Mills processing capacity, including labour availability will be risk factors, but capacity should be sufficient for stronger but “orderly” consumer demand</li> <li>Tight supply leading into new crop requires demand management planning by processors to ensure they do not run short.</li> </ul>		
	iv. Energy	<ul style="list-style-type: none"> <li>Breakdown in electricity availability is a risk to production capacity to meet demand. Need to check on level of own-onsite generators.</li> </ul>		
	v. Operating Capital/cash flow	<ul style="list-style-type: none"> <li>Increase demand will require higher levels of working capital to purchase and process grain. Issue significance varies according to scale of operations</li> </ul>		
	vi. Labour	<ul style="list-style-type: none"> <li>Labour and skills shortages could arise due to COVID19.</li> </ul>		
<b>I. Financial Markets/Trade Counterparties</b>	i. Market Liquidity	<ul style="list-style-type: none"> <li>Whilst most Trading companies have had recent poor periods there should be enough liquidity in the market. Demand for new crop may be volatile as other countries seek to manage any food panics. This may result in new and inexperienced players in the market. This may result in supply chain related issues and blockages</li> </ul>		
	ii. Market Inflation	<ul style="list-style-type: none"> <li>Food panics may result in spikes of inflation on key food items that may impact grain pricing.</li> </ul>		

Sector	Segment	Comment	Likelihood	Impact
	iii. Credit	<ul style="list-style-type: none"> <li>Credit / finance facilities may tighten by banks, creating difficulty for trade working capital, impacting ability to purchase from growers and also grain trade liquidity and credit/solvency risk for market participants</li> </ul>		
	iv. Payments	<ul style="list-style-type: none"> <li>Inability of banks to process documents due to self-isolation may impact and create some breakdown in Banking &amp; Credit System, meaning Payments/Letters of Credit unable to process, payments not made, grain does not move through supply chain</li> </ul>		
	v. Connectivity	<ul style="list-style-type: none"> <li>Pressure on the internet and other communication systems may lead to periods of outage and impact on all business activity.</li> </ul>		
				Low
				Med
				High