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19th November 2020

Mr Brendan Bourke
Director
Geographical Indications
Via Emails consultation @ir

Via Email: consultation@ipaustralia.gov.au

RE: Potential new geographical indications

Dear Brendan.

Grain Trade Australia (GTA) welcomes the opportunity to provide comment on the potential changes to the Australian geographical indications (GI) right. Whilst generally supportive of Free Trade Agreements (FTA) where they add value GTA is not supportive of any alteration to the GI right as a trade off during the negotiation of the proposed European Union (EU) FTA as a change may possibly create unnecessary complexity and will not create any value for the grain industry.

1.0 Grain Trade Australia's Role

GTA is the focal point for the commercial grain 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 270 organisations as members ranging from regional family businesses to large national and international trading, storage and handling companies, grain marketers, consumers, and processors.

The vast 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. Key national and state producer representative groups are also GTA Members. A full list of GTA Members is attached to this Submission.

2.0 Concerns re possible new GI right

The Australian grain industry operates under a self-regulatory model that is outlined in the Australian Grain Industry Code of Practice (Code). The Code is a practical guide to industry participants to achieve the standards and expectations of domestic and export customer requirements. The Code and other supporting industry mechanisms have been developed to ensure Australian grain is traded both domestically and internationally to meet customer requirements. Changes to the GI right while potentially able to be supported by the existing systems will introduce additional complexity without creating any value for the customer.

2.1.1 Existing Classification Systems

Australia has well-established classification systems for all grain types, most being based on a combination of grain varietal characteristics combined with Trading Standards.

Varietal Classification: Varietal classification is performed on a national basis for the major grains to classify varieties to meet distinct quality attributes for processors and end users. For wheat this includes trial plots where a wheat variety test line and control variety are grown together over a minimum of three seasons for final classification. Varietal classification can include area zones based on agronomic differences across Australia.

GTA Trading Standards: Trading <u>Standards</u> describe the particular qualities and characteristics of particular grades of various grain commodities with reference to common characteristics (such as protein, moisture and screenings). The use of agreed or defined Standards facilitates contracting by giving parties to contracts **common reference points** on which to base negotiations.

GTA Trading Standards reflect a broad-based industry consensus in relation to quality and specifications. The GTA Standards may also be adopted as Receival Standards or Outturn Standards by Storage Providers. As

outlined in the Code, section 2.7.1: "GTA grade standards will only be used where the final grain outturned meets all specifications of that standard including objective quality parameters, relevant Varietal Master Lists and varietal purity, and all rules associated with those grades are complied with..."

Aggregated Product: Grain is utilised as a feed and food ingredient. Grain produced in a specific location by a producer is assessed against the agreed Trading Standards prior to aggregation with grain from other producers within the appropriate grade segregation. Grain is rarely packaged or bagged but is sold as a bulk product and can be stored in large storages of up to 60,000 tonnes.

The grain supply chain has many aggregation points where grain is received and combined with other grain. These include:

- Farm storage;
- local commercial storage;
- intermediate storage including container packers;
- domestic consumer storage; and
- port terminal storage.

Grain sold into the export market can be sold based on the vendor choosing which region or port zone grain will be provided or a negotiated load point may be agreed as part of the sale, for example Brisbane port. Grain sold into the export market may be aggregated with grain from other origination countries at the dis-port or at the customer storage facility.

In the domestic market a buyer can choose whether to buy from an aggregation point or whether to buy directly from one or more producers within a specific geography if they see value in the grain produced.

Summary:

The Australian grain industry has established product classification systems and a supply chain that is based on the aggregation of product. Whilst generally supportive of Free Trade Agreements (FTA) where they add value, GTA is not supportive of any alteration to the GI right as a trade off during the negotiation of the EU FTA as any proposed change may possibly create unnecessary complexity without the creation of real value for the grain industry.

We would be pleased to arrange a meeting to discuss this issue further at your convenience.

Please do not hesitate to contact GTA at any stage.

Kind Regards,

Pat O'Shannassy

CEO - Grain Trade Australia



Membership List as at 15 September 2020

Organisation Contact Website /Phone **Ordinary Member (Trading)** Level A1 (over 7 Million Tonnes) CBH Grain Ptv Ltd Mr Jason Craig cbh com au Glencore Agriculture Pty Ltd glencoreagriculture.com.au Mr Philip Hughes Level A2 (5 - 7 Million Tonnes) Graincorp Operations Ltd Mr Robert Spurway graincorp.com.au Level A3 (3 - 5 Million Tonnes) ADM Trading Australia Pty Ltd Mr Darryl Borlase adm.com Cargill Australia Limited Mr Erik Wibholm cargill.com.au Level A4 (1.5 - 3 Million Tonnes) 0 Level B1 (1.0 - 1.5 Million Tonnes) Emerald Grain Ptv Limited Mr David Johnson emeraldgrain.com Cofco International Ms Sara Pan cofcoagri.com.au Level B2 (500,000 - 1 Million Tonnes) Arrow Commodities Ptv Ltd Mr Dominic Vanzella arrowcom.com.au Australian Grain Export Pty Ltd Mr Brett Dodson australiangrainexport.com.au Barrett Burston Malting Co Ptv Ltd Mr Dean Ganino www.bbmalt.com.au CHS Broadbent Pty Ltd Mr Steve Broadbent broadbentgrain.com.au Mr Jeff Voigt Centre State Exports Ptv Ltd 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 Mark Lewis riordangrains.com.au Riverina (Australia) Pty Ltd Mr Gareth Stapleton riverina.com.au bunge.com/agribusiness Bunge Agribusiness Australia Ptv Ltd Mr Stephen Bennett Level B3 (250,000 - 500,000 Tonnes) Allied Pinnacle Pty Ltd Mr Josh Lawrence alliedpinnacle.com Robinson Grain Trading Co Pty Ltd Mr Gary Robinson robinsongrain.com.au Wilmar Gavilon Pty Ltd Mr Matt Albion 07 3713 8700 Louis Dreyfus Company Australia Pty Ltd Mr Sam Roache louisdreyfus.com.au Quadra Commodities Pty Ltd Mr Robin Cassar quadra.com Level C1 (over 10 employees, under 250,000 Tonnes) Adams Australia Pty Ltd Mr Ian Mack adamsaustralia.com.au Agriex Australia Ptv Ltd Mr Joseph Khnessier 02 9232 0690 Agrisk Management Pty Ltd Mr Brett Stevenson 02 9499 4199 AGT Foods Australia Mr Michael Brittain agtfoods.com/australia Associated Grain t/a Agrocorp Processing Australia Mr Bhuvan Gandhi 07 4662 1999 Mr Peter Webb Auscott Ltd auscott.com.au Australian Fresh Milk Holdings (AFMH) Ms Jill Smith 02 6344 8462 Mr Shane Bird BFB Ptv Ltd bfb.com.au Blairs Produce Company Mr Sean Blair 02 6025 4600 Boolah Farms Ptv Ltd Mr Stuart Tighe 02 6754 0343 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 Deacon Seeds Company Mr Mark Schmidt 07 4662 3217 Mr Chris Deckert Deckert Group Pty Ltd deckerts.com.au Mr Neil Wandel **Esperance Quality Grains** members.westnet.com.au/egg Five Star Stock Feeds Mr Tim Huggins fssf.com.au Fletcher International Exports Pty Ltd Mr Kurt Wilkinson fletchint.com.au Hanlon Enterprises Grain Mr Chris Coates hanlonenterprises.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 Justin Swan www.itochu.com.au J K International Ptv Ltd Mr Sandeep Mohan iki.com.au James Stock Feed and Fertilizer Pty Ltd Mr Adrian Moule jamesstockfeed.com.au Jerilderie Grain Storage & Handling Mr David Barlow 03 5886 0344

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Laucke Flour Mills P/L

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Transport Operator

Gehrke Grains and Transport Pty Ltd Hamilton Contracting (NSW) Pty Ltd Pacific National (NSW) Pty Ltd

SEAWAY Intermodal Pty Ltd

Broker Large

Mr Julian Gehrke 07 5465 6695 Ms Jodie Hamilton hamiltoncontracting.com.au Mr Hugh Cox Mr Bikash Ram

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Medium

Fox Commodites Pty Ltd Mr Paul Cochrane Mr Jeff Winspear Grain Brokers Australia Horizon Grain Brokers Pty Ltd Mr Ash Munro iGrain.com.au Pty ltd Ms Emily Fleming INTL FCStone Ptv Ltd Mr Brett Cooper McDonald Pelz Australia Mr Peter Geary Perkins Commodity Brokers Mr Craig Perkins Teague Australia Pty Ltd Mr Tim Teague

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Sole Operator

A C Grain Allied Grain Ptv Ltd Cogeser (Australia) Pty Ltd Esquire Commodities Pty Limited

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Mallon Commodity Brokering Quest Commodities Pty Ltd

Wimmera Mallee Grain Services Woodside Commodities Pty Ltd

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Mr Rodney Edgerton egrainservices.com.au Mr Hamish Steele-Park woodcomm.com.au #REF!

Corporate

Large

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

Medium

AgriDigital Agrifood Technology Pty Ltd Amspec Australia Pty Ltd

Australian Superintendence Company

Commodity Inspection Services (Australia) Pty Ltd

Foss Pacific Pty Ltd Holding Redlich Holman Fenwick Willan

Intertek SBA Law SGS Australia Pty Ltd

T-Ports Pty Ltd Viridis Ag

Small

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International Affiliate

CCIC Australia Pty Ltd CIS - Commodity Inspection Services

Industry Association

Australia Export Grain Innovation Centre Grain Growers Limited Grain Industry Association of WA Grain Producers Australia Ltd NSW Farmers Association

Merchant Association

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

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