



GRAIN TRADE AUSTRALIA

DAWE Pre-Harvest Briefing 2021

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INDUSTRY DRIVEN & MANAGED

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

GTA Core Task – Facilitation of Trade

Grain Trading Standards



Reflect Requirements & capabilities in:

1. Regulation
2. Production Sector
3. Supply Chain
4. Consumptive Sector

Trade Rules & Contracts



Ensure confidence in commercial dealings by providing legal rigour

Dispute Resolution Services



Underpins Contractual Arrangements

Trade & Market Access



Engaging with Policy makers to ensure fair & equitable trade and access to domestic & global markets

Industry Stewardship & Capability



Leadership and Codes of Practice
Increase Industry capacity by providing training & development programs

*Industry driven and managed
“Self-Regulatory Framework”*

Australian Grain Industry – Code of Practice



MANAGEMENT OF GRAIN WITHIN THE AUSTRALIAN GRAIN SUPPLY CHAIN:

Australian Grain Industry – Code of Practice

FIRST EDITION PUBLISHED JULY 2013
UPDATED MAY 2018

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

- A. Across the Supply Chain
- B. Production Guidelines
 - Crop Growing
 - Harvesting & Storage
- C. Sampling and Testing
- D. Storage and Grain Hygiene
- E. Chemical Use
- F. Grain Quality Management
 - Receival
 - Storage
 - Outturn
- G. Marketing
 - Contracting
 - Trade Rules & Documentation



Australian Government
Department of Agriculture
and Water Resources

The development and review of the Australian Grain Industry Code of Practice (Code) has been funded by the Australian Government Department of Agriculture and Water Resources.

The Code and associated Transport Code of Practice and Technical Guideline Documents are important components of the Australian Grain Industry's self-regulatory framework. These documents outline the base requirements for procedures and quality assurance processes across the supply chain. Adoption of the Code enhances value for industry and its customers, creating confidence in the Australian grain supply chain and its products.

The Grain Trade Australia Board and the Department of Agriculture and Water Resources endorse this Code and encourage all Australian grain industry and supply chain participants to adhere to the principles and processes laid out in the Code and associated Technical Guideline Documents.



The development of the Australian Grain Industry Code of Practice has been undertaken by Grain Trade Australia.

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New Guidelines to Note



Australian Grain Industry – Code of Practice Technical Guideline Document

No. 21

GRAIN SAMPLING – ALL SAMPLING SCENARIOS
USED DURING THE STORAGE AND TRANSPORT
OF GRAIN

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

Version 1
This edition published – March 2021



Training on-line



Grain Sampling – Part 1

This module contains audio, we recommend the use of headphones..

Click Start to proceed.

Start →

Note: It is anticipated that participants in this training course will have completed grain assessment and safety training at their respective organisations and have some experience in the tasks and activities of collecting grain samples. Some familiarity with the GTA grain standards is also expected but lack of experience in either does not preclude the participant from undertaking this course.



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Australian Grain Industry Code of Practice (AGCP)

Learning Path

FACT SHEET

Series No. 012

Date of Issue: 28/07/2018



Code of Practice Assessment Program

Industry and Government Alignment

Modernising the grain supply chain - from Drought, through Covid-19 to 2030

An Innovative Growth & Investment Strategy for the Grain Supply Chain



 **GRAIN TRADE
AUSTRALIA**



Australian Government
Department of Agriculture,
Water and the Environment

Plant Export Operations Strategic Plan **2020–2030**



Opportunities to modernise and increase efficiency exist. Government and industry together need to take the initiative and seize the opportunity.

Modernising the grain supply chain

- from Drought, through Covid-19 to 2030

An Innovative Growth & Investment Strategy for the Grain Supply Chain



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Supply Chain – impacts every tonne



“all ships rise on a rising tide”...

Supply Chain has and Continues to Change

We have gone from 5 BHCs to thousands - Industry/Govt must adapt & ensure the QA processes that have worked so well in the consolidated model perform as well in the fragmented supply chain.

CONSOLIDATED

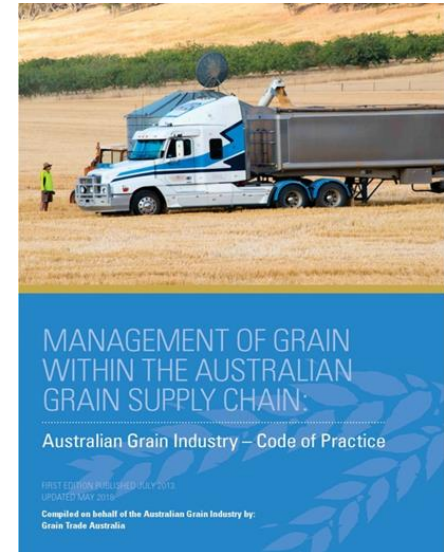
- 5 BHCs
- Mature QA Systems and processes
- Easy to collaborate and coordinate



FRAGMENTED

- Multiple operators with limited visibility of the supply chain
- Inconsistency across the QA processes
- Difficult to coordinate

1.0 mt



Grains Supply Chain & GTA Framework

Advocacy & Market
Access Trade

Commerce

Grain Quality and
Assurance

Data & Information

Grain movement &
logistics

Stewardship &
Capability



Industry driven and managed

Strategic Growth Pillars

Skills & Capability

Quality & Market Access

Technology

Transport & Logistics

27 July 2021

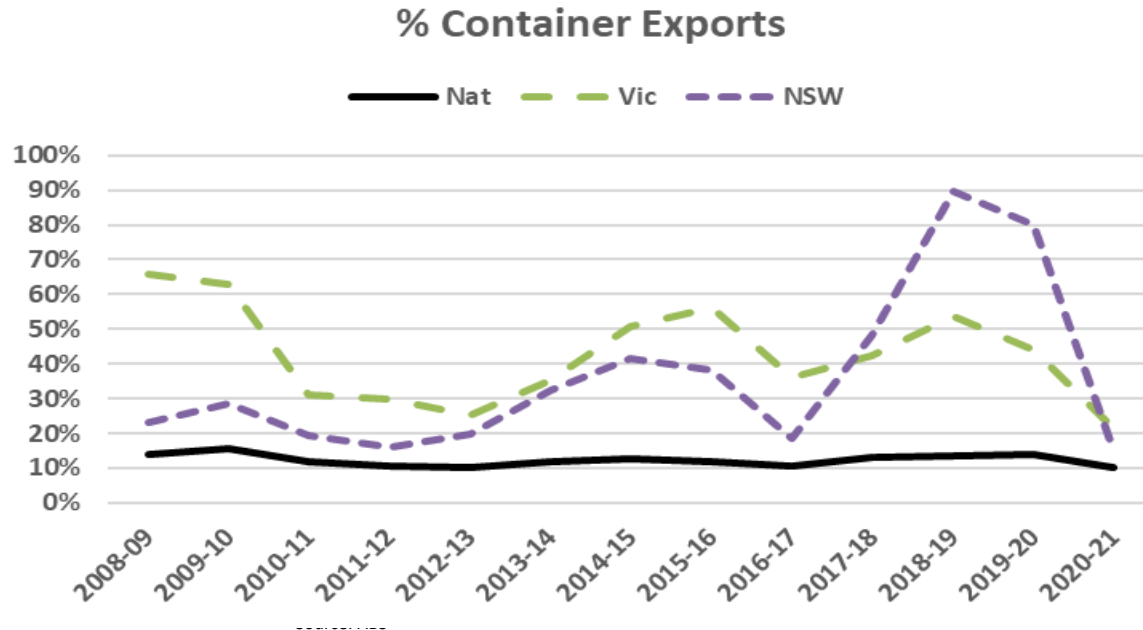
ADVISORY &
COMPLIANCE
DAY



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Containers



- East Coast concentration
- Competitive freight to reposition boxes....still?
- Lower entry cost
- Lower working capital cost
- Logistics at destination
- Shipping line consolidation



The Challenges

Evolving Supply Chain

- Customer requirements are more demanding and seeking transparency
- BHC industry stewardship is evolving
- Rather than consolidating the supply chain is fragmenting into a multi operator model with narrowing planning windows

Technology

- Technology is coming - but how does industry uptake, manage and monitor technology?
- Where does the reference material come from and how is it managed ?

Assets and Operational Standards

- How do we integrate the multitude of storage operators into a quality assured supply chain?

Skills & Capability

- How do we ensure the industry has the knowledge and skills to operate in the evolving paradigm?

Modernising the grain supply chain

- from Drought, through Covid-19 to 2030

An Innovative Growth & Investment Strategy for the Grain Supply Chain



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The OPPORTUNITIES

1. Storage Standards

STANDARD'S PROVIDE SURETY WITHIN THE INDUSTRY THAT ALL STORAGE OPERATORS ARE FOLLOWING INDUSTRY STANDARD PROCESSES

Storage Assets
and Operational
Standards

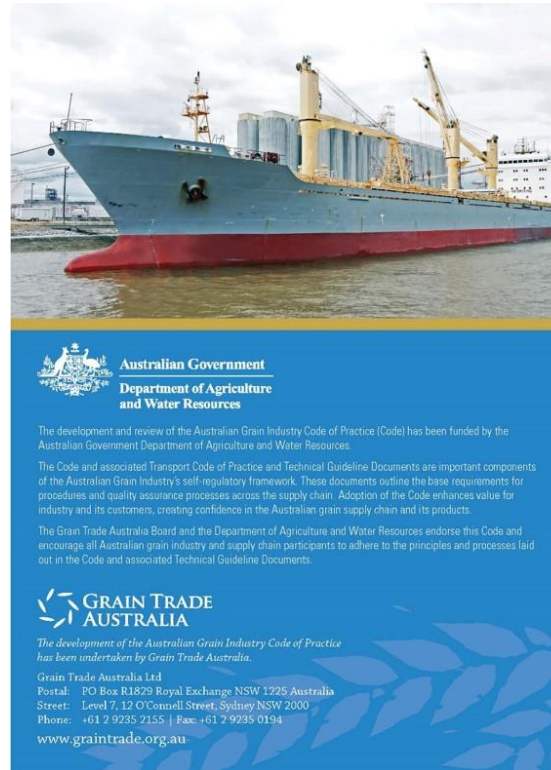
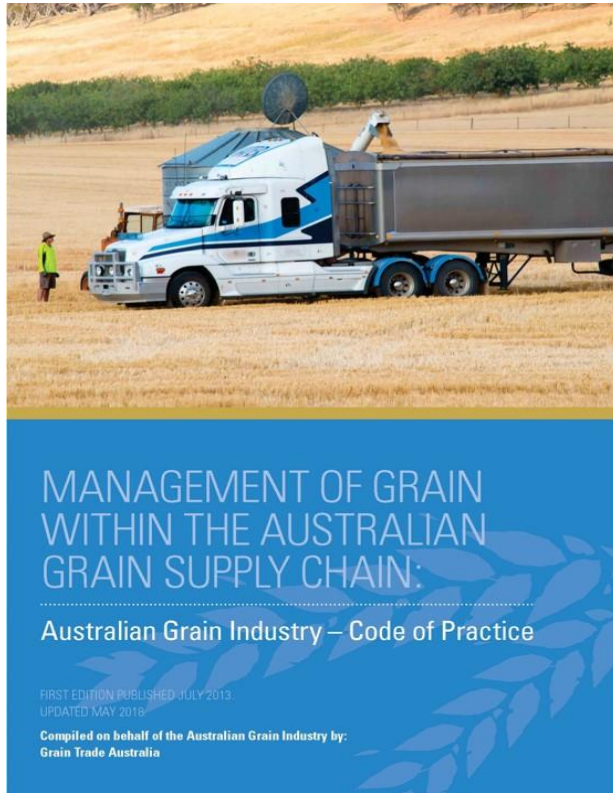
Will provide:

- A **voluntary framework** that includes guidance and training on the business steps and processes storage operators should strive to achieve; and
- Procedures to allow an assessment and quality accreditation of any storage asset and its operational management practices.
- Industry managing risk throughout the SC to meet export requirements allowing govt to audit industry based on risk assessment

Benefits

- Establishes a benchmark to aspire to
- Improved QA capability/confidence
- Supports DAWE stepping back from transactional level
- Supports delivery of financial market services
- Lifts the performance of the supply chain

Thank you!!!



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