



GRAIN TRADE AUSTRALIA

Australian Grain – Ensuring quality, safety & reliability

Pat O'Shannassy – CEO, Grain Trade Australia , October 2021



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.

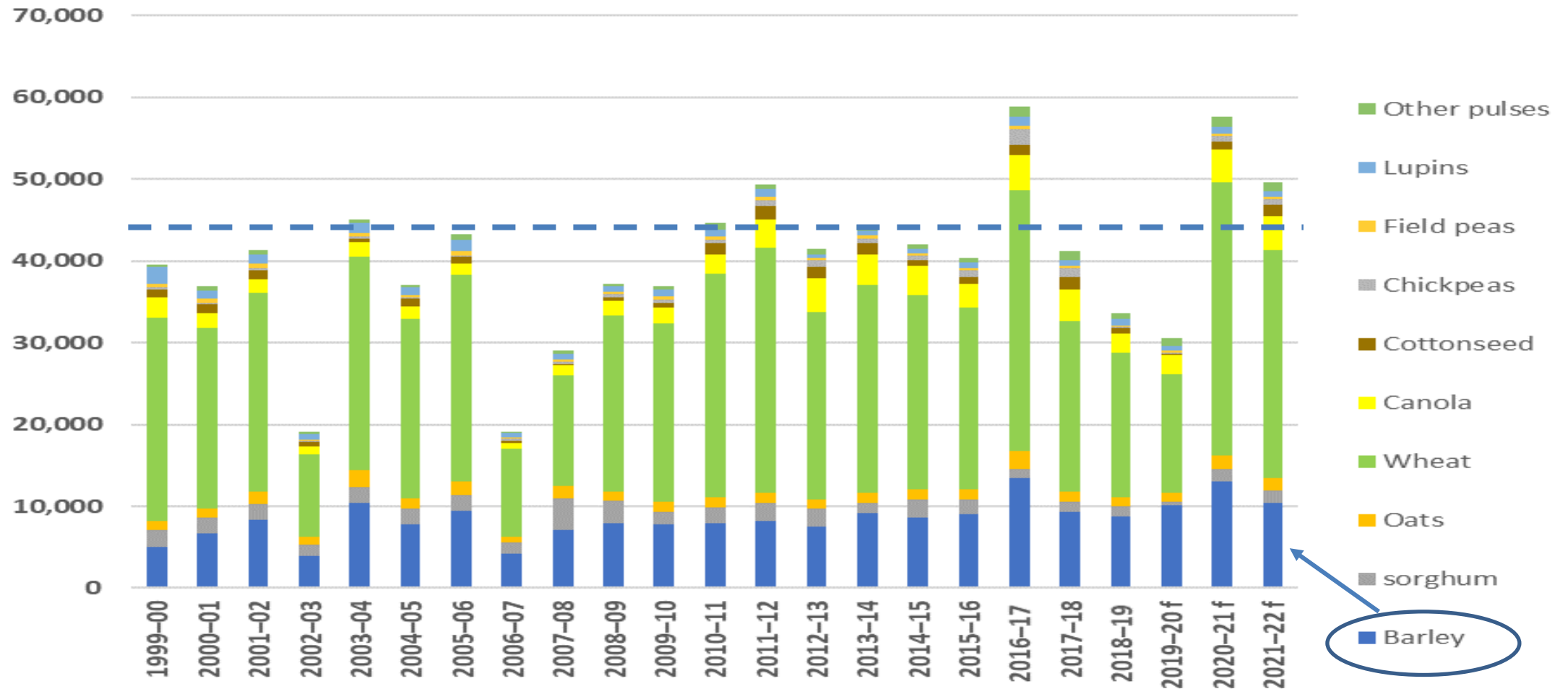
The Grain Trade Australia Board and the Department of Agriculture and Water Resources endorse this Code and encourage all Australian grain industry and supply chain participants to adhere to the principles and processes laid out in the Code and associated Technical Guideline Documents.



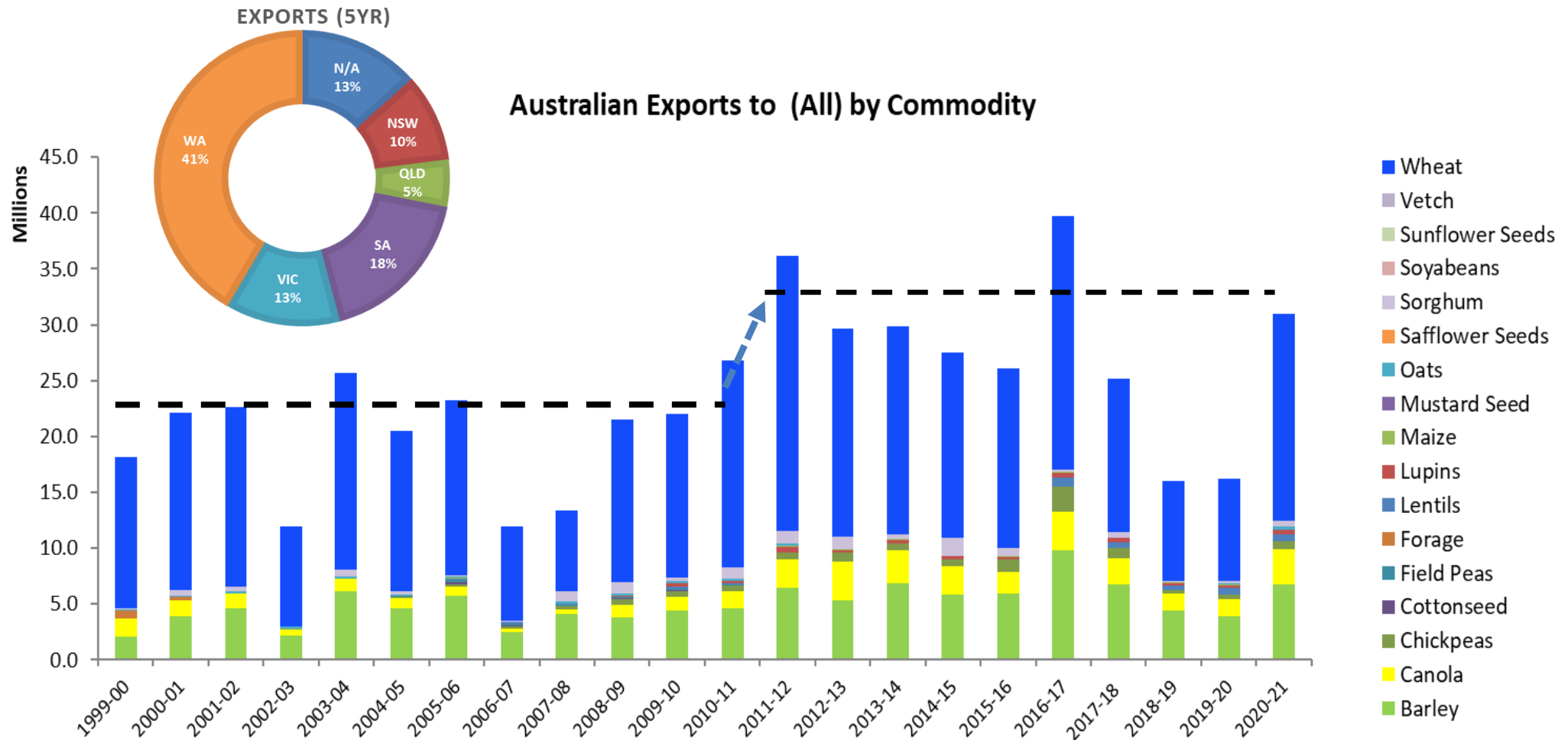
The development of the Australian Grain Industry Code of Practice has been undertaken by Grain Trade Australia.

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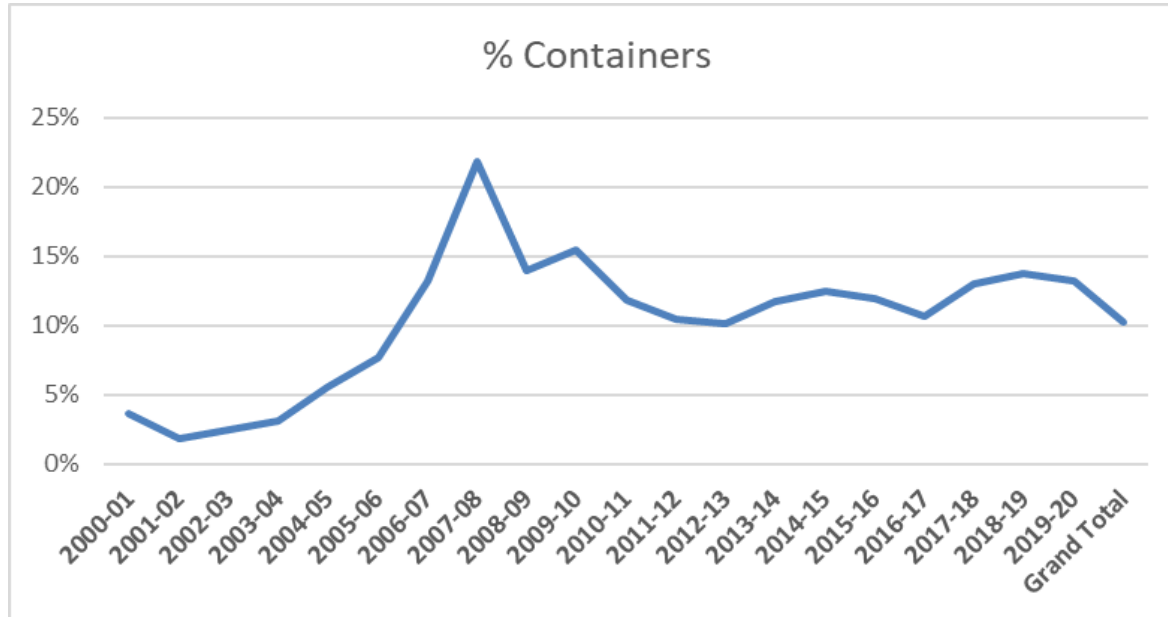
Australian Grain Production



Australian Exports



Container Growth



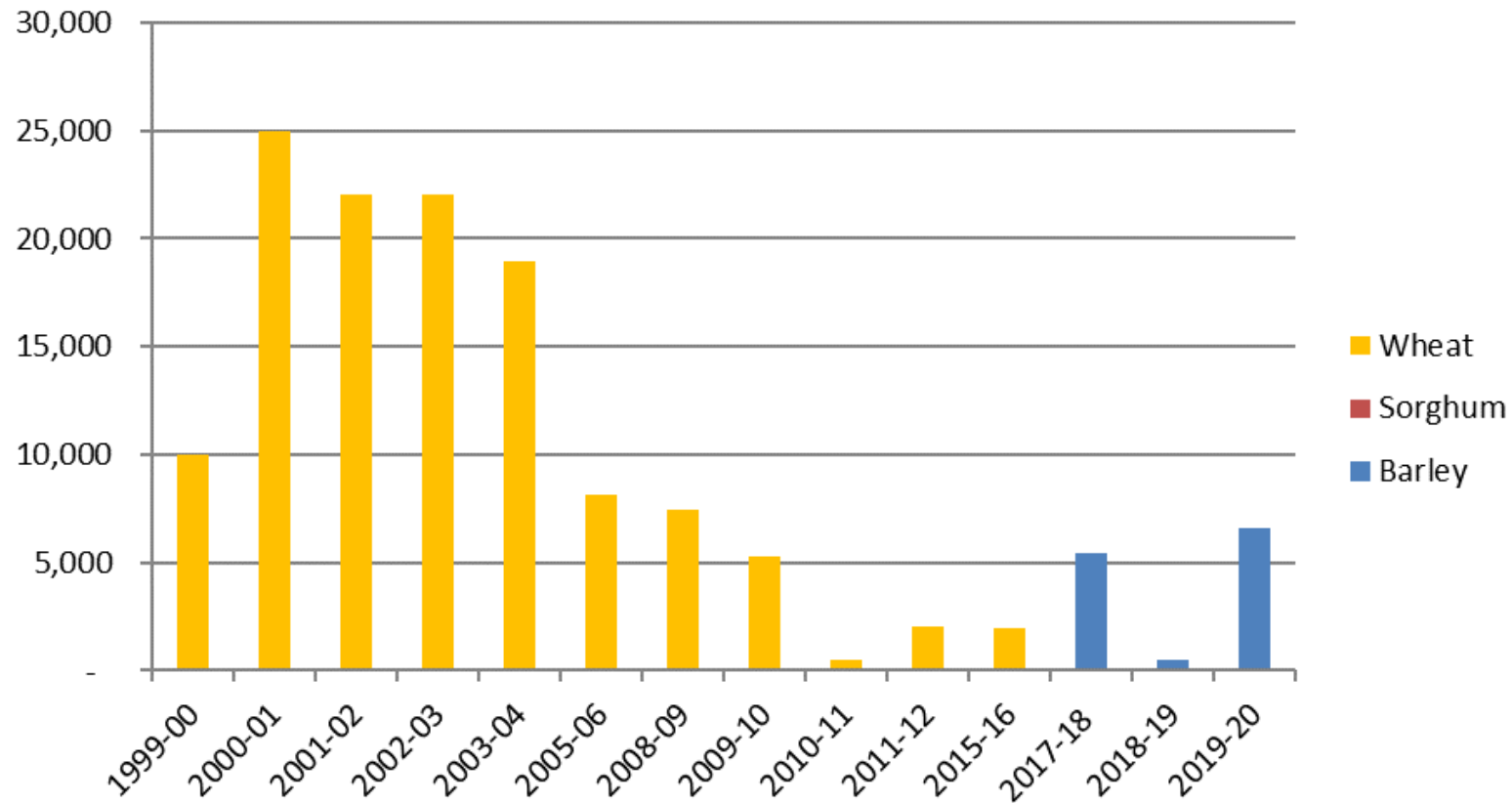
Source: ABS

- ✦ Competitive freight to reposition boxes
- ✦ Lower entry cost
- ✦ Lower working capital cost
- ✦ Logistics at destination
- ✦ Shipping line consolidation



Australian Exports

Australian Exports to Ethiopia by Commodity



The Supply Chain - 24 Bulk Export Ports

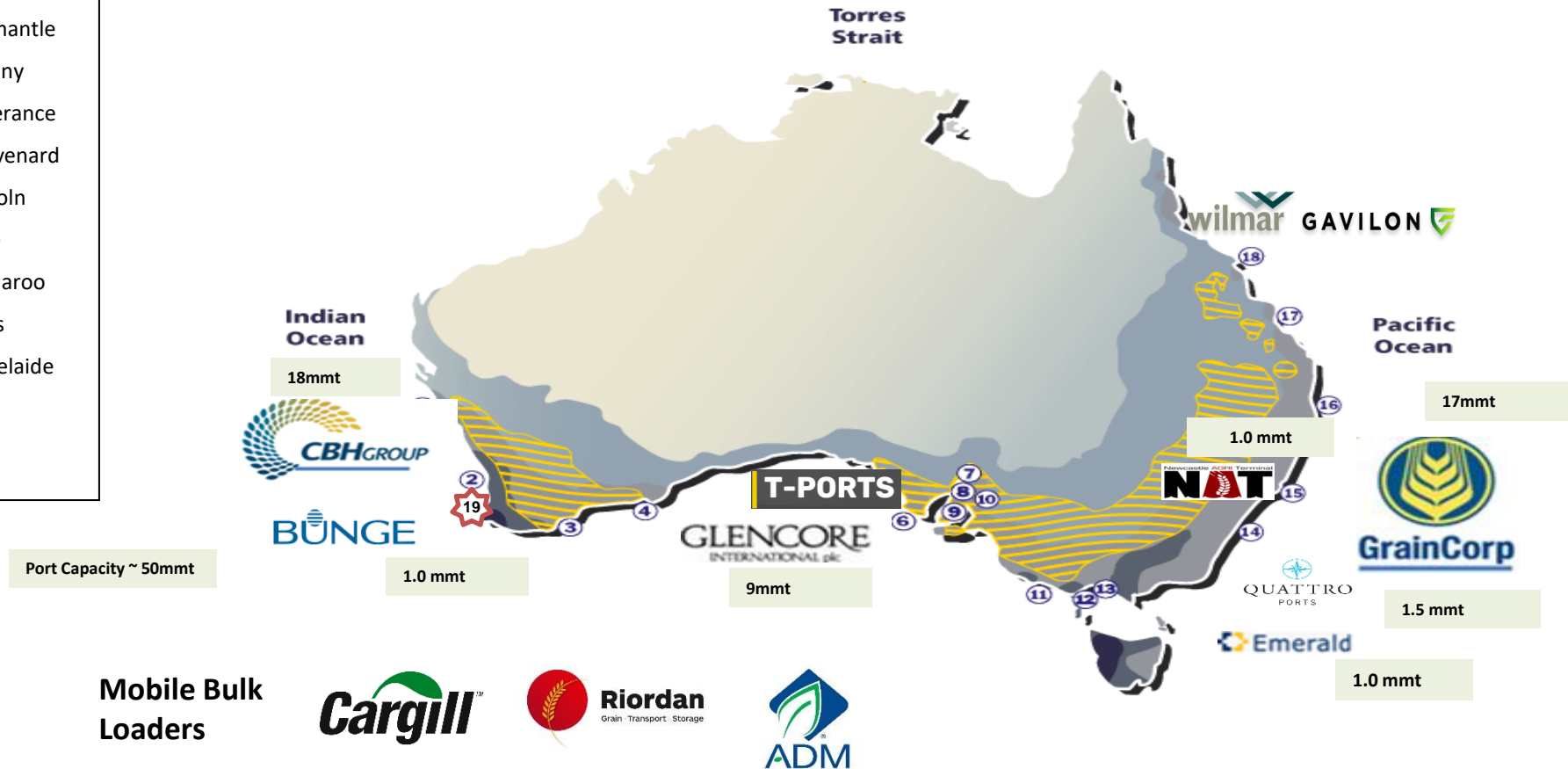
Australia's Export Focussed Supply Chain

Ports-West & South

- 1- Geraldton
- 2- Fremantle
- 3- Albany
- 4- Esperance
- 5- Thevenard
- 6- Lincoln
- 7- Pirie
- 8- Wallaroo
- 9- Giles
- 10- Adelaide (2)

Ports- East

- 11- Portland
- 12- Geelong
- 13- Melbourne
- 14- Kembla (2)
- 15- Newcastle (3)
- 16- Brisbane (2)
- 17- Gladstone
- 18- Mackay
- 19- Bunbury



Key Strengths of Australian Grains



GRAIN TRADE AUSTRALIA

Australia is a world leader in providing malting barley for all adjunct brewing styles



Management System of Grain

Industry Driven

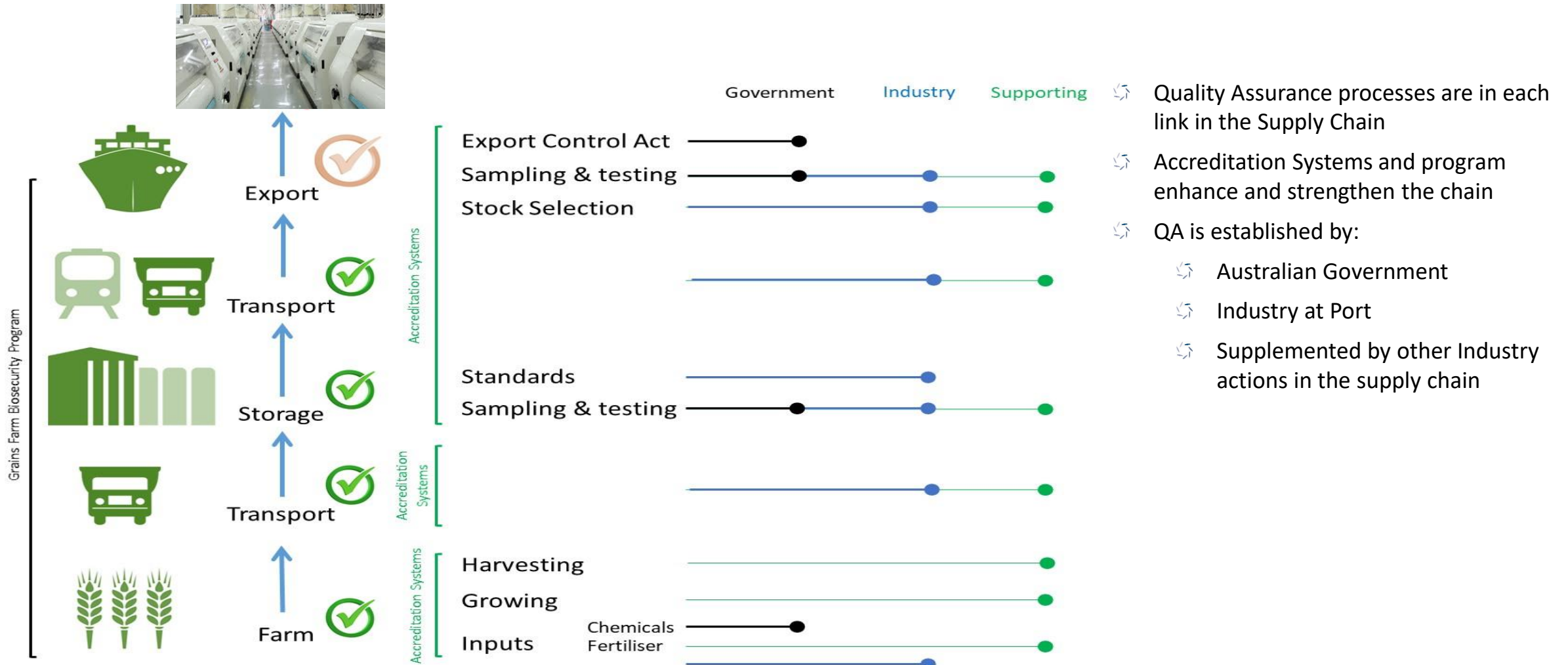
- All stages of supply chain
- For quality & food safety

Government Inspection

- At final export point only
- For quarantine only



Activities & Processes in the Supply Chain



On the Farm

Produce with innovative technology

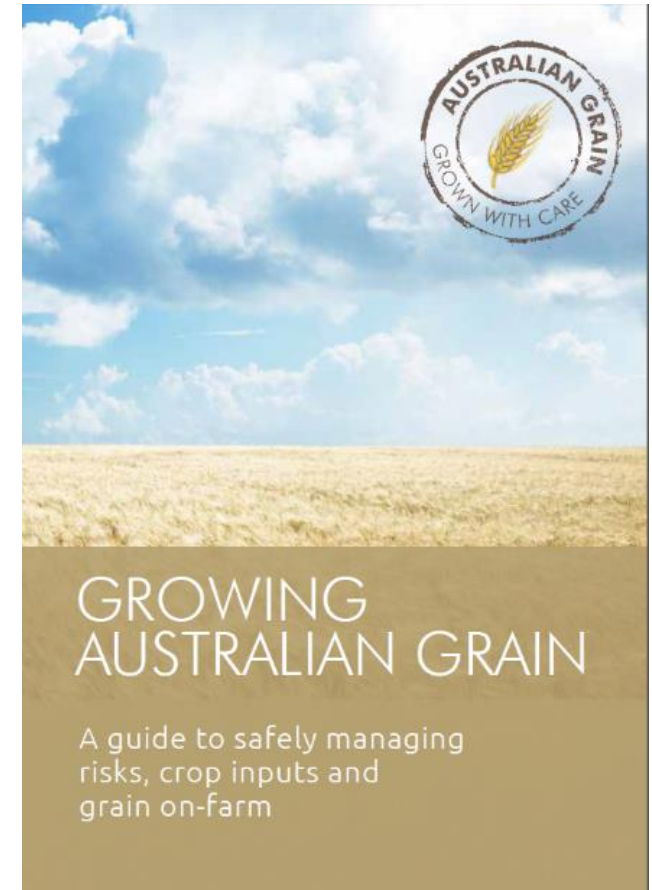
Research & Development

Manage weed seeds, pests and diseases

Comply with regulations on chemical use

Follow Grain Growing Guide

Produce Grain according to industry Standards



Post the Farm

Receival – sample and test

Segregation – according to quality

Managed stored grain

Accumulation – based on quality in storage and customer needs

Shipping – inspection by Govt & port operator

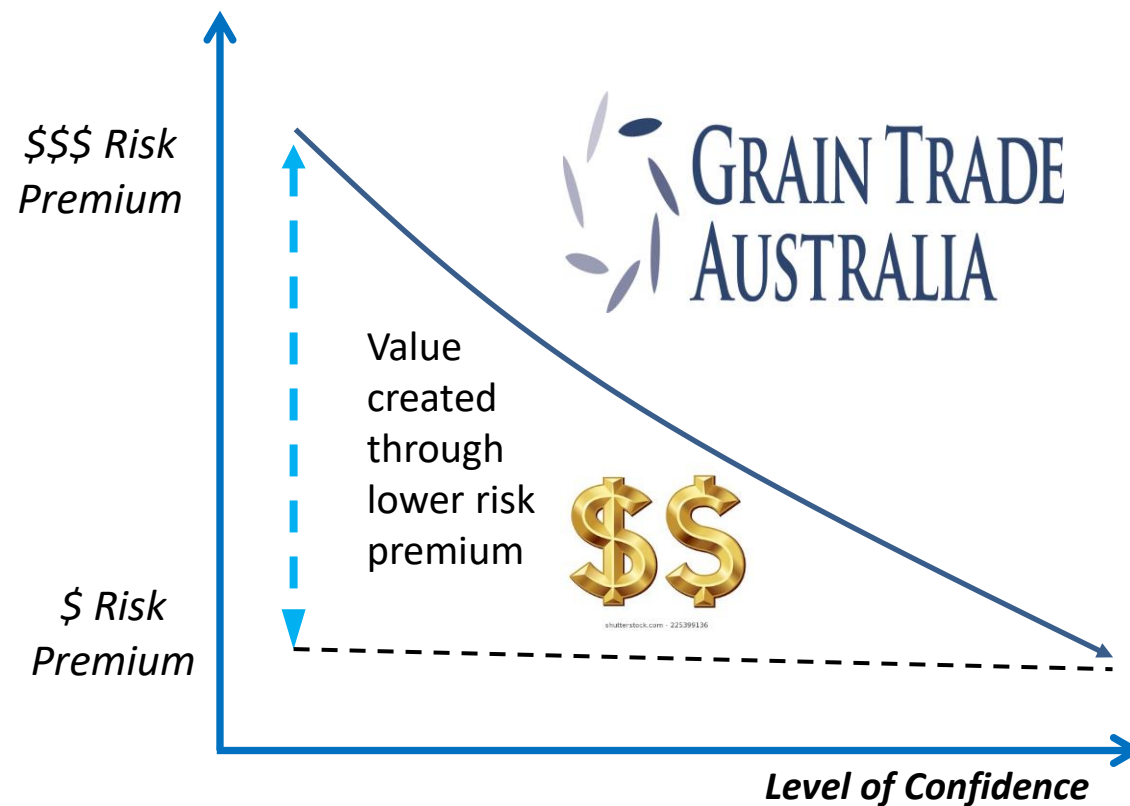
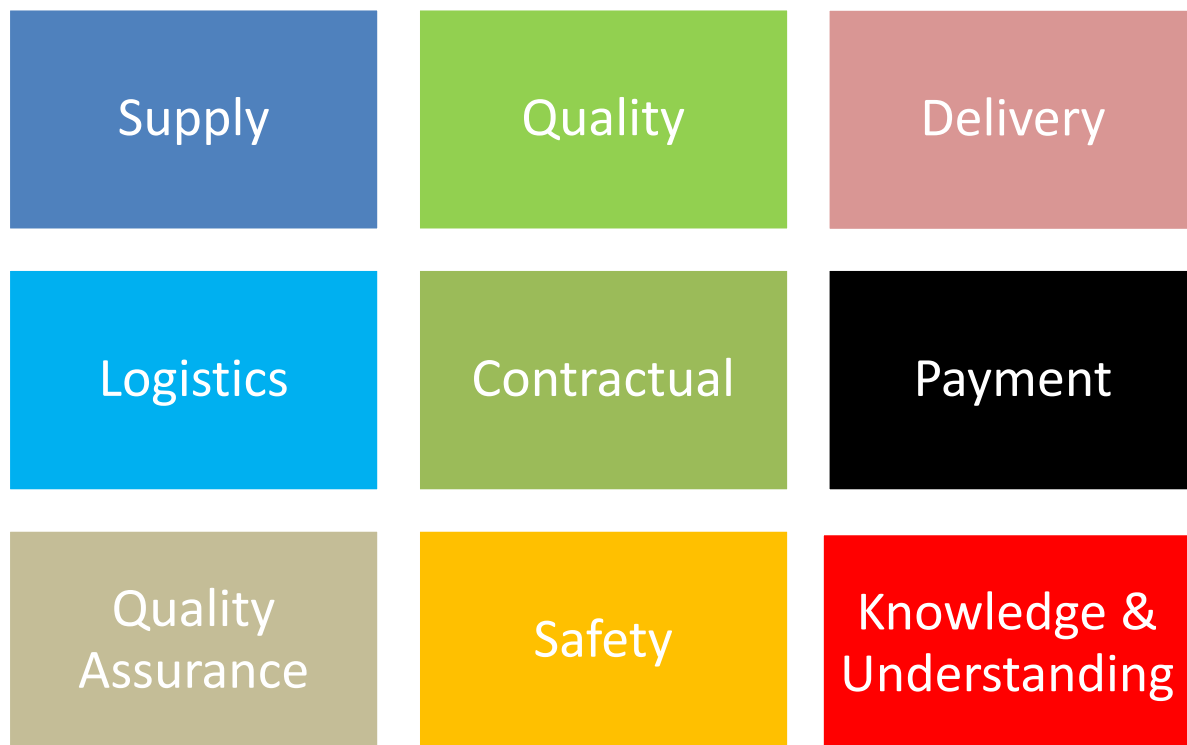
Certification & documentation

**Outturn to customer requirements for quality, food safety,
phytosanitary**

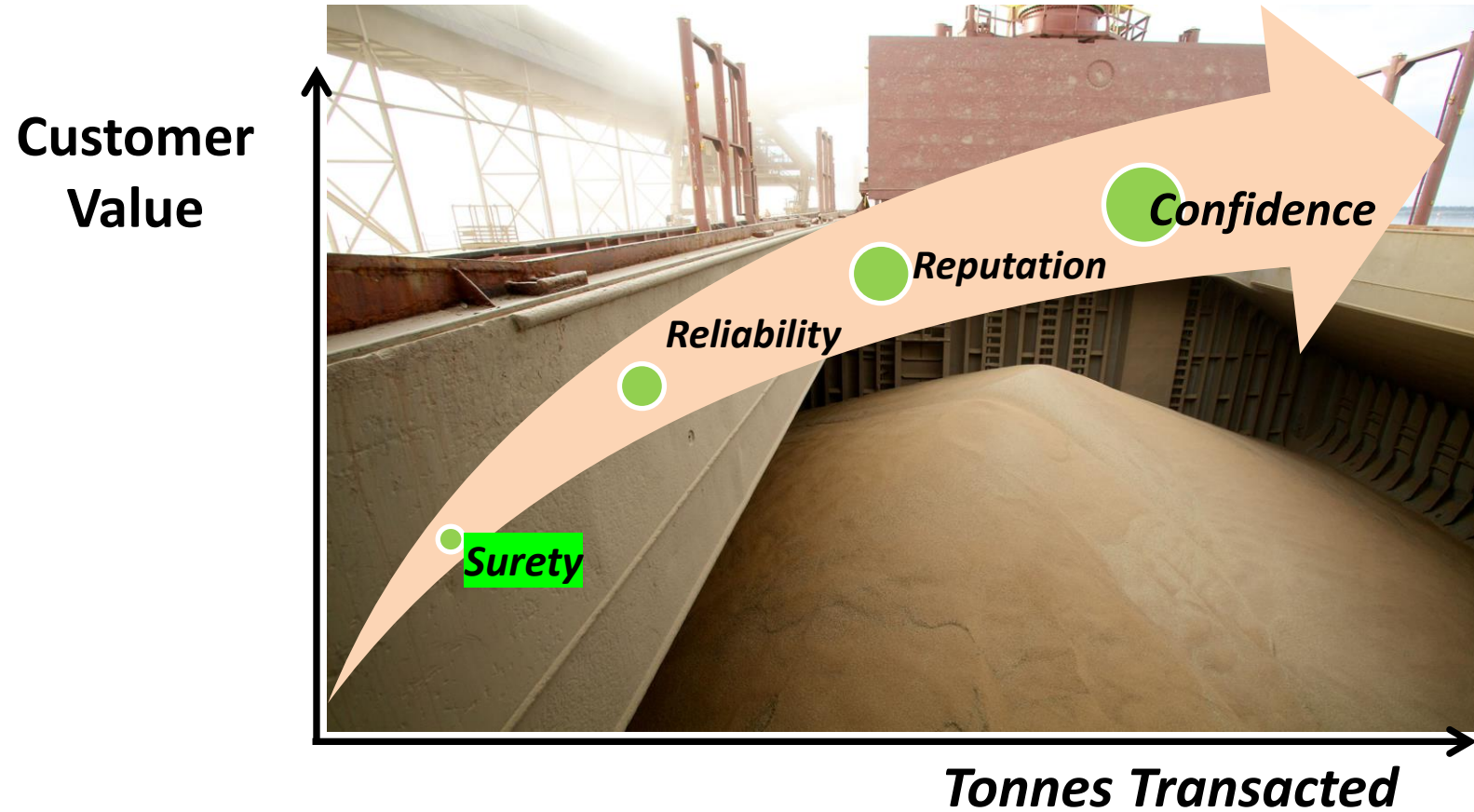


Confidence Creates Value

🌀 Risk is priced in every transaction...



GROWTH with CONFIDENCE



Opportunities for Mutual Cooperation to enhance value

Connections

- *Build substantive and enduring connections* between both governments and industries
 - Trade Association cooperation

Capacity building

- mutual benefit through identifying capacity building opportunities
 - Technical training & Knowledge transfer programs

Collaboration and knowledge

- sharing in areas of mutual benefit

Collaborative research & development:

- improving product understanding, applications & utilisation
- increasing production capacity & stability
- improving quality
- modernising the grain system
- food safety

Improve understanding and harmonisation

- Quality Assurance Systems
- Sampling & testing methodology/ processes

Australian Grain – A Quality Product

