



# *Australian Grain – Ensuring quality, safety & reliability*

*Pat O'Shannassy – CEO, Grain Trade Australia ,  
September 2021*



Australian Government

# 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.

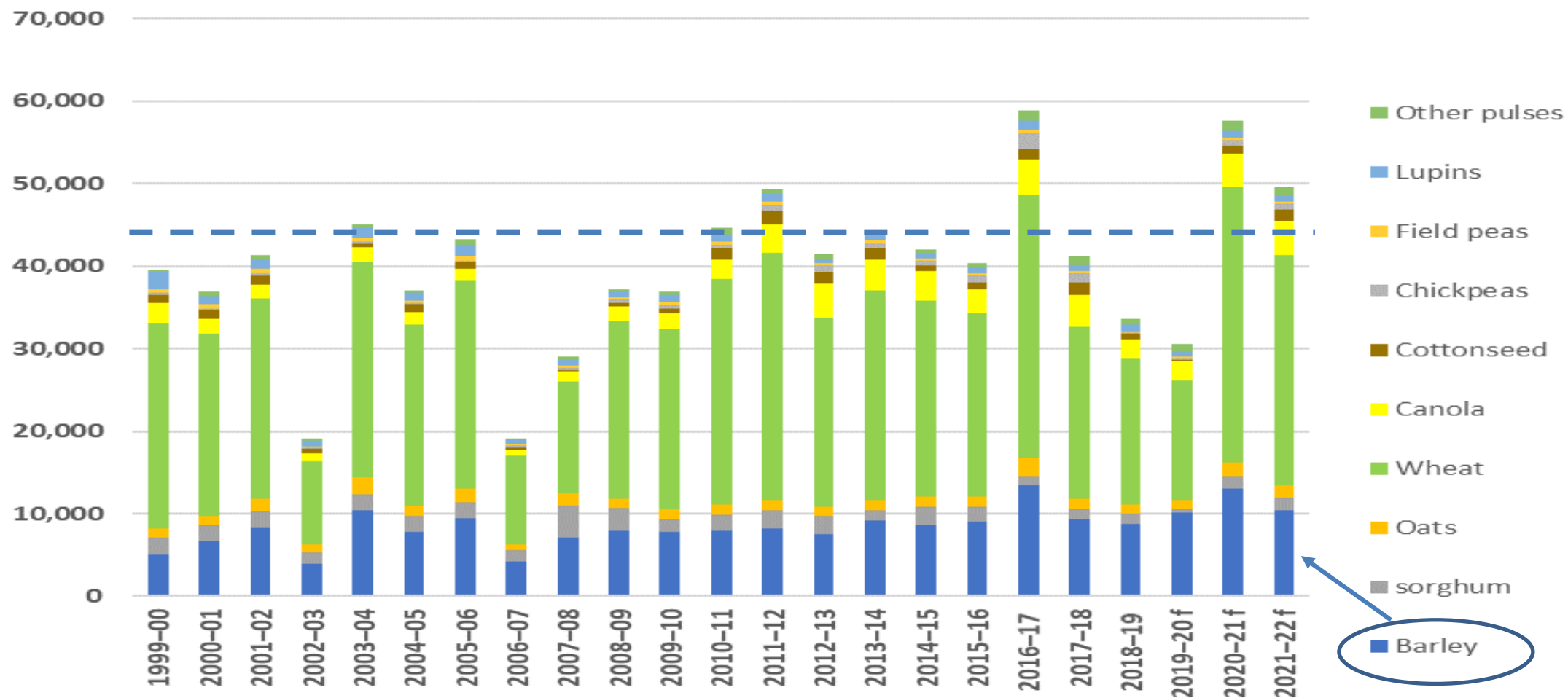
The Grain Trade Australia Board and the Department of Agriculture and Water Resources endorse this Code and encourage all Australian grain industry and supply chain participants to adhere to the principles and processes laid out in the Code and associated Technical Guideline Documents.



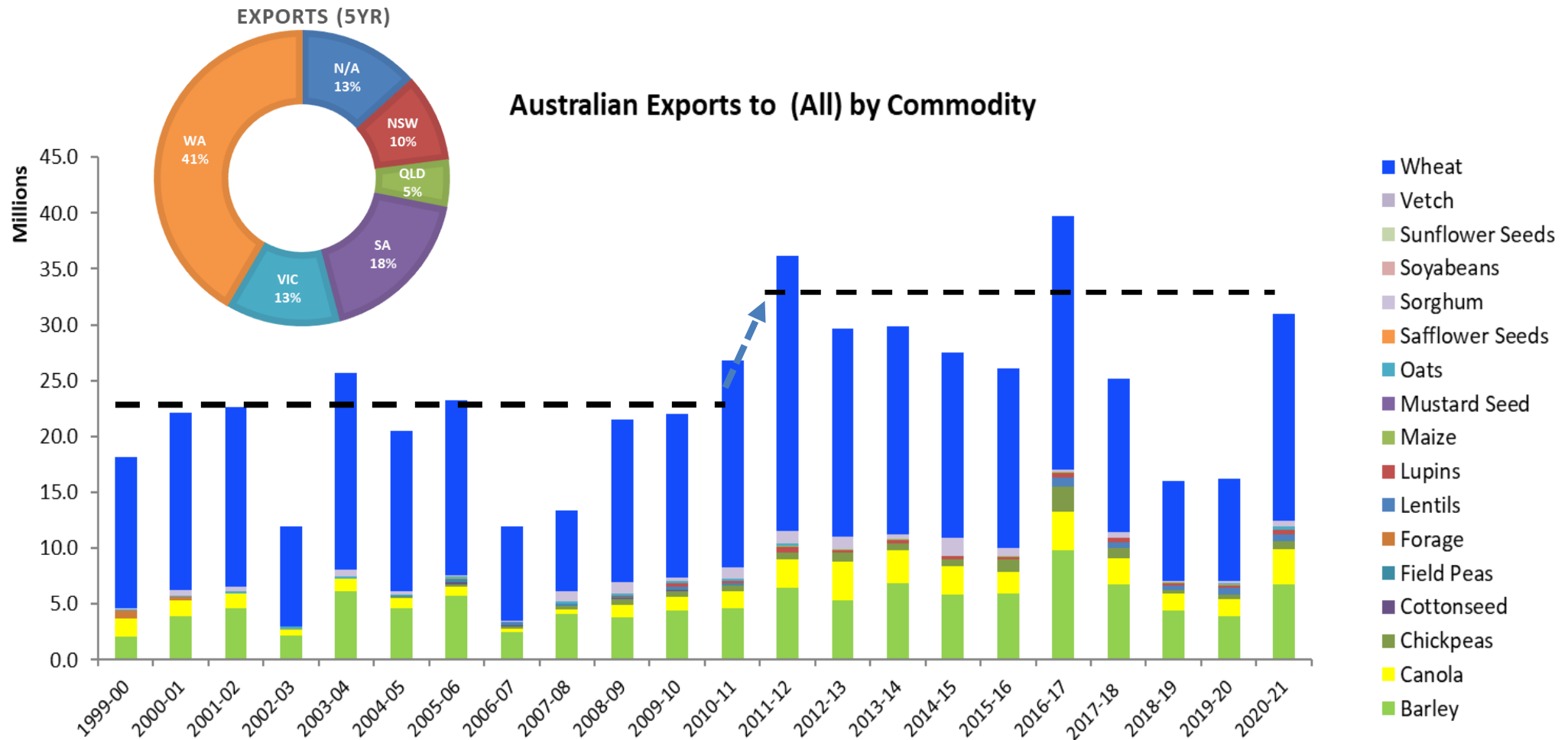
*The development of the Australian Grain Industry Code of Practice has been undertaken by Grain Trade Australia.*

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# Australian Grain Production

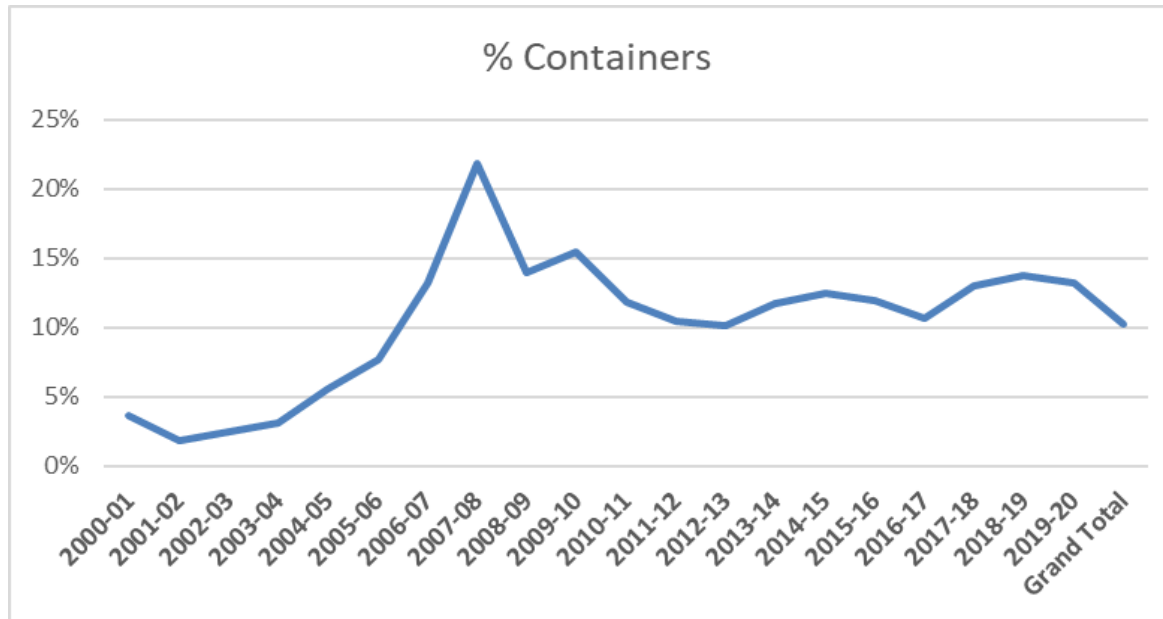


# Australian Exports





# Container Growth



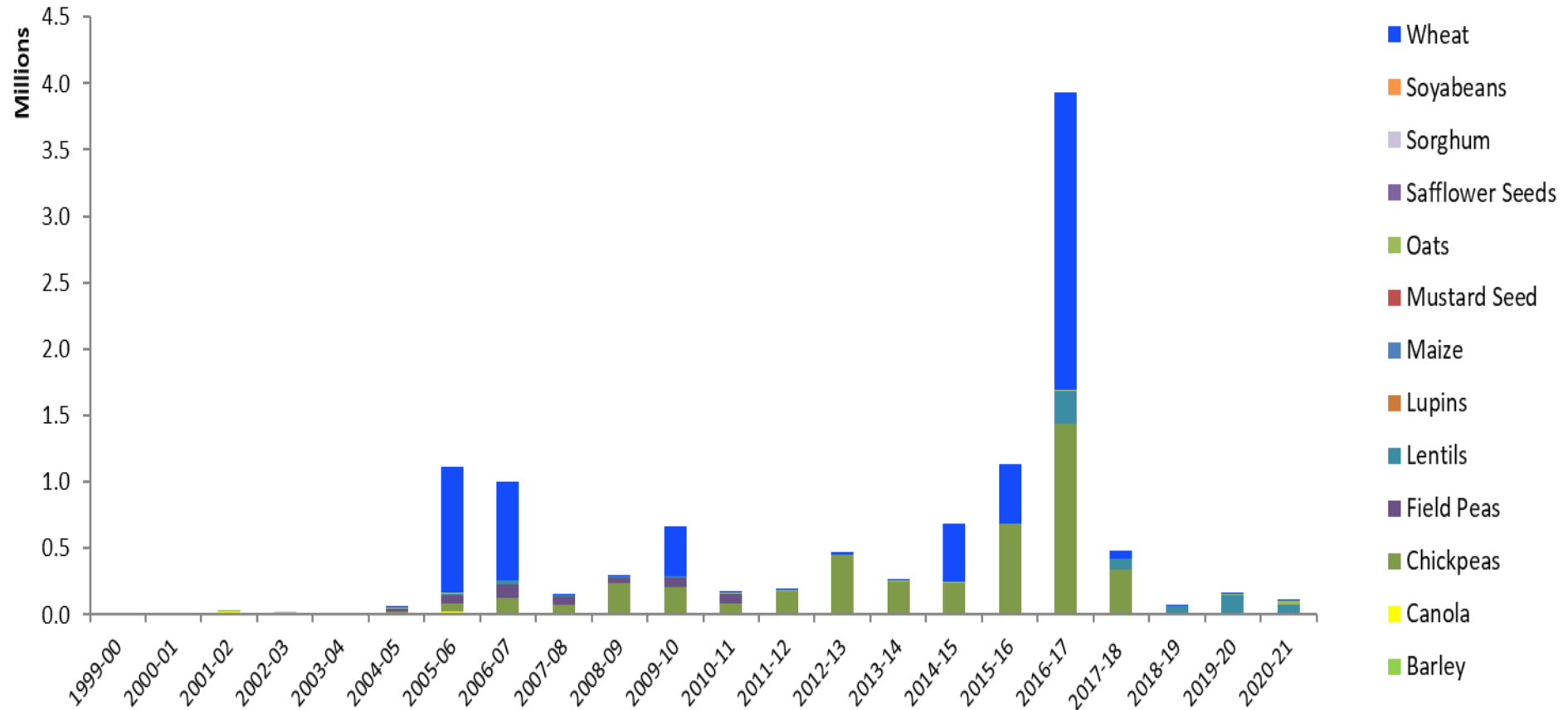
Source: ABS

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



# Australian Exports - India

Australian Exports to India by Commodity



# The Supply Chain - 24 Bulk Export Ports

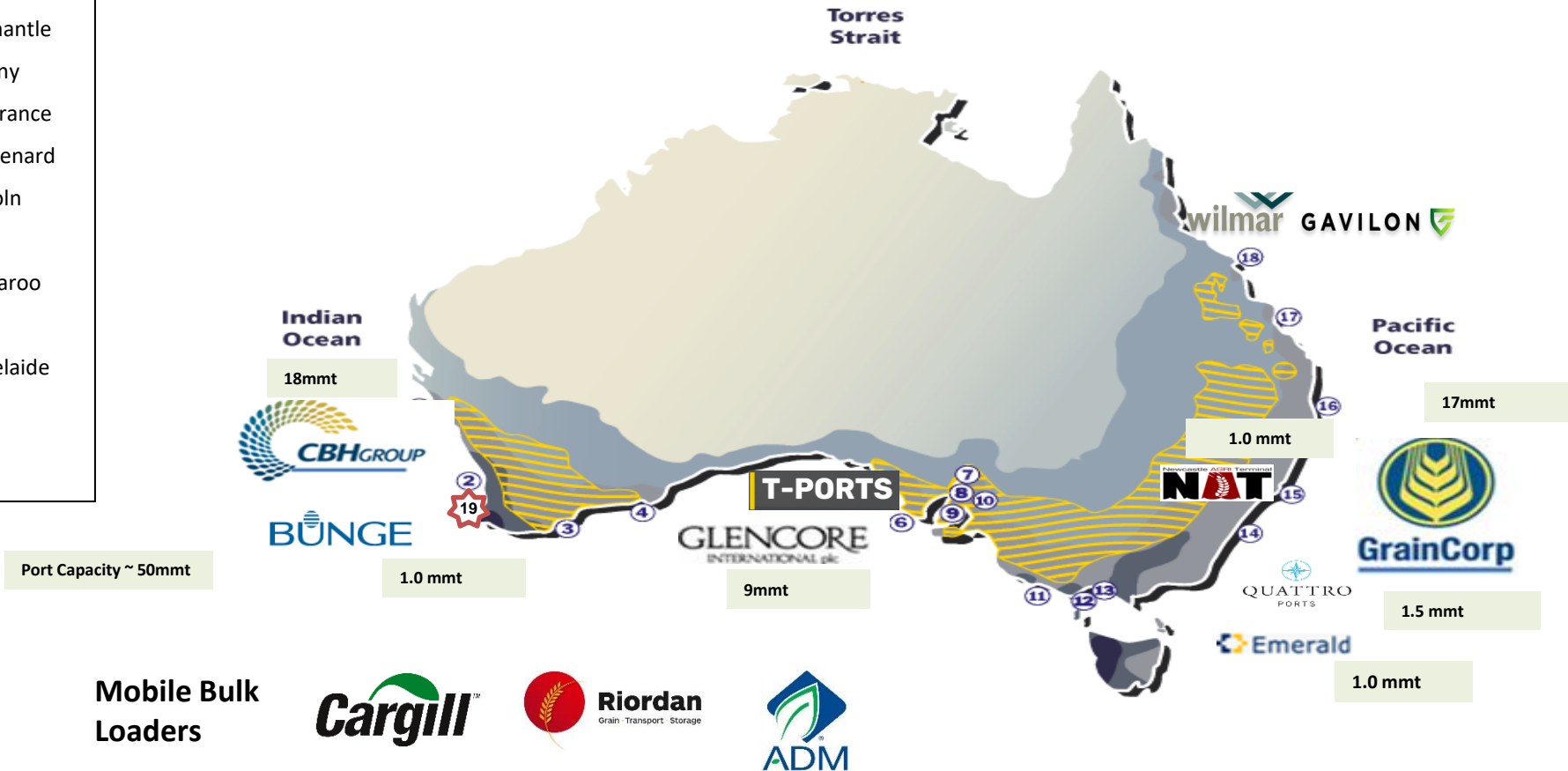
## Australia's Export Focussed Supply Chain

### 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



# 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

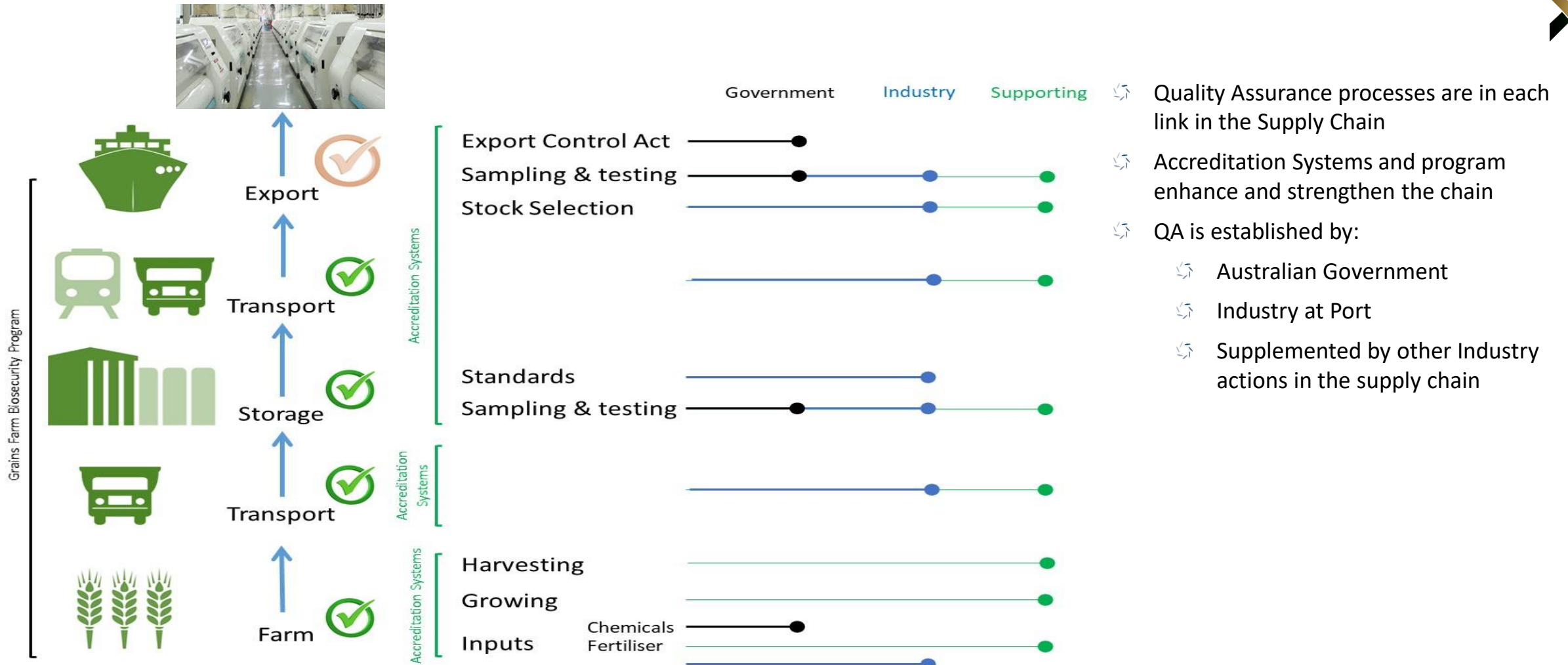
## Government Inspection

- At final export point only
- For quarantine only





# Activities & Processes in the Supply Chain



# On the Farm

Produce with innovative technology

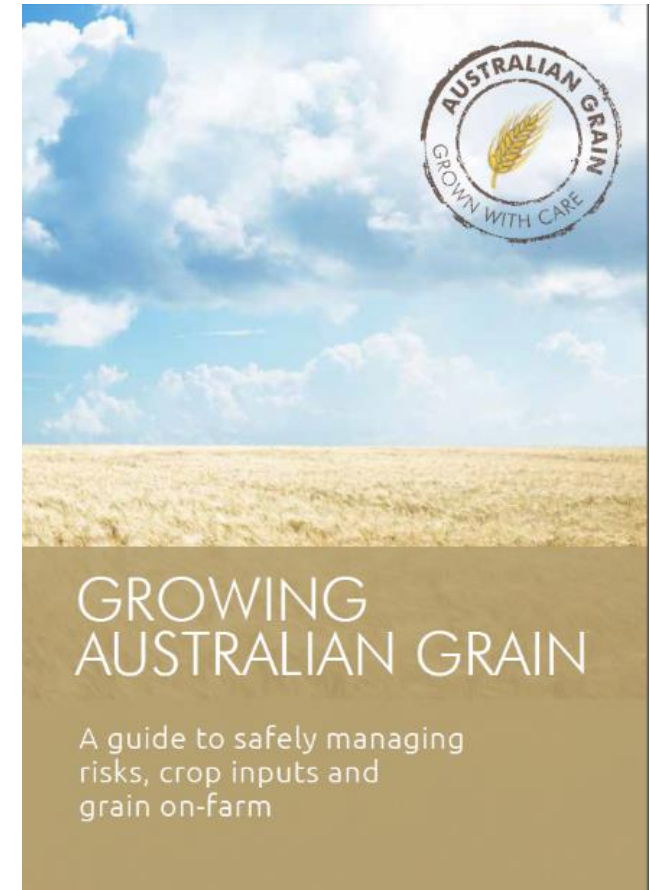
Research & Development

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**

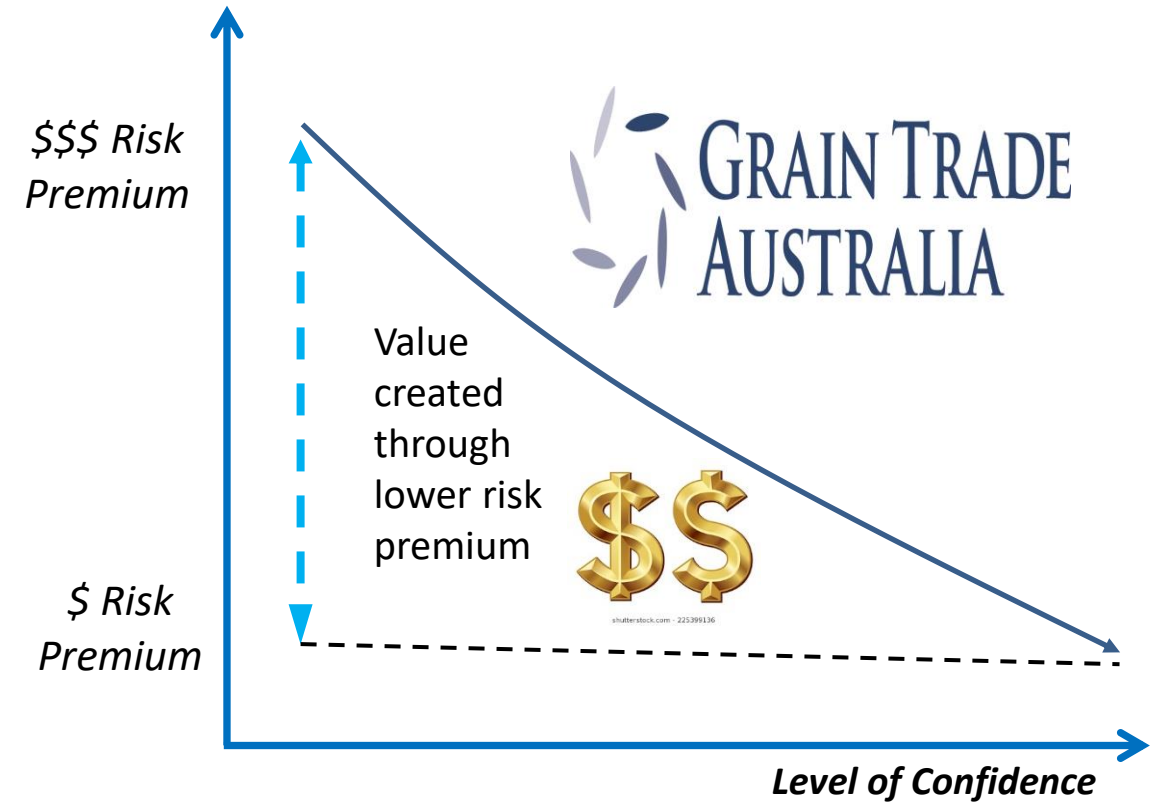
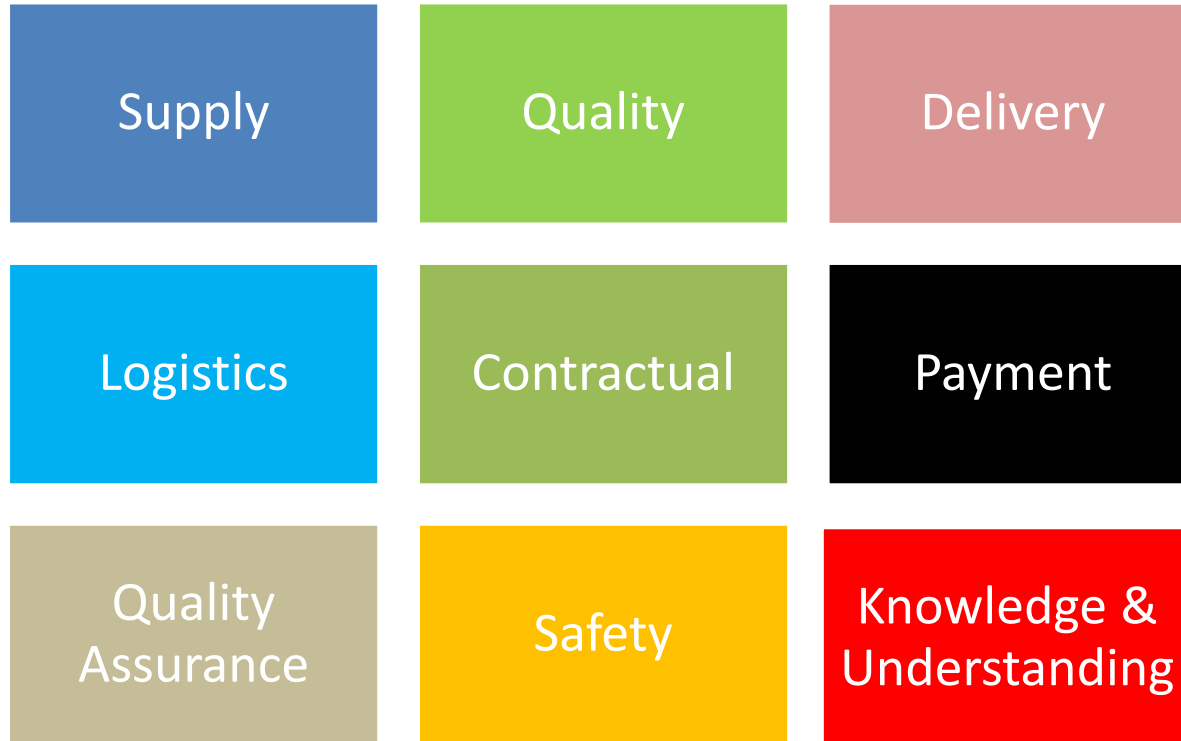


# Value is more than Price



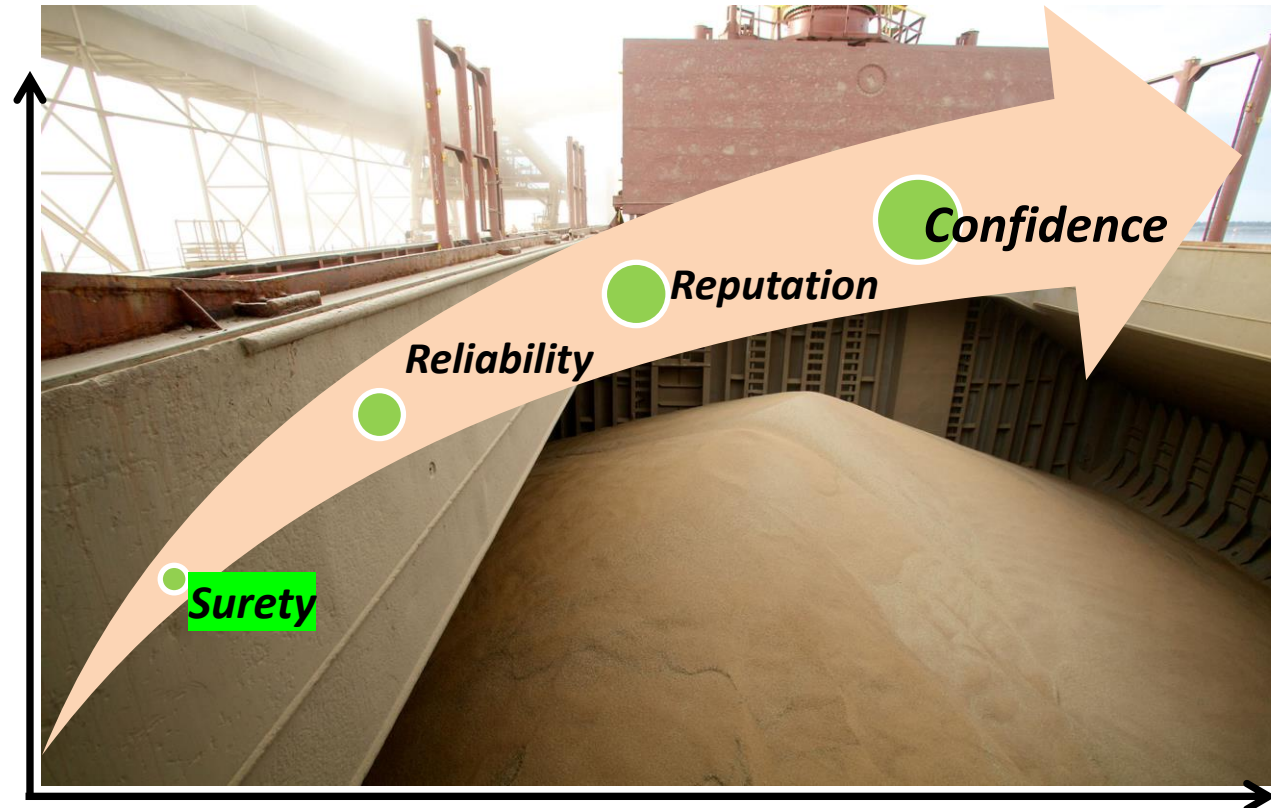
# Confidence Creates Value

🌀 Risk is priced in every transaction...



# GROWTH with CONFIDENCE

Customer  
Value



*Tonnes Transacted*

# 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

