

Department of Agriculture, Water and the Environment
GPO Box 858
Canberra ACT 2601
Email: Via Web

19th December 2019

RE: Cost Recovery Implementation Statement: Plant Export Certification

Dear Sir/Madam,

I am writing regarding the call for submissions on the Cost Recovery Implementation Statement (CRIS) for the plant export certification services charged by the Department of Agriculture, Water and the Environment (DAWE).

Grain Trade Australia (GTA) is a member of a DAWE's Grain and Plant Products Export Industry Consultative Committee (GPPEICC). 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's has over 280 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 list of GTA Members is attached.

1. Value of Australian Export Regulations

The Australian grain industry has a reputation as a reliable supplier of quality grain on the international market. This reputation is supported and enhanced by the export regulations as managed by DAWE to ensure grain meets importing country quarantine requirements. GTA fully supports those regulations and would not support any major changes that would jeopardise this reputation arising from the current cost review.

2. Value through Cost Recovery Mechanisms

GTA considers it is important to consider the effectiveness of the DAWE cost recovery model and the impact it has on the grain industry's efficiency. The Productivity Commission Guidelines on Cost Recovery by Government Agencies describes the key principle of government cost recovery mechanisms as:

"Cost recovery should be implemented for economic efficiency reasons, not merely to raise revenue.

However, cost recovery may not be warranted where:

- *it is not cost effective;*
- *it would be inconsistent with policy objectives; or*
- *it would unduly stifle competition and industry innovation".*

Whilst GTA supports cost recovery as a mechanism to provide key services not covered through Government consolidated revenue, it must be questioned whether the proposed increases in Export Certification fees in the draft CRIS for plant export certification 2019-20 are truly based on economic efficiency reasons rather than increasing revenue to accelerate the re-building of financial reserves depleted through the previous poor forecasting of costs and revenues.

The grain industry and GTA believes it is important to have a collaborative working relationship with DAWE so that value can be created through an aligned approach to the export market and export processes including the provision of an effective certification process. However, the proposed CRIS including the increase in charges does not articulate how the proposed changes will add value or benefit to industry.

GTA has been involved in several reviews of the operations of the plant export certification regulatory functions. Those reviews have highlighted potential improvements in the service delivered, resulting in potential cost savings to industry and DAWE and a reduction in the overall budget of the Plant Export Operations branch responsible for provision of the regulatory function.

Despite potential cost savings being identified, and the introduction of processes to reduce the DAWE cost base (e.g., industry Authorised Officers), the DAWE expenditure and budget has increased substantially over time.

A comparison of the 2015-16 CRIS versus the 2019-20 CRIS shows the increase in the export certification cost base over this timeframe and highlights the greater proportion of the cost borne by industry on indirect costs.

Table 1. Comparison of Cost Base 2015 - 2019

	2015-16 CRIS	2019-20 CRIS	% Var
Direct Cost	\$ 8,585,000	\$ 10,156,371	18%
Indirect Cost	\$ 4,153,000	\$ 5,680,972	37%
	12,738,000	15,837,343	24%

It is understood that DAWE have recently indicated under-charging (and not charging appropriately for some services) and therefore the overall cost base was “under-quoted”. This raises a concern as to accuracy of the CRIS and whether DAWE is truly able to measure and attribute its costs on a fee for service model.

GTA considers there is room to improve the transparency across the overall certification cost budget and especially in the area of indirect costs where the indirect cost base is reported to have increased by 37% since 2015. Better and more detailed consultation is warranted to explain the reasons for the increase in costs.

Benchmarking against other export programs and government departments would create greater transparency of the overall costs borne by the grain industry. We would encourage specific examples, and metrics such as FTE (full-time equivalent) information to be included. GTA is aware there is a sense of frustration within industry (i.e., fee payers) that there is little scope to interrogate or analyse actual costs as, to the fee payers the nature of the charges appears fluid and subjective. Additionally, the fluid nature of the “explanation” for the cost basis means that clear and transparent explanations for proposed changes are difficult to develop and be readily understood by industry.

Coupled with the overall cost pressures on industry (particularly as a result of the current drought), GTA encourages DAWE to provide more meaningful and easily interpreted reasons for all cost changes through development of appropriate Fact Sheets. Whilst DAWE is to be congratulated on being available to industry (as demonstrated by the number of teleconferences held) the joint development of Fact Sheets by DAWE/GPPEICC for provision to industry in the lead-up to release of any new charges expected by June 2020 maybe considered to be of value.

3. Significant Cost Recovery Changes

It is noted the most significant change in the cost base of the 2019-20 CRIS is a reduction of \$1.8m which reflects decreased demand for Departmental inspection activities associated with the industry uptake of the Authorised Officer Program.

However, this was almost entirely offset by the implementation of an additional cost of \$1.03m (7% of the forecast cost base) for what is said to be a new government policy of including enforcement, scientific and technical advice and support for detained consignments.

GTA questions the quantum of this increase and the labelling of it as a new government policy as, we understand, detained consignments costs have been included in the export certification cost base from at least 2015.

GTA has previously advised that the proposed model of charges of plant exporter levies (per tonne charge) and the inspection fees (per quarter hour charge) is a compromise of industry views with previous proposals not fully supported by specific industry sectors. There are significant proposed increases in both services, with the latter potentially significantly impacting on the smaller export sector (i.e., containers). Despite explanations from DAWE, it is still not fully clear to industry the nature of the proposed increase in charges for the quarter hour fee.

GTA have been advised the Authorised Officer fees (application, annual and approval) have increased to reflect the increased effort of this DAWE activity in relation to export activities. The CRIS proposes a per-module learning and assessment fee rather than the current fee covering “2-5 modules”. The cost impact of this change on AOs will be significant. Conversely the charges for Establishment Registration have only “modestly increased” to reflect the lesser effort involved in those activities. The change in fees cannot be considered “modest” nor reflective of cost increases of comparative measures such as CPI.

4. Efficiency or Cost Transfer

It is somewhat disappointing that industry has experienced consistent increases in export certification fees whilst proactively accepting the challenge and additional costs to exporters of the Authorised Officer Program.

The drought currently impacting much of Australia has exacerbated the challenge for industry given the annual fixed cost (internal cost and DAWE fees) in maintaining accredited AOs that is met by industry. These costs either must be absorbed by the registered export facility or are passed through to exporters.

Consequently, GTA members are rightfully questioning if the arrangement of employing and providing AOs is equitable and sustainable in the current environment. It is understood in some regions export facilities and third-party providers have ceased or reduced the number of AO services, that are currently underutilised due to the drought, to manage their own cost base issues.

This will lead to consequences for DAWE, as well as industry, as exporting of grain recommences. There will be a significant lag in timeframe in training AOs to meet industry requirements, noting that the reduction in DAWE AOs will not provide a suitable number of replacement AOs to meet the shortfall.

GTA requests that due to the current drought, there is a need to maintain enough AOs to meet future demand. Options to provide incentives to maintain the AO workforce numbers should be explored by DAWE in conjunction with GPPEICC to include:

- Government meeting various AO charges out of consolidated revenue (i.e., taxpayer subsidy) to reflect the need and ability of industry to meet the 2030 target of \$100b in agricultural exports.
- Some funding of AO's being met from the Governments Bio-Security program and budgets, noting the importance of AO's to overall bio-security, and that AO's could be utilised for import inspections, and thus from a practical view maintain their accreditation status to ensure sufficient AO's are available for the eventual pickup in plant exports.
- The cost recovery arrangements being altered to focus on a reduced cost base for AO's in the short-term while the drought impacts on the industry.

5. Adoption of IT Systems & Technology

Industry has been patient with the process of transformational change of DAWE's information technology. This long-awaited upgrade and the centralisation of key documentation have been identified as key activities to reduce DAWE costs. While some operational efficiencies have occurred, implementation of updated systems has been slow, and the overall cost reduction is unclear.

Adoption of improved technology to support the centralisation of activities is yet to result in significant improvements in overall performance of those functions. Costs should be reduced and timeframes for provision of service should be significantly reduced as a result of improved technology.

Industry adoption of technology is rapidly occurring, as highlighted by the establishment of [Covantis](#) a joint venture initiative of six global grain traders. The potential exists for the value of these initiatives to be negatively impacted both operationally and on an overall cost basis if concurrent adoption of technology and linkage with industry systems is not effectively managed nor adopted by DAWE.

6. Strategic Plan Requirement

Whilst GTA acknowledge at times DAWE struggles to obtain government funds for underlying DAWE services and operations' we believe there is a strong case, in terms of long-term cost reduction and productivity gains, for Government to consider its Strategic Plan for the grain export certification process and invest for the long term benefit of industry.

DAWE should consider how to align with the Government's policies of Modernising Agriculture and the vision to grow Agriculture industry value to \$100 billion by 2030 and commit to strategic investments, especially in technology.

Investment to confirm and implement a strategy is required to provide a framework that will support these processes into the future. The industry is evolving, and DAWE services must evolve concurrently. A strategy to improve inspection and certification processes, including investing in automated grain image analysis, electronic documentation (such as Commodity Vendor Declarations) that can "follow" grain through the supply chain are required.

A significant funding strategy for all key areas where technology may assist industry and DAWE perform tasks related to export service is required. Again, we would urge a robust and transparent discussion with DAWE at GPPEICC to assist in shaping and developing this strategy, including clear adoption strategies outlined in the short to medium term. Such investment needs to be forward looking/future proofing, and in addition to improving current manual processes and procedures.

7. Summary

- The proposed cost increases in the CRIS are substantial, and arguably an exercise in revenue raising over and above economic efficiency rationale.
- Improved transparency and performance metrics are sought on the overall cost base and each key charge.
- Industry cannot continue to absorb these increased costs without efficiency gains and/or improved services.
- Efficiency needs to come from an agreed Strategy to future proof the certification process, including:
 - Improving current processes; and
 - A commitment to a long-term strategy to invest and uptake technology including–
 - Grain Image Assessment;
 - Information technology to facilitate electronic documentation such as e-CVDs, and documentation exchange and development between DA and industry.

GTA consider such proposals to be aligned with the Government's policies of Modernising Agriculture and the vision to grow Agriculture industry value to \$100 billion by 2030.

For your information, in addition to the Department's formal notice to Industry, GTA called for submissions from its Members on these issues and has reviewed the issues through its Technical Committee structures.

Thank you for this opportunity to comment. Please do not hesitate to contact GTA at any stage to discuss further.

Yours faithfully,



Pat O'Shannassy
CEO, Grain Trade Australia

Membership List as at 13 December 2019

Organisation	Contact	Website /Phone
Ordinary Member (Trading)		
Level A1 (over 7 Million Tonnes)		
CBH Grain Pty Ltd	Mr Jason Craig	cbh.com.au
Glencore Agriculture Pty Ltd	Mr Philip Hughes	glencoreagriculture.com.au
		2
Level A2 (5 - 7 Million Tonnes)		
Graincorp Operations Ltd	Mr Klaus Pamminger	graincorp.com.au
		1
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
		2
Level A4 (1.5 - 3 Million Tonnes)		
		0
Level B1 (1.0 - 1.5 Million Tonnes)		
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Emerald Grain Pty Limited	Mr David Johnson	emeraldgrain.com
Cofco International	Ms Sara Pan	cofcoagri.com.au
		3
Level B2 (500,000 - 1 Million Tonnes)		
Australian Grain Export Pty Ltd	Mr Brett Dodson	australiangrainexport.com.au
CHS Broadbent Pty Ltd	Mr Steve Broadbent	broadbentgrain.com.au
Centre State Exports Pty Ltd	Mr Jeff Voigt	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 Agribusiness Australia Pty Ltd	Mr Stephen Bennett	bunge.com/agribusiness
		8
Level B3 (250,000 - 500,000 Tonnes)		
Agfarm Pty Ltd	Mr Ron McCalman	agfarm.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
Agrisk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
Allied Pinnacle Pty Ltd	Mr Josh Lawrence	alliedpinnacle.com
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Wilmar Gaviion 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
		8

Ordinary Member (Trading)

Level C (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
AACL Pty Ltd	Mr Simon Gellert	trade@australianagriculturalcontracts.com
Access Grain Pty Ltd	Mr Wade Humphreys	accessgrain.com.au
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.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
Agriex Australia Pty Ltd	Mr Joseph Khnessier	02 9232 0690
Agrifoods Australia	Mr Rob Anderson	agrifoodsaustralia.com.au
Agrigrain	Mr Jeremy Brown	agrigrain.com
Agromin Australia Pty Limited	Mr Rajni Patel	agromin.com.au
AGT Foods Australia	Michael Brittain	agtfoods.com/australia
Associated Grain	Mr Bhuvan Gandhi	07 4662 1999
Auscott Ltd	Mr Peter Webb	auscott.com.au
AusiCan Commodities	Mr Douglas Saunders	ausican.com
Australian - Asian Agricultural Exports Pty Ltd	Mr Mick Connolly	aaax.ws
Australian Choice Exports Pty Ltd	Mr James Hunt	australianchoiceexports.com.au
Australian Fresh Milk Holdings (AFMH)	Ms Jill Smith	02 6344 8462
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
Australian Storage Alliance Pty Ltd	Mr Jon Bucknall	0447 652 716
Baker Grain	Mr Richard Baker	bakergrain.com.au
BFB Pty Ltd	Mr Terry Brabin	bfb.com.au
Blairs Produce Company	Mr Sean Blair	02 6025 4600
Boolah Grains Pty Ltd	Mr Stuart Tighe	02 6754 0343
Boort Grain Co-Operative	Mr Jon Bucknall	02 9875 3919
Broun and Co Grain Pty Ltd	Mr Wal Broun	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 Commodities	Mr Andrew Kluck	0448 761 246
Cameron Pastoral Company Pty Ltd	Mr Ken Cameron	07 4671 4144
Castlegate James Australasia Pty Ltd	Mr Ross Giovanetti	castlegatejames.com.au
CL Commodities Pty Ltd	Mr Robert Lean	clcommodities.com.au
Continental Grain Handling Pty Ltd (CGH)	Mr Rick Guo	08 6333 1068
Coorow Seeds	Mr Brian Pover	coorowseeds.com.au
Coprice	Mr Lyndon Benecke	coprice.com.au
Cremer Australia Pty Ltd	Mr Scott Haughton	cremer.com.au
Dalby Bio-Refining Limited		dbrl.com.au
Darwalla Milling Co Pty Ltd	Mr Gary Heidenreich	07 3822 0527
Deacon Seeds Company	Mr Mark Schmidt	07 4662 3217
Deckert Group Pty Ltd	Mr Chris Deckert	deckerts.com.au
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Demeter Cormack Pty Ltd	Mr David Oates	08 6389 0098
Direct Commodities Pty Ltd	Mr Hamish Robertson	directcommodities.com.au
Donnellons Bulk Haulage Pty Ltd	Mr Bill Donnellon	0428 136 483
East Coast Stockfeed Pty Ltd		ecsf.com.au
Elders Grain	Mr Lachlan Allen	elders.com.au
Ellerslie Free Range Farms Pty Ltd	Mr Bruce Holden	07 4695 5777

Level C (under 250,000 Tonnes) cont.

Esperance Quality Grains	Mr Neil Wandel	members.westnet.com.au/eqg
Export Trading Group Australia Pty Ltd	Mr Shayne Clark	etgworld.com
Feed Central Pty Ltd	Mr Tim Ford	feedcentral.com.au

Findlays Barellan	Mr Neil Findlay	02 6963 9246
Five Star Stock Feeds	Mr Tim Huggins	fssf.com.au
Fletcher International Exports Pty Ltd	Mr Kurt Wilkinson	fletchint.com.au
GO Resources Pty Ltd	Ms Rosemary Richards	go-resources.com.au
Golden Harvest Grain Exports	Mr Chandru Hiremath	goldenharvest.net.au
Gold Star International Pty Ltd	Abhishek Kotkar	goldstarinternational.com.au
Grain Direct Australia	Mr Chris Kochanski	graindirect.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
Greentree Farming	Mr David Brown	02 6751 1228
GV Grain & Fodder	Ms Joanne Harry	03 5828 3063
Hanlon Enterprises Grain	Mr Peter Gerhardy	02 6924 1781
Harwood Grains Pty Ltd	Mr Paul Harwood	harwoodgrains.com.au
Harberger's Farm Supplies (Trading) Pty Ltd	Mr Reece Harberger	harberger.com.au
Hassad Australia Operations Company Pty Ltd	Ms Terrie Morgan	02 9900 3700
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 Pty Ltd	Mr Sandeep Mohan	jki.com.au
J W Koek & Company	Mr Brian Algate	07 3341 4548
James Stock Feed and Fertilizer Pty Ltd	Mr Adrian Moule	jamesstockfeed.com.au
Jerilderie Grain Storage & Handling	Mr David Barlow	03 5886 0344
KB Agri Services Pty Ltd	Mr Karl Bliss	07 4634 4320
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.com.au
Kangaroo Island Pure Grain Pty Ltd	Ms Emma Tonkin	kipuregrain.com
Kennett Rural Services Pty Ltd	Mr Andrew Kennett	kennetrural.com.au
Lachlan Commodities Pty Ltd	Mr Tony Cogswell	02 6851 2077
Laharum Bulk Handling Co	Mr Donald Carter	03 5381 2666
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
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
Lemarc Agromond Pty Ltd	Mr Michael Aikman	lemarcagromond.com
LINX Cargo Care	Mr David Simpson	linxcc.com.au
LPC Trading Pty Ltd	Mr Simon Langfield	02 6383 7222
Mandala Trading Pty Ltd	Mr Jayjeev Saraff	mandalatrading.com.au
Malteurop Australia Pty Ltd	Mr Jack King	03 5277 1950
Matthews Transport and Grain Traders	Mr Neville Matthews	08 9831 1021
Max Grains Pty Ltd	Mr Jack Fahy	maxgrains.com.au
MC Croker Pty Limited	Mr Greg Carroll	crokergrain.com.au
Melaluka Trading Pty Ltd	Mr Simon Pritchard	melalukatrading.com.au
Mellco Pty Ltd	Mr Steve Mellington	0419 867 971
Moulamein Grain Co-Operative Ltd	Mr Tony Bellinger	moulameingrain.com
MSM Milling Pty Ltd	Mr Peter MacSmith	02 6364 5999

Level C (under 250,000 Tonnes) cont.

Namoi Cotton Ltd	Mr Shane McGregor	namoicotton.com.au
Nandaly Grain Co-Operative Ltd	Mr Tony Bellinger	03 5078 1217
Network Grains Pty Ltd	Mr Craig Dennis	07 4637 8500
Newcastle Agri Terminal Pty Ltd	Mr Jock Carter	02 4962 4006
ETG Processing Pty Ltd T/A Wimpak	Mr James French	wimpak.com.au
Origin Grain Pty Ltd	Mr Peter Brick	03 5720 8500

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
PeaCo	Mr Shane Wall	03 5497 1766
Pearson's Grain Pty Ltd	Mr Darren Pearson	pearsonsgroup.com.au
Peters Commodities Pty Ltd	Mr Michael Oxley	petcom.com.au
Phoenix Global Australia Pty Ltd	Mr Jogesh Virk	phoenixcommodities.com.au
Plum Grove Pty Ltd	Ms Rikki Foss	plumgrove.com.au
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Preston Grain	Mr Andrew Kell	02 6977 1733
Pulse Association of the South East (PASE) Inc	Ms Leanne Burr	08 9071 3655
Quattro Ports	Mr Dene Ladmore	quattroports.com.au
Quirindi Grain & Produce	Mr John Webster	02 6746 1911
Reid Stockfeeds Pty Ltd	Mr Ian Reid	reidstockfeeds.com.au
Rhodium Trading Australia Pty Ltd	Mr Mark Fitzgerald	rhodiumresources.com
Rivalea (Australia) Pty Ltd - Animal Nutrition	Mr Andrew Philpotts	rivalea.com.au
Riverina Oils & BioEnergy Pty Ltd	Mr Lachlan Herbert	riverinaoils.com
RT Wallace Pty Ltd	Mr Reilly Wallace	wallacebulkhaulage.com.au
Ruddenklau Grain Pty Ltd	Mr Tim Ruddenklau	08 8842 1314
Rural Logic (Aust) Pty Ltd	Mr Michael Wood	rurallogic.com.au
Shannon Bros Bulk Haulage	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 Cotton Trading Pty Ltd	Mr Chris Veness	02 69 552 779
Southern Cross Agricultural Exports P/L	Mr Syd Parsons	southerncrossag.com.au
Southern Grain Storage Pty Ltd	Mr Campbell Brumby	03 5267 2351
Southern Grain Pty Ltd	Mr David Jemmet	03 5437 8295
Spagrimon Australia Pty Limited	Mr Jiger Kotecha	spagrimon.com.au
Standard Commodities Australia Pty Ltd	Ms Elizabeth Bozinoska	stancom.com.au
Sudima Australia Pty Ltd	Mr Jim Garvey	sudima.com
Summer Hill Grains	Mr Barney Hughes	0428 694 363
SunPork Farms Feed Mills	Mr Mark Young	08 8532 4434
Swiss Singapore (Australia) Pty Ltd	Surya Jain	swiss-singapore.com
Tasmanian Agricultural Producers Pty Ltd	Mr David Skipper	tasagproducers.com.au
Thallon Grains Pty Ltd	Mr Andrew Earle	02 6756 5004
ThriveAgri	Mr Charlie Brown	thriveagri.com
TSS Grain	Mr Trevor Macleod	tasstockfeed.com.au
Ulusoy Asia Pacific	Mr Mark Madjarevic	ulusoyflour.com
Unigrain Pty Ltd	Mr Ervin Leong	unigrain.com.au
Unique Grain Management Pty Ltd	Mr Mark Thiele	uniquegrain.com.au
Universal Commodity Management	Mr Tim Dean	commoditymanagement.com.au
W B Hunter Pty Ltd	Mr Stewart Coombes	03 5821 5744
Ward McKenzie Pty Ltd	Mr Geoff Hammon	mckenziefoods.com.au
Watershed Commodities	Mr Jack Vivers	0427 715 543
Watson's Bulk Logistics	Mr Joel Watson	wbl.net.au
WHG Oceania Pty Ltd	Gesheng Shen	02 8040 3030
Wilken Grain	Mr Richard Wilken	wilkens.com.au
Woods Grain Pty Ltd	Mr Bruce Woods	woodsgroup.com.au
WW Agri Pty Ltd	Mr Steve Sloss	wwagri.com.au
XLD Grain Pty Ltd	Mr Lachie Stevens	xldgrain.com.au
Yenda Prods Grain Pty Ltd	Mr Luke Mancini	0437 512 322

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Transport Operator

Aurizon Operations Limited	Ms Ruth Stjernqvist	aurizon.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

Pacific National (NSW) Pty Ltd
SEAWAY Intermodal Pty Ltd

Mr Hugh Cox
Mr Bikash Ram

pacificnational.com.au
seawayintermodal.com.au
5

Broker

Large

0

Medium

Grain Brokers Australia
Horizon Grain Brokers Pty Ltd
INTL FCStone Pty Ltd
McDonald Pelz Australia
Perkins Commodity Brokers
Teague Australia Pty Ltd

Mr Jeff Winspear
Mr Ash Munro
Mr Brett Cooper
Mr Peter Geary
Mr Craig Perkins
Mr Tim Teague

grainbrokers.com.au
horizongb.com.au
intlfcstone.com
mcdonaldpelz.com
03 9645 6846
teague.com.au

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Sole Operator

A C Grain
Allied Grain Pty Ltd
Cogeser (Australia) Pty Ltd
Esquire Commodities Pty Limited
Farm Tender
Lotema Pty Ltd
Mallon Commodity Brokering
Quest Commodities Pty Ltd
Wimmera Mallee Grain Services
Woodside Commodities Pty Ltd

Mr Adam Clarke
Mr Angus Wettenhall
Mr Robert Luetolf
Mr Rowan Relton
Mr Matt Henke
Mr Todd Lees
Mr Ian Mallon
Ms Jayne Barker
Mr Rodney Edgerton
Mr Hamish Steele-Park

0400 065 763
alliedgrain.com.au
cogeser.com.au
07 4635 7215
farmtender.com.au
lotema.com.au
questcommodities.com.au
egrainservices.com.au
woodcomm.com.au

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Corporate

Large

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

Mr Ian Waddell
Mr Ian Hanrahan
Mr Tristan Coram
Mr Tom Barraket

asx.com.au/grainfutures
anz.com.au
agtbreeding.com.au
commbank.com.au

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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

Mr Henry McKay
Ms Doreen Fernandez
Mr Lee Shilvock
Mr Andrew Parry
Ms Katrina Saunderson
Mr Phil Soderberg
Mr Geoff Farnsworth
Mr Stephen Thompson
Mr Ben Jones
Mr Jeremy Rosenthal
Mr Scot Paterson
Mr Kieran Carvill
Mr Anthony Howard

agridigital.io
03 9742 0589
amspecgroup.com
07 3391 8640
commodityinspection.com.au
foss.com.au
holdingredlich.com
hfw.com
intertek.com
sbalaw.com
au.sgs.com
tports.com
viridisag.com

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Corporate (cont.)

Small

Advance Trading Australasia
Ag Scientia Pty Ltd
Basis Commodities Pty Ltd
Clear Grain Exchange

Mr Andrew Woodhouse
Mr Lloyd George
Mr Chris Whitwell
Mr Nathan Cattle

advance-trading.com.au
03 9598 1980
basiscommodities.com.au
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
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
HarvestCheck Pty Ltd	Mr Stephen Schumacher	0418 199535
Hay Plains Grain Storage Pty Ltd	Mr Ron Harris	0404 444 600
Indigo Agriculture Australia Pty Ltd	Mr Peter McMeekin	indigoag.com.au
IKON Commodities Pty Ltd	Mr Ole Houe	ikoncommodities.com.au
Lachstock Consulting	Mr Lachie Stevens	xldgrain.com.au
MarketAg Pty Ltd	Mr Mark Martin	02 6747 1590
McMullen Consulting Pty Ltd	Mr Gerard McMullen	03 8300 0108
Mercari Pty Ltd	Mr Scott Still	mercari.com.au
Merricks Capital Pty Limited	Mr Adam Davis	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
Pinnacle Commodities Pty Ltd	Mr Rod Buckle	pinnaclecommodities.com.au
Planfarm Marketing Pty Ltd	Mr Jerome Critch	planfarm.com.au
Plansafe Logistics Pty Ltd	Mr Mark Sloan	plansafelogistics.com.au
Primal Foods Group	Mr Peter Longhurst	primalfoodsgroup.com
Profarmer Australia Pty Ltd	Ms Hannah Janson	australiancropforecasters.com.au
Rise Agribusiness Pty Ltd	Mr Ian Dalgliesh	riseagri.com.au
Rural Directions Pty Ltd	Mr Chris Heinjus	ruraldirections.com
Saputo Dairy Australia Pty Ltd	Mr Robert Ford	1300 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
Wattletree Consulting Pty Ltd	Jon Bucknall	

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International Affiliate

CCIC Australia Pty Ltd	Mr Isherwood Feng	02 9580 3212
CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com

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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	Ms Larissa Taylor	giwa.org.au
Grain Producers Australia Ltd	Mr Andrew Weidemann	grainproducers.com.au
NSW Farmers Association	Ms Alexandra Bunton	02 9478 1000
Victorian Farmers Federation	Ms Annabel Mactier	03 9207 5555

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Merchant Association

Grain Industry Association of SA	Mr Ben Noll	+61 8 8361 5601
Grain Industry Association Of Victoria	Mr Colin Peace	giav.com.au
Grain NSW Inc	Ms Joanne Ware	grainnsw.com.au

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