



NWPGP
NATIONAL WORKING PARTY
ON GRAIN PROTECTION

GRAIN TRADE AUSTRALIA

CONGESTION BUSTING

March 2021



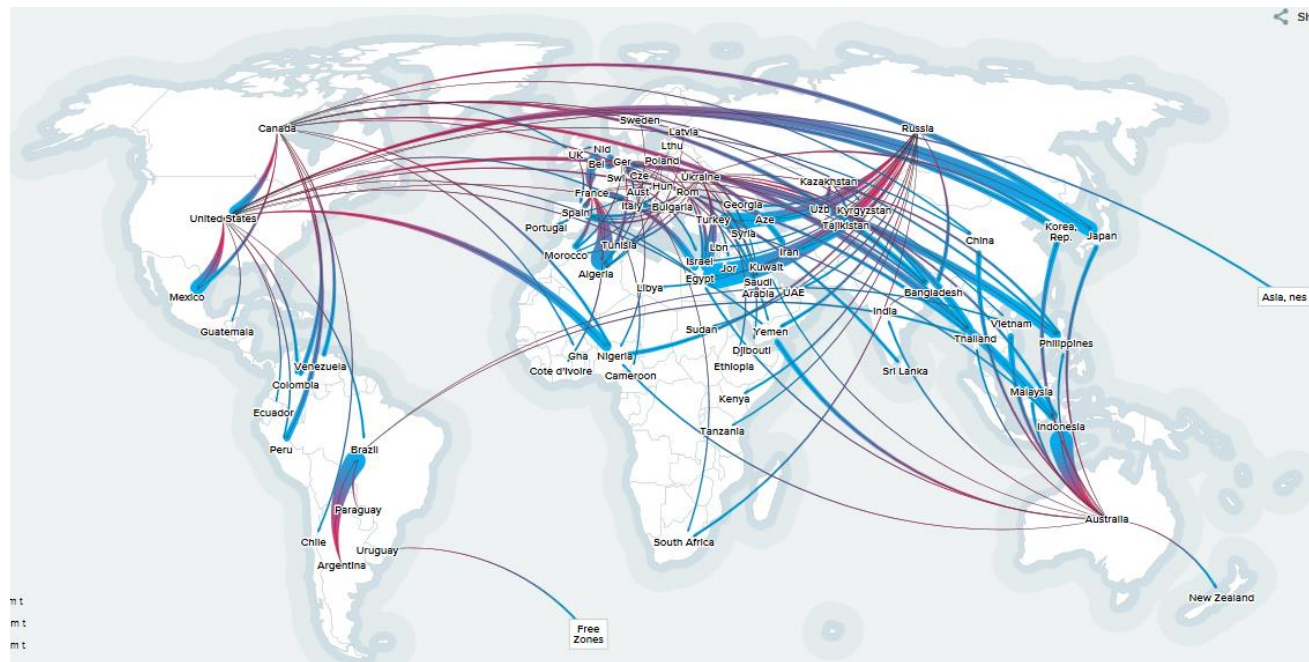
INDUSTRY DRIVEN & MANAGED

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

 **GRAIN TRADE AUSTRALIA**

COMPETITIVE GLOBAL MARKET

Grain Trade Movements – Wheat



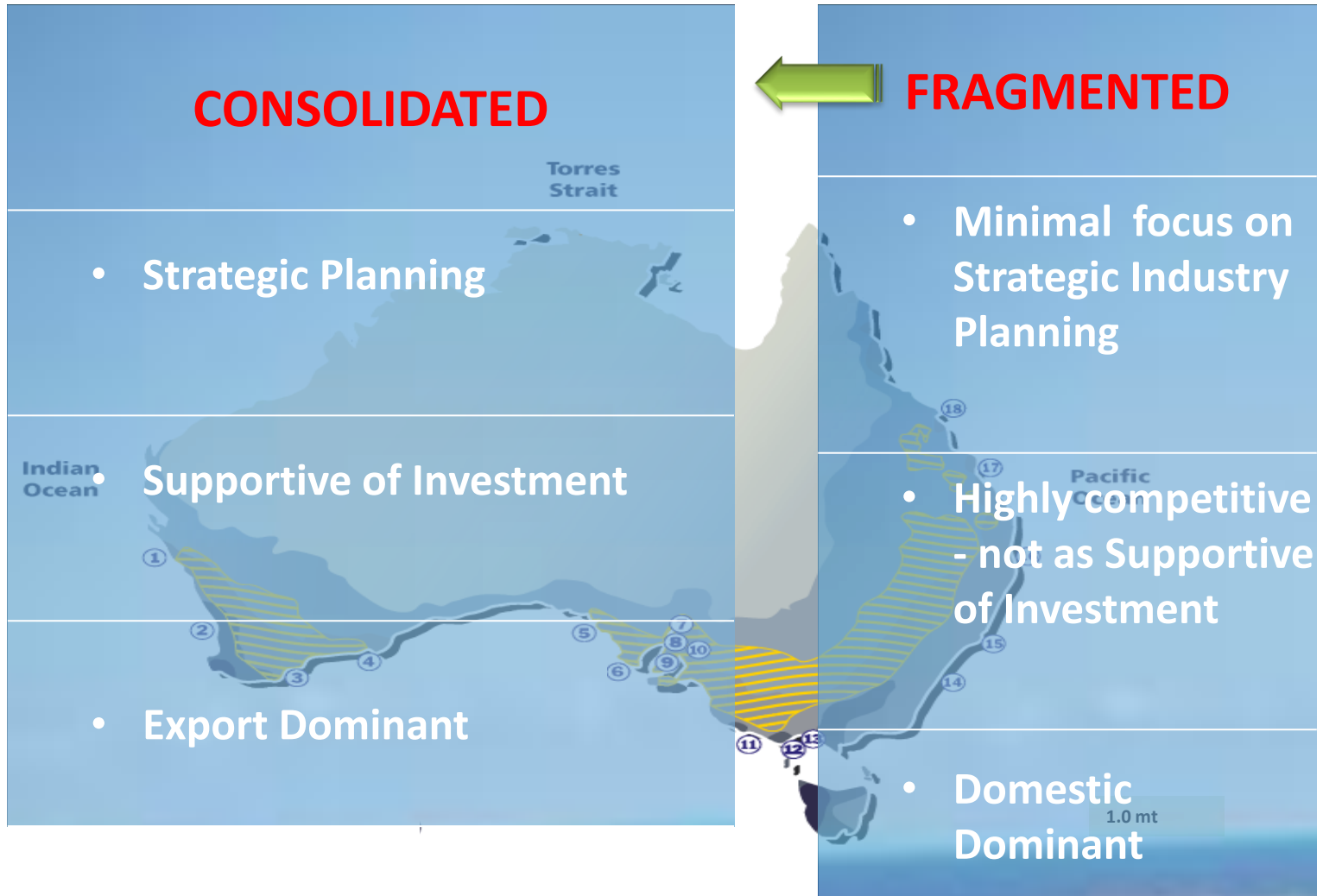
- ✧ The global market for grain is complex and competitive.
- ✧ Consumer expectations are changing - seeking traceability/sustainability through to the paddock.
- ✧ Supply chain cost pressures are increasing



GRAIN TRADE AUSTRALIA

Source: resourcetrade.earth & comtrade.un.org

Supply Chain Capability to Respond



Example of change – MBL Operations

300KT OF BULK BARLEY LOADED VIA
PORTABLE LOADER 2017



Government and Industry must adapt and ensure the QA/MRL processes that have worked so well in the consolidated model perform as well in the fragmented supply chain.

Fragmented Supply Chain – Storage

Multiple Storage Operators:

- Commercial BHC
- Large scale trader with strategic assets
- Regional based independent storage/s
- Container packer
- Grower cooperatives
- Domestic food and feed consumers
- Farm storage

Operating to an Outcomes Driven System:

- Export certification/inspection
- Trading Standards
- Contractual obligations



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

Industry and Government Alignment



GTA has a comprehensive strategy to improve the competitiveness of the grain industry through to 2030.



Similarly Government has released its PEO Strategy from 2020-2030 -

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

Review & Alignment of Govt/Industry Framework



Grain Code of Practice and supporting TGDs

Australian Grain Industry – Code of Practice



Grain Trading Standards



GTA Contracts



GTA Trade Rules



Australian Government
Department of Agriculture,
Water and the Environment

**Plant Export Operations
Strategic Plan**



Export Control Act 1982



MICoR



**Plant Export Operations
Manual**



Phytosanitary Certificates



GRAIN TRADE AUSTRALIA

Requirements to deliver grain to meet customer expectations in the grain storage network

QA Key Processes	Company Level Requirements	Industry Level (non-govt) Requirements
Assess & classify grain & segregate at point of sale	<ul style="list-style-type: none"> Storage assets and equipment Grain assessment technology/equipment Industry/commercial procedural knowledge & governance Human skills and knowledge Systems/Data recording capability and procedures 	<ul style="list-style-type: none"> Product Standards Storage Standards <ul style="list-style-type: none"> ○ Assets ○ Procedural ○ Operational ○ Governance Technology/Equipment Standards & supporting framework Training Hierarchy (Skills Standards) Transparency & Traceability Competency/Confidence Information processes
Assess grain in-store and at every aggregation and maintain quality		
Prepare & assess stored grain for sale		

The Challenges/OPPORTUNITIES

Evolving Supply Chain

The Drivers

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

Focus on Projects that support Strategies

Projects that align Strategies

1. Storage Asset & Operational Standards

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 to show compliance with Dept requirements to be an RE
- Govt can audit industry based on risk assessment
- Industry managing risk throughout the SC to meet export requirements allowing govt to audit industry based on risk assessment

Benefits

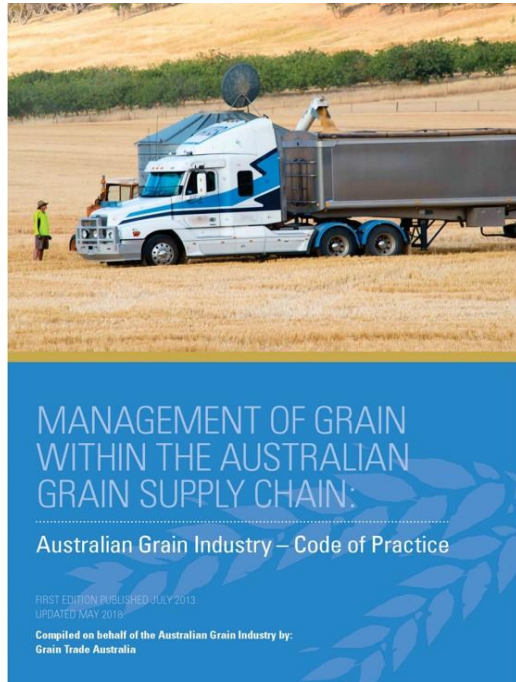
- Improved QA capability/confidence
- Supports DAWE stepping back from transactional level
- Supports delivery of financial market services

Projects will Support Change



Government and Industry must adapt and ensure the QA processes that have worked so well in the consolidated model perform as well better in a fragmented supply chain.

Thank you!!!



E: pat.oshannassy@graintrade.org.au

W: www.graintrade.org.au

