



14th August 2020

The Hon Melissa Horne MP
Ministry for Ports and Freight
Department of Transport
1 Spring Street

MELBOURNE Vic 3000

Via email: portsreview@transport.vic.gov.au

RE: Independent Review of the Victorian Ports System - 2020

Dear Minister,

Thank you for the opportunity to make a Submission to the Independent Review of the Victorian Ports Systems Discussion Paper 2020.

1. Executive Summary

Australian Grain Exporters Council (AGEC) and Grain Trade Australia's (GTA) position is the Discussion Paper findings provides minimal confidence, especially to high volume/low value exports that there will be any redress to the high stevedore infrastructure surcharges. AGEC and GTA support and promote:

1. A regulatory framework that delivers market supportive and timely outcomes
2. The Victorian Government to provide the data and information and the context of its finding - there is not a compelling case for economic regulation
3. The Victorian Government introducing voluntary standards on stevedores with additional price benchmarking to other Australian and international ports
4. The review considers methodology to minimise the impact on high volume/low value agricultural products.

2. Grain Trade Australia

Grain Trade Australia (GTA) is a national association and is the focal point for the commercial grains industry within Australia. The role of GTA is to provide a framework across Industry to facilitate and promote the trade of grain. GTA facilitates trade and works to provide an efficient, equitable and open trading environment by providing leadership, advocacy and commercial support services to the Australian grain value chain. GTA Members are responsible for over 95% of all grain storage and freight movements made each year in Australia. Over 95% of the grain contracts executed in Australia each year refer to GTA Grain Trading Standards and/or Trade Rules.

GTA has established the Australian Grain Industry Code of Practice. All GTA Members are required to adhere to the Code of Practice. GTA Members are drawn from all sectors of the grain value chain from production to domestic end users and exporters. GTA has over 270 organisations as Members. Their businesses range from regional family businesses to large national and international trading/storage and handling companies who are involved in grain trading activities, grain storage, processing grain for human consumption and stock feed milling. GTA Members are substantial employers, from the farm gate through to end point consumption, and notably in rural and regional Australia.

A list of GTA Members is attached.

3. Australian Grain Exporters Council

Australian Grain Exporters Council ([AGEC](#)) is a Sector Council of GTA. Sector Councils, formed by GTA members offer specialist industry groups the opportunity to meet, form policy, discuss and influence issues in their particular area of interest.

AGEC (formerly the Australian Grain Exporters Association (AGEA)) is the representative body for exporters of Australian grain and seeks to facilitate an efficient and effective export industry.

AGEC and GTA both support this Submission.

4. The Grain Industry

The grain industry is one of Australia's largest agricultural industries. With over 70% of production exported (in a typical season), the export sector is a large earner of foreign income, while the domestic market is the largest single consumptive home for Australian grain.

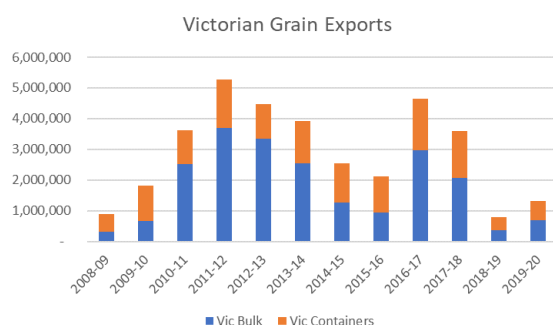
The 5-year average grain industry value (at the farm gate – excluding rice) is around \$A13.7 billion, with the 5-year average exports value (FOB) at \$A 10.8 billion. In 2018/19 Australian exporters shipped approximately 18.7 million metric tonnes (mmt) of grain¹.

The Australian grain sector has been a consistent provider of productivity increases to the Australian economy with the industry, and its ancillary suppliers and service providers, being substantial employers, from the farm gate through to end point consumption, and particularly in rural and regional Australia.

The Australian grain industry is export oriented with 70% of Australian grain production exported annually, with the Asian region accounting for over 50% of exports. Wheat imports into South East Asian countries have grown twofold since 2000². Asian demographic and economic growth are expected to see increased demand for Australian grain to 2030 and beyond³. This means investment and efficiency growth across the Australian grain value chain, along with market diversification, will be crucial to maintain a competitive position in both export and domestic markets. This will be important to Australia's economic growth, especially to rural and regional economies.

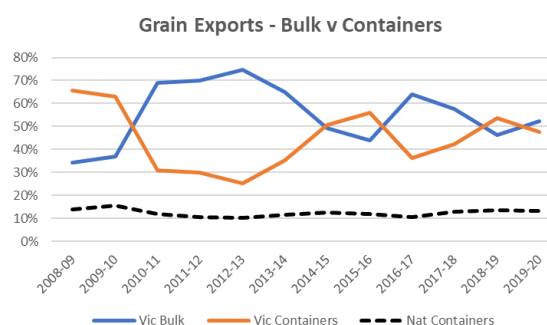
The 5-year average Victorian grain export volume is 2.5mmt. This fluctuates in response to seasonal crop production and domestic market conditions. Container exports of grain has grown and developed over the last 15-20 years to become an important component of the grain supply chain. Nationally, around 10-13% of Australian grain is now exported in containers, however the container exports from Victorian ports is significantly greater with around 54% of grain exports being in containers.

Figure 1 – Victorian Grain Exports



Source: ABS 2020

Figure 2 – Grain Exports – Bulk v Containers



Source: ABS 2020

4.1 Infrastructure Surcharges

¹ ABARES (March 2020)

² USDA PSD (April 2020)

³ USDA PSD (April 2020)

The ACCC's latest Container stevedore monitoring report indicates stevedore infrastructure charges increased by 63% from the 2017-2018 report through to the 2018-2019 report. The recent announcement by the stevedoring company VICT of further increase in Infrastructure Surcharges taking the charge to a benchmark \$131.03 applicable to all export containers is not of assistance in maintaining Australia's competitive position. (At the time of release of the 2018-2019 ACCC Container stevedore monitoring report the VICT infrastructure charge was at \$85 per container).

This increased cost applied to a container (that will hold approximately 24 tonne of grain) equates to a per tonne cost of \$5.46 or 4% of the total production cost⁴ of a tonne of grain.

Given the average annual grain export tonnage accounts for 2 to 2.6 million metric tonnes Infrastructure Surcharges have the capability to add \$11m to \$14m of additional cost to an already high cost (to value/volume) supply chain.

Without an effective competitive landscape, Australian exporters will struggle to compete in the increasing difficult international markets, particularly for products out of Victorian ports. This is especially the case for high mass and low value exports such as grain.

5. Focus of this Submission

AGEC and GTA's Submission will concentrate on one section of the Discussion Paper. This is Section 5 – Economic Regulation.

5.1 Regulatory Framework

GTA notes the Discussion Paper view that the supply chain consists of multiple parties and complex interactions which impact on costs. Unfortunately, this complexity is also evident in the multiple levels of federal and state regulation that seek to foster a competitive landscape for Australia's importers and exporters.

It is argued this complexity within the supply chain and the various levels of competition regulation has stifled reform and engendered the production of numerous reviews and reports rather than tackling market conditions and potential anti-competitive behaviours. As a general principle, we would encourage regulatory simplicity as well as consistency across jurisdictions, to optimise business efficiency, minimise cost burden on business thereby driving optimal value across the economy.

In contrast to the pace of the government reform process, international markets are becoming increasingly dynamic and responsive to short time frames, and to the forces and pressures of political, market and economic change.

The shipping industry especially has reacted to change becoming more concentrated as a result of mergers and global alliances. However, competition reform has been relatively slow and non-responsive considering the 2015 Competition Policy Review (Harper Review) called for:

- change to the Competition and Consumer Act 2010
- the removal of the supports for ongoing special treatment of the liner shipping industry
- consideration of extending the review and monitoring of stevedore charges to include infrastructure charges.

Importantly these changes were expected to provide some level of price transparency which may flow through and assist with improving the understanding of stevedore infrastructure charges.

Whilst the ACCC has issued a discussion paper on 3 December 2019 seeking comments on a possible class exemption for ocean carriers it is noted the consultation process has been temporarily paused meaning further delay to any potential change in the competitive landscape.

Recommendation:

Governments and the ACCC should commit to an integrated plan and timeframe that actually delivers change suitable and aligned with the pace of change in the market environment and conditions.

5.2 The Case for Economic Regulation of Stevedoring Charges

⁴ AEGIC (Australia's grain supply chains Fact Sheet)

The Review confirmed that current market conditions afford stevedores full autonomy over the prices charged and access conditions imposed on land transport operators. This has facilitated their ability to levy higher prices, including infrastructure charges.

However, the key finding of the Review was that **there is not a compelling case for economic regulation** of stevedore charges at the Port of Melbourne.

AGEC and GTA's members find this difficult to accept and challenge this finding (given there was no data or comparative analysis provided with the Discussion Paper). It can be argued this finding supports stevedores continuing to earn a growing proportion of their revenues in the transport infrastructure surcharge market where their market power is much stronger relative to the more competitive market in which they provide services to shipping lines.

This uneven competitive balance between the two markets in which stevedores provide their services, means there can be a natural inclination whereby stevedores competing in provision of services to the highly competitive shipping line market and into the less competitive on-shore services may bargain with less vigour or determination on price, knowing they can increase revenue elsewhere such as on-shore to compensate.

AGEC and GTA's members are justifiably frustrated. The shipping lines (who are exempt from Australia's Competition Act) are enjoying reduced costs, while stevedores are kept whole (or potentially even increasing revenue) and grain shippers are paying more for land-based freight and services with no apparent benefit or saving in shipping freight.

The detrimental impact on High Volume/Low value agricultural products such as grain is substantially greater from the imposition of these fees, with no consideration of what costs individual supply chains can absorb.

In our view, these cost increases will result in damage and negative impacts on the grain industry's ability to compete in the international market and consequently reduce the shipment of grain in containers.

In addition, this may reduce the ability of the grain container supply chain operators (including transport operators, and container packing companies) to compete with the domestic grain market and the shipping of grain in bulk carriers, resulting in a potential reduction of competition in the overall grain supply chain. This may impact system efficiency, niche marketing opportunities and therefore flow-on benefits to growers and the Australian economy.

This outcome is clearly inconsistent with the Reports finding of '*there is not a compelling case for economic regulation*' and requires further consideration

Recommendation:

The Victorian Government should provide the data and information and provide the context of its finding - *there is not a compelling case for economic regulation*

5.3 Improved Transparency of Pricing and Coordination of port supply chain access.

The role Governments and regulators is to act and implement mitigation steps and process when markets fail to deliver an adequate response and outcome. Our members and other shippers urge further consideration and review of the exemption of shipping lines from the Competition Act and the adverse impact of the stevedore infrastructure charges on the international competitiveness of the grain supply chain.

The Discussion Paper's proposal to introduce voluntary standards is a measure that may not necessarily deliver any real improvement to pricing transparency. It appears to be a compromise measure or as termed in the Discussion Paper a phased approach until the findings of the current ACCC review of Part X of the Competition and Consumer Act 2010 are known. We see it as an interim step seeking to address apparent market inefficiencies or failures resulting from ineffective working relationships and information exchange between supply chain participants. In our view this is not an adequate response, given the clear detrimental impacts on the grain supply chain of recent market pricing.

However, given the relative market power of stevedores to the transport sector this compromise position could potentially offer some future value (especially operational performance) in that it should provide greater information and cost transparency (of future increases). However, this has no immediate impact or relief on the level of current pricing that exists in Victorian ports.

To create additional value, it is recommended this process should be extended to promote transparency and include a benchmarking and price justification process against access charges at other Australian and international ports.

Importantly to AGECE and GTA members, this Review should include consideration of the impact on high volume/low value exports and consider some form of fee relief/adjustment to minimise any impact. This process should also include shipping lines as:

- Grain exports in containers bring value to the shipping lines through reducing the number of empty containers exported from Australia;
- Any reduction in the use of containers will have a consequential impact on the shipping lines, and
- Reduce intrinsic supply chain value and Australia's global market competitiveness and lesson competition within the domestic market and supply chain.

Recommendation:

- a) As part of its phased approach the Victorian Government should introduce voluntary standards on stevedores
- b) The standards should include transparent price benchmarking and price justifications compared to other Australian and international ports
- c) The Review should consider methodology to minimise the impact on high volume/low value agricultural products.

6. Conclusion

The supply chain consists of multiple parties and complex interactions which impact on cost and the ability for the market to work effectively. The process of review is necessary but change and reform is far from timely and therefore in-sensitive to market conditions and changes.

The Discussion Paper provides minimal confidence, especially to high volume/low value exports that there will be any redress to the high stevedore infrastructure surcharges.

The Review does not adequately recognise the impact of excessive stevedore infrastructure charges in Australia's international competitiveness and the likelihood of a lessening of competition in the grain domestic and export supply chains.

AGECE and GTA members encourage a more coordinated and speedier reform process aligned across federal and state governments to manage the competition concerns with shipping lines and ports.

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

Yours faithfully,



Pat O'Shannassy
CEO, Grain Trade Australia



Lyndon Asser
Chair, Australian Grain Exporters Council



Membership List as at 01 July 2020

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 Robert Spurway	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)		
Emerald Grain Pty Limited	Mr David Johnson	emeraldgrain.com
Cofco International	Ms Sara Pan	cofcoagri.com.au
		2
Level B2 (500,000 - 1 Million Tonnes)		
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
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
		9
Level B3 (250,000 - 500,000 Tonnes)		
Agfarm Pty Ltd	Mr Ron McCalman	agfarm.com.au
Allied Pinnacle Pty Ltd	Mr Josh Lawrence	alliedpinnacle.com
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Wilmar Gavilon 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
		6
Level C1 (over 10 employees, under 250,000 Tonnes)		
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.com.au
Agriex Australia Pty Ltd	Mr Joseph Khnessier	02 9232 0690
Agrifoods Australia	Mr Rob Anderson	agrifoodsaustralia.com.au
Agrisk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
AGT Foods Australia	Mr Michael Brittain	agtfoods.com/australia
Associated Grain	Mr Bhuvan Gandhi	07 4662 1999
Auscott Ltd	Mr Peter Webb	auscott.com.au
Australian Fresh Milk Holdings (AFMH)	Ms Jill Smith	02 6344 8462
BFB Pty Ltd	Mr Shane Bird	bfb.com.au
Blairs Produce Company	Mr Sean Blair	02 6025 4600
Boolah Grains Pty Ltd	Mr Stuart Tighe	02 6754 0343
Cameron Pastoral Company Pty Ltd	Mr Ken Cameron	07 4671 4144
Castlegate James Australasia Pty Ltd	Mr Ross Giovanetti	castlegatejames.com.au
Coprice	Mr Lyndon Benecke	coprice.com.au
Dalby Bio-Refining Limited	Mr Chris Coore	dbri.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
Elders Grain	Ms Kerry Leach	elders.com.au
Esperance Quality Grains	Mr Neil Wandel	members.westnet.com.au/eqg
Five Star Stock Feeds	Mr Tim Huggins	fsf.com.au
Fletcher International Exports Pty Ltd	Mr Kurt Wilkinson	fletchint.com.au

Hanlon Enterprises Grain	Mr Peter Gerhardy	02 6924 1781
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
James Stock Feed and Fertilizer Pty Ltd	Mr Adrian Moule	jamesstockfeed.com.au
Jerilderie Grain Storage & Handling	Mr David Barlow	03 5886 0344
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.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
LINX Cargo Care	Mr David Simpson	linxc.com.au
LPC Trading Pty Ltd	Mr Simon Langfield	02 6383 7222
Malteurop Australia Pty Ltd	Mr Jack King	03 5277 1950
MC Croker Pty Limited	Mr Greg Carroll	crokergrain.com.au
MSM Milling Pty Ltd	Mr Peter MacSmith	02 6364 5999
Namoi Cotton Ltd	Mr Shane McGregor	namoicotton.com.au
Newcastle Agri Terminal Pty Ltd	Mr Jock Carter	02 4962 4006
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Quattro Ports	Mr Dene Ladmore	quattroports.com.au
Reid Stockfeeds Pty Ltd	Mr Ian Reid	reidstockfeeds.com.au
Rivalea (Australia) Pty Ltd - Animal Nutrition	Mr Andrew Philpotts	rivalea.com.au
Riverina Oils & BioEnergy Pty Ltd	Mr Lachlan Herbert	riverinaoils.com
Southern Cotton Trading Pty Ltd	Mr Chris Veness	02 69 552 779
Southern Grain Storage Pty Ltd	Mr Campbell Brumby	03 5267 2351
SunPork Farms Feed Mills	Mr Mark Young	08 8532 4434
Tasmanian Agricultural Producers Pty Ltd	Mr David Skipper	tasagproducers.com.au
ThriveAgri	Mr Charlie Brown	thriveagri.com
TSS Grain (Tasmanian Stockfeed Services)	Mr Trevor Macleod	tasstockfeed.com.au
Unigrain Pty Ltd	Mr Ervin Leong	unigrain.com.au
W B Hunter Pty Ltd	Mr Stewart Coombes	03 5821 5744
Wilken Grain	Mr Richard Wilken	wilkens.com.au
Woods Grain Pty Ltd	Mr Bruce Woods	woodsgroup.com.au
XLD Grain Pty Ltd	Mr Lachie Stevens	xldgrain.com.au
Yenda Prods Grain Pty Ltd	Mr Luke Mancini	0437 512 322
		59
Level C2 (under 10 employees, 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.au
Access Grain Pty Ltd	Mr Wade Humphreys	accessgrain.com.au
Agmark Commodities	Mr Richard Alcorn	agmark.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
Agri Om Australia Pty Ltd	Mr Kishore Bulchandani	agriom.com.au
Agri-Oz Exports Pty Ltd	Mr Francois Darcas	03 9830 7021
AgriGrain	Mr Jeremy Brown	agrigrain.com
Agromin Australia Pty Limited	Mr Rajni Patel	agromin.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 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
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
Chester Commodities Pty Ltd	Mr Richard Black	chestercommodities.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
Cory Johnston (Aust) Pty Ltd	Mr Justin Fay	coryjohnston.com.au
Craig Tyack Grain Trading	Mr Craig Tyack	0428 729 167
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

Ellerslie Free Range Farms Pty Ltd	Mr Shayne Clark	07 4695 5777
Export Trading Group Australia Pty Ltd	Mr Tim Ford	etgworld.com
Feed Central Pty Ltd	Mr Neil Findlay	feedcentral.com.au
Findlays Barellan	Ms Rosemary Richards	02 6963 9246
GO Resources Pty Ltd	Abhishek Kotkar	go-resources.com.au
Gold Star International Pty Ltd	Mr Chris Kochanski	goldstarinternational.com.au
Grain Direct Australia	Mr Paul Pearsall	graindirect.com
Grain Link (NSW) Pty Ltd	Mr Andrew Goyder	02 6962 9500
Grain Link WA Pty Ltd	Mr Derek Larnach	grainlink.com.au
Grainforce Pty Ltd	Mr Sanjiv Dubey	02 6331 4880
GrainTrend Pty Ltd	Mr David Brown	graintrend.com
Greentree Farming	Ms Joanne Harry	02 6751 1228
GV Grain & Fodder	Mr Paul Harwood	03 5828 3063
Harwood Grains Pty Ltd	Mr Simon Hutt	harwoodgrains.com.au
Hutt & Co Pty Ltd T/A GrainSource	Mr Brian Algate	grainsource.com.au
J W Koek & Company	Mr Karl Bliss	07 3341 4548
KB Agri Services Pty Ltd	Ms Emma Tonkin	07 4634 4320
Kangaroo Island Pure Grain Pty Ltd	Mr Andrew Kennett	kipuregrain.com
Kennett Rural Services Pty Ltd	Mr Tony Cogswell	kennettrural.com.au
Lachlan Commodities Pty Ltd	Mr Donald Carter	02 6851 2077
Laharum Bulk Handling Co	Mr Derek Davis	03 5381 2666
Lake Grain Pty Ltd	Mr Garry Lane	lakegrain.com.au
Lane Grain Pty Ltd	Mr Mark Webber	02 6887 3309
Laragon Almond Processors Pty Ltd	Mr Michael Aikman	laragon.com.au
Lemarc Agromond Pty Ltd	Mr Jayjeev Saraff	lemarcagromond.com
Mandala Trading Pty Ltd	Mr Lachlan McKenzie	mandalatrading.com.au
McKenzie Ag Services	Mr Neville Matthews	mckenzieag.com.au
Matthews Transport and Grain Traders	Mr Jack Fahy	08 9831 1021
Max Grains Pty Ltd	Mr Simon Pritchard	maxgrains.com.au
Melaluka Trading Pty Ltd	Mr Steve Mellington	melalukatrading.com.au
Melloco Pty Ltd	Mr Tony Bellinger	0419 867 971
Moulamein Grain Co-Operative Ltd	Mr Tony Bellinger	moulameingrain.com
Nandaly Grain Co-Operative Ltd	Mr Craig Dennis	03 5078 1217
Network Grains Pty Ltd	Mr James French	07 4637 8500
ETG Processing Pty Ltd T/A Wimpak	Mr Peter Brick	wimpak.com.au
Origin Grain Pty Ltd	Mr Prashant Kewlani	03 5720 8500
Pacific Global Sprouts Pty Ltd	Mr Rohan Parkinson	pacificglobalsprouts.com
Parkinson Bros	Mr Peter Blair	parkinsonbros.com.au
PB Seeds Pty Ltd	Mr Shane Wall	pbseeds.com.au
PeaCo	Mr Darren Pearson	03 5497 1766
Pearson's Grain Pty Ltd	Mr Michael Oxley	pearsonsgroup.com.au
Peters Commodities Pty Ltd	Mr Jogesh Virk	petcom.com.au
Phoenix Global Australia Pty Ltd	Ms Rikki Foss	phoenixcommodities.com.au
Plum Grove Pty Ltd	Mr Andrew Kell	plumgrove.com.au
Preston Grain	Ms Leanne Burr	02 6977 1733
Pulse Association of the South East (PASE) Inc	Mr John Webster	08 9071 3655
Quirindi Grain & Produce	Mr Mark Fitzgerald	02 6746 1911
Rhodium Trading Australia Pty Ltd	Mr Gordon Pulham	rhodiumresources.com
RP Grain Pty Ltd	Mr Reilly Wallace	rpgrain.com.au
RT Wallace Pty Ltd	Mr Tim Ruddenklau	wallacebulkhaulage.com.au
Ruddenklau Grain Pty Ltd	Mr Michael Wood	08 8842 1314
Rural Logic (Aust) Pty Ltd	Mr Clayton Shannon	rurallogic.com.au
Shannon Bros Bulk Haulage	Ms Lesley Kilby	03 5390 2264
Silo Bag Grain (NSW QLD) Pty Ltd	Mr Dia Ram Sharma	02 6847 1788
Societa Cofica Pty Ltd	Mr Syd Parsons	societacofica.com.au
Southern Cross Agricultural Exports P/L	Mr Jiger Kotecha	southerncrossag.com.au
Spagrimon Australia Pty Limited	Ms Elizabeth Bozinowska	spagrimon.com.au
Standard Commodities Australia Pty Ltd	Mr Jim Garvey	stancom.com.au
Sudima Australia Pty Ltd	Mr Barney Hughes	sudima.com
Summer Hill Grains	Surya Jain	0428 694 363
Swiss Singapore (Australia) Pty Ltd	Ms Kim Packer	swiss-singapore.com
Tamma Grains Australia Pty Ltd	Mr Andrew Earle	0428 887 026
Thallon Grains Pty Ltd	Mr Mark Madjarevic	02 6756 5004
Ulusoy Asia Pacific	Mr Mark Thiele	ulusoyflour.com
Unique Grain Management Pty Ltd	Mr Tim Dean	uniquegrain.com.au
Universal Commodity Management	Mr Geoff Hammon	commoditymanagement.com.au
Ward McKenzie Pty Ltd	Mr Jack Vivers	mckenziefoods.com.au
Watershed Commodities	Mr Joel Watson	0427 715 543
Watson's Bulk Logistics	Mr Gesheng Shen	wbl.net.au
WHG Oceania Pty Ltd		02 8040 3030

WW Agri Pty Ltd	Mr Steve Sloss	wwagri.com.au
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	Mr Hugh Cox	pacificnational.com.au
SEAWAY Intermodal Pty Ltd	Mr Bikash Ram	seawayintermodal.com.au
		5
Broker		
Large		0
Medium		
Fox Commodities Pty Ltd	Mr Paul Cochrane	foxcommodities.com.au
Grain Brokers Australia	Mr Jeff Winspear	grainbrokers.com.au
Horizon Grain Brokers Pty Ltd	Mr Ash Munro	horizongb.com.au
iGrain.com.au Pty Ltd	Ms Emily Fleming	igrain.com.au
INTL FCStone Pty Ltd	Mr Brett Cooper	intlfcstone.com
McDonald Pelz Australia	Mr Peter Geary	mcdonaldpelz.com
Perkins Commodity Brokers	Mr Craig Perkins	03 9645 6846
Teague Australia Pty Ltd	Mr Tim Teague	teague.com.au
		8
Sole Operator		
A C Grain	Mr Adam Clarke	0400 065 763
Allied Grain Pty Ltd	Mr Angus Wettenhall	alliedgrain.com.au
Cogeser (Australia) Pty Ltd	Mr Robert Luetolf	cogeser.com.au
Esquire Commodities Pty Limited	Mr Rowan Relton	07 4635 7215
Farm Tender	Mr Matt Henke	farmtender.com.au
Lotema Pty Ltd	Mr Todd Lees	lotema.com.au
Mallon Commodity Brokering	Mr Ian Mallon	
Quest Commodities Pty Ltd	Ms Jayne Barker	questcommodities.com.au
Wimmera Mallee Grain Services	Mr Rodney Edgerton	egrainservices.com.au
Woodside Commodities Pty Ltd	Mr Hamish Steele-Park	woodcomm.com.au
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Corporate		
Large		
ASX Limited	Mr Ian Waddell	asx.com.au/grainfutures
Australia And New Zealand Banking Group	Mr Ian Hanrahan	anz.com.au
Australian Grain Technologies Pty Ltd	Mr Tristan Coram	agtbreeding.com.au
Commonwealth Bank of Australia	Mr Tom Barraket	commbank.com.au
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Medium		
AgriDigital	Mr Henry McKay	agridigital.io
Agrifood Technology Pty Ltd	Ms Doreen Fernandez	03 9742 0589
Amspec Australia Pty Ltd	Mr Lee Shilvock	amspecgroup.com
Australian Superintendence Company	Mr Andrew Parry	07 3391 8640
Commodity Inspection Services (Australia) Pty Ltd	Ms Katrina Saunderson	commodityinspection.com.au
Foss Pacific Pty Ltd	Mr Phil Soderberg	foss.com.au
Holding Redlich	Mr Geoff Farnsworth	holdingredlich.com
Holman Fenwick Willan	Mr Stephen Thompson	hfw.com
Intertek	Mr Ben Jones	intertek.com
SBA Law	Mr Jeremy Rosenthal	sbalaw.com
SGS Australia Pty Ltd	Mr Scot Paterson	au.sgs.com
T-Ports Pty Ltd	Mr Kieran Carvill	tports.com
Viridis Ag	Mr Anthony Howard	viridisag.com
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Small		
Advance Trading Australasia	Mr Andrew Woodhouse	advance-trading.com.au
Ag Scientia Pty Ltd	Mr Lloyd George	03 9598 1980
Basis Commodities Pty Ltd	Mr Chris Whitwell	basiscommodities.com.au
Clear Grain Exchange	Mr Nathan Cattle	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
IKON Commodities Pty Ltd	Mr Ole Houe	ikoncommodities.com.au
Lachstock Consulting Pty Ltd	Mr Nick Carracher	lachstockconsulting.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
Merrick's Capital Services Pty Ltd	Mr Adam Davies	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
Planfarm Marketing Pty Ltd	Mr Jerome Critch	planfarm.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	Mr 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
		2
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
		5
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
Queensland Agricultural Merchants Inc.	Mr John Francis	qam.org.au
		4
Life Members		
Mr Mervyn May		Awarded 1998
Mr Christopher Kelly		Awarded July 2015
Mr Geoff Honey		Awarded July 2016
Mr Terry Deacon		Awarded August 2019
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