

7 October 2013

Dr Michele Allan  
Chair  
Wheat Industry Advisory TaskForce  
c/ The Secretariat  
Australian Government Department of Agriculture  
GPO Box 858  
Canberra ACT 2601

Dear Dr. Allan,

Re: GTA Stakeholder briefing – October 2013

Each year, Grain Trade Australia conducts stakeholder briefings across Australia for members and other key organisations involved in the Australian grain industry.

GTA has pleasure in submitting this year's presentation and would welcome the opportunity to brief the TaskForce.

**About Grain Trade Australia**

Grain Trade Australia (GTA) is the focal point for the commercial grains 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 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 standards and/or trade rules.

GTA members are drawn from all sectors of the grain value chain from production to domestic end users and exporters. GTA members are involved in grain trading activities, grain storage, human and stock feed milling.

Thank you for consideration of this submission.

Geoff Honey



Chief Executive Officer



# Grain Trade Australia

Standards | Trade Rules | Contracts | Training

**Strategic Directions 2013 – stakeholder briefing – October 2013**

# Reporting on:

- ✧ **GTA Vision & Mission**
- ✧ **Vital signs**
- ✧ **Strategic Direction 2013/2014**
- ✧ **Technical Committees**
- ✧ **Dispute Resolution Service**
- ✧ **Professional Development Program**
- ✧ **Industry support services**
  - ✧ Australian Grain Industry Code of Practice
  - ✧ National Working Party on Grain Protection
  - ✧ Advocacy – Domestic & International
  - ✧ Australian Grain Industry Discussion Group
  - ✧ Port Access Code of Conduct Advisory Committee
- ✧ **Industry Support Products**
  - ✧ Australian Grains Industry Conference



## *GTA Vision*

*An efficient, equitable and open commercial grain industry in Australia.*

## *GTA Mission*

*To facilitate trade by providing products, services and advocacy for the Australian grain value chain.*

*GTA is non political*

*GTA is a trade organisation*



# Vital signs

✧ **Members**                      261              (250 members @ 1/7/12) - list attached

✧ **Financial 12/13** - unaudited results

✧ Profit/(Loss)              \$248,843

✧ Equity                      \$976,597

✧ **Policies**

- 75% of annual operating expenses quarantined as cash reserves
- Membership fees fund core activities, i.e. Technical Committees
- All activities conducted as profit centres



# GTA Strategic Direction

## ➤ Trade Facilitation - Products & Services

- Grain standards
  - wheat & coarse grain
- Contracts (6) & Trade Rules
- Dispute Resolution Service

## ➤ Industry service functions

## ➤ Operational aspects of GTA



Industry driven and managed

Standards | Trade Rules | Contracts | Training

### Strategic Direction 2013

*Strategic Direction 2013 follows widespread industry consultation and ensures that GTA fulfils its key task to "facilitate trade" across the Australian grain supply chain.*

*Strategic Direction 2013 has been prepared for members and others with an interest in the Australian grains industry and details the short to medium strategies and GTA's longer term vision for the Australian grain supply chain.*

# Technical Committees

- ↗ Commerce
- ↗ Grain Standards
- ↗ Trade & Market Access
- ↗ Transport, Storage & Ports

*Transparent, public review process*



# Commerce Committee

## Released:

- ✧ GTA AusGrain 2013 Voyage Charter Party
- ✧ The methodology to determine GTA Location Differentials on the Eastern Coast of Australia has been set for a minimum of 3 years.

## Reviewed:

- ✧ GTA Contract No. 4 - DCT Contract;
- ✧ Industry consultation - performance of the track market/contract

## Reviewing:

- ✧ GTA Commodity Vendor Declaration in conjunction with MLA

## Developing:

- ✧ Cost & freight (CFR) Contract

# Standards Committee

## Reviewed:

- ↻ 2013/14 GTA Trading Standards
- ↻ Visual Recognition Standards Guide, to include in 2014:
  - ↻ Wheat / Barley / Sorghum / Oats / Canola / Chickpeas / Feed maize / Lupins / Red Lentils

## Released:

- ↻ New Oats Standards Booklet to add to the existing Wheat, Barley, Sorghum, Maize, Triticale and Cereal Rye.

## Submissions to CODEX:

- ↻ Reviewed 22 discussion papers and placed submissions
  - ↻ Alfatoxins in Cereals
  - ↻ Maximum Levels For Deoxynivalenol In Cereals
  - ↻ Maximum Levels of Lead in Cereals

## *New activities*

1. *National accreditation scheme for personnel who sample & test grain.*

# Trade & Market Access

Consult with and advise industry & Government on:

- ↗ Low Level Presence Policies
- ↗ Bio Security Protocol
- ↗ Potential of a International Plant Phytosanitary Standards
- ↗ Trans Pacific Partnership Trade Agreement

Formed:

- ↗ GM Wheat Advisory Group to develop GM wheat supply chain protocol to circumvent an detection/escape of GM wheat during development phase within Australia.

Submissions to APVMA:

- ↗ Trinexapac-ethyl in the Moddus Evo Yield & Quality Enhancer in relation to cereal exports
- ↗ Sulfoxaflor in the Insecticide Transform in relation to cotton seed exports

# Transport, Storage & Ports Committee

- ✧ Export Container Forum – May 2013 – Melbourne - 160 in attendance
- ✧ DCT Contract re Importing Countries Permits

*Member Update No. 13 of 13 - DCT contracts & Importing Country Requirements*

Provide guidance on:

- ✧ location differentials
- ✧ export based contracts
- ✧ AGI Code of Practice and Technical Guidance Documents

# Dispute Resolution Service

- ✧ GTA conducts 5 to 10 arbitrations per year
- ✧ 51% of arbitrations are commercially settled prior to an award being issued
- ✧ GTA Arbitration has to be conducted in accordance with the Commercial Arbitration Act (2010) NSW
- ✧ 2 active arbitrations as at 4 October 2013
- ✧ Introduced Arbitration Tribunal Chairman (Export Contracts)  
*Member update No 34 of 12 Nominations for Arbitration Tribunal Chairman (Export Contracts)*
- ✧ Major issue DCT contracts and quality at overseas destination.  
*Member Update No. 13 of 13 - DCT Contracts & Importing Country Requirements*

## *Additional activities*

- *Increased communication to solicitors regarding the GTA DRS*

# Industry Support

## Industry Support Services

- ↗ Australian Grains Industry - Code of Practice
- ↗ National Working Party on Grain Protection
- ↗ Advocacy – Domestic & International
- ↗ Australian Grain Industry Discussion Group
- ↗ Port Access Code of Conduct Advisory C'mtee

## Industry Support Products

- ↗ GTA Professional Development Program
- ↗ Australian Grains Industry Conference



# Industry Support Services

## *Australian Grain Industry Code of Practice*

- ↻ An industry committed to meaningful self-regulation
- ↻ Technical Guidance Documents to assist industry participants to adhere to the requirements.
- ↻ Sections of particular note include provisions for;
  - ↻ handling complaints against Code adherents; and
  - ↻ protocols for grain pool providers.
- ↻ Intention of the GTA Board that adherence to the Code will be mandatory for all GTA Ordinary or post farm gate members from 1 July 2014.
- ↻ Organisations that are not members of GTA will be encouraged to become Code signatories.

# Industry Support Services

## *National Working Party on Grain Protection*

- ✎ The industry body responsible for providing management and leadership to industry in the areas of post harvest storage, chemical use, market requirements and chemical regulations.
- ✎ Annual meeting in Melbourne June 2013. There was recognition of the need for:
  - ✎ Ongoing education and more effective communication
  - ✎ Wider industry involvement along the supply chain
  - ✎ A focus on meeting market requirements relating to chemical use
  - ✎ Continued evolution of NWPGP activities to enhance and link in with existing structures within the industry especially the GRDC and CRC for National Plant Biosecurity .
- ✎ GTA will continue to offer administrative assistance to activities of the Working Party.

### **Projects Completed (docs on GTA website)**

- ✎ **Phosphine Strategy** - The goal of the Phosphine Strategy is to ensure the long-term sustainability of phosphine through the strategic adoption and implementation of commercially viable, practical, scientifically-based management strategies through:
  - Reducing selection;
  - Destroying resistant insects; and
  - Monitoring and testing.
- ✎ **“Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances 2013/14”** - The document outlines permitted chemicals for use post-harvest and applicable Maximum Residue Limits (MRLs) for grain outturned to the Australian domestic or export markets.

# Industry Support Services contd.

## Advocacy - Domestic

- ✧ DAFF Biosecurity
- ✧ DFAT – UN Biosafety Protocol
- ✧ DAFF – general grain marketing / GM
- ✧ National Residue Survey
- ✧ Senate Standing Committee on Rural Affairs and Transport

## Advocacy - International

- ✧ Member International Grain Trade Coalition (IGTC)



# Industry Support Services

## Australian Grain Industry Discussion Group (Convened by GTA)

In May 2013 the following organisations formed the Australian Grain Industry Discussion Group.

- ↻ Australian Grain Exporters Association (AGEA)
- ↻ Australian Oilseeds Federation (AOF)
- ↻ Grain Producers Australia (GPA)
- ↻ Grains Research Development Corporation (GRDC)
- ↻ Grain Trade Australia (GTA)
- ↻ Grain Growers Limited (GGL)
- ↻ Pulse Australia (PA)
- ↻ Stock Feed Manufacturers Council of Australia (SFMCA)

The members agreed that AGIDG will:

- ↻ provide a forum for discussion on issues relevant to the Australian grain industry.
- ↻ develop overarching industry strategies and policies that promote and enhance a competitive and efficient Australian grain supply/value chain.
- ↻ assist Government to formulate policy that enables and supports a competitive grain industry through development of industry agreed position on domestic and export related matters.

# Industry Support Services

## Australian Grain Industry Discussion Group (Convened by GTA)

Membership of AGIDG, apart from Grain Research & Development Corporation, will be open to organisations that satisfy the following criteria:

- ↻ entirely or largely devoted to grain industry activities;
- ↻ are member based;
- ↻ national in operation; and
- ↻ constituted and recognised as a not for profit organisation.

At its first meeting, the AGIDG recognised the major issue that required cross industry discussion and resolution was the funding of industry development functions.

# Industry Support Services

## Port Access Code of Conduct Advisory C'mte (Convened by GTA)

- ✧ Legislative amendments overtook the release of a draft industry developed Code of Conduct for Port access.
- ✧ Now a mandatory prescribed Code developed and administered by the ACCC
- ✧ Committee forwarded guidelines that identify key issues they believe need to be addressed in the Code
- ✧ ACCC/government will release a draft for industry comment at a time to be announced.
- ✧ GTA prepared to provide ongoing secretariat support, if required on pro bono basis

# Industry Support Products

## Professional Development Program

### 🌀 Courses offered

- GTA Grain Standards
- GTA Trade Rules, Contracts & Dispute Resolution
- Understanding Grain Markets
- Grain Merchandising
- Grain Accounting
- Export Contracts, Documentation & Chartering
- GTA Arbitrator Training

🌀 over 700 participants per year

### *New activities:*

🌀 *Introduction of Diploma in Grain Marketing*



# THE AUSTRALIAN GRAINS INDUSTRY CONFERENCE



30<sup>th</sup> – 31<sup>st</sup> July 2013 – Melbourne

(in conjunction with Australia Oilseeds Federation & Pulse Australia)

## AGIC 2013

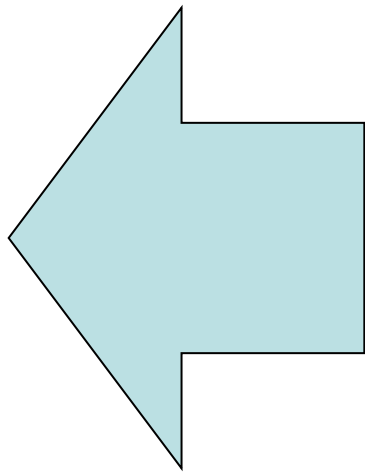
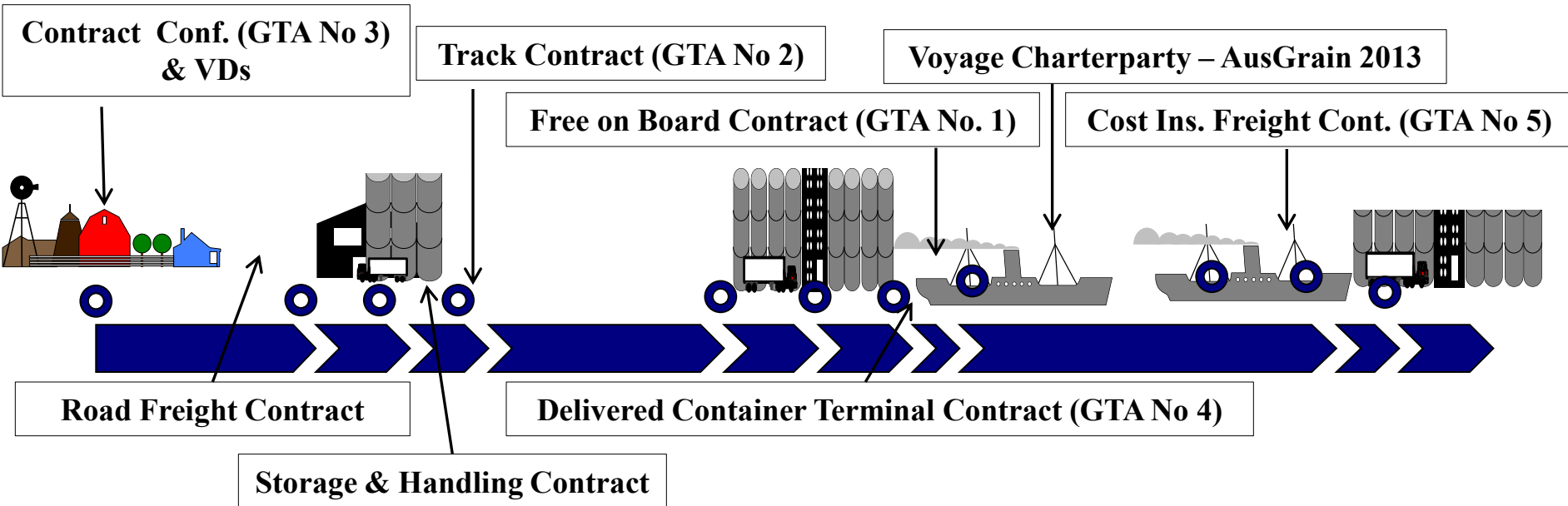
- over 950 registrations
- 60 international registrations
- sponsorship over subscribed



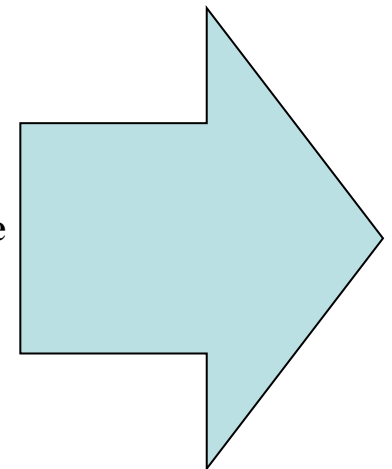
## Foodbank Grain Industry Consultative Group

- Foodbank is Australia's largest food relief organisation
- The Consultative Group, convened by GTA, is introducing a cross industry program to accumulate 3,000 tonnes of grain per year.
- Food processors are donating their factory time to process the grain into between 20 to 30 million meals depending on its use.
- GTA believes the target is achievable and will be a world leading testament to the generosity of spirit that exists within the Australian grain industry.
- GTA will circulate information on how organisations can participate shortly.

# GTA across the supply chain



**Publish Grain Trading Standards**  
**Dispute Resolution Services (Arbitration)**  
**Professional Development Programs**  
**Specialist workshops – Export Containers/Advisory & Compliance**  
**National Working Party on Grain Protection (GTA convenor)**  
**Australian Grain Industry Code of Practice**  
**Australian Grain Industry Conference**  
**(in conjunction with Australian Oilseeds Federation & Pulse Australia)**



# Quality of Australian grain – GTA's contribution

- ↪ GTA [Trading Standards](#) developed by GTA [Standards Committee](#)
  - ↪ yearly review
  - ↪ aligned to [customer requirements](#)
- ↪ GTA Trading Standards aligned to GTA [standard form contracts](#) – domestic & international recognition
- ↪ Publication of [sampling & testing reference methods](#) for major grain types – nationally recognised
- ↪ Publication of:
  - ↪ [Visual Recognition Standards Guide](#) – grain defects
  - ↪ [Weed Seed Identification Guide](#)
- ↪ [Industry training](#)
  - ↪ Competency standards for sampling & testing – national recognition
  - ↪ Grain Standards Course
- ↪ Wheat Quality Australia – J/V with GRDC
- ↪ [National Working Party on Grain Protection](#) (GTA secretariat)
- ↪ [Submissions](#) to:
  - ↪ [CODEX Alimentarius Commission](#) – international food standards
  - ↪ [Australian Pesticide & Veterinary Medicines Authority](#)
  - ↪ [DAFF Biosecurity](#) on phytosanitary and trade related matters
- ↪ Member:
  - ↪ [DAFF Biosecurity - Grains & Plant Products Export Industry Advisory Committee](#)
  - ↪ [National Research, Development & Education Strategy](#)
  - ↪ [National Measurement Institute - Grain Quality Measurement Committee](#)
- ↪ Supporter:
  - ↪ [National Residue Survey](#) – adherence to domestic and export MRLs.
- ↪ [Australian Grain Industry Code of Practice \(2013\)](#) with associated Technical Guidance Documents


[About GTA](#)
[News](#)
[Contracts](#)
[Trade Rules](#)
[Grain Trading Standards](#)
[Storage & Handling](#)
[Dispute Resolution](#)
[Professional Development](#)
[Grain Industry Codes](#)
[Membership](#)
[NWPGP](#)
[Publications](#)
[Industry Links](#)
[Contact GTA](#)

## Grain Trade Australia - GTA

### GTA Member Alerts



#### Flour millers have their say on Test Weight

7 August 2013

Hear what flour millers had to say following a question at the recent Australian Grain Industry Conference.



#### Test Weight and Milling Wheat

8 August 2013

In 2010 the GTA Board approved the increase of test weight for milling wheat to 76kg/hl in 2013-14. This paper provides an understanding of the decision and its implications.



#### GTA Chairman's Opening Address AGIC 2013

1 August 2013

Mr Peter Reading, Chairman of GTA, provides the opening address at the 2013 Australian Grains Industry Conference (AGIC).

[view all](#)

### GTA News

- [Member Updates](#)
- [NewsInGrain](#)
- [Media Releases](#)
- [Presentations](#)
- [Industry Briefing Documents](#)
- [GTA Submissions](#)

### Coming Events

[GTA Grain Standards Course](#)

13 August 2013 - 14 August 2013

[GTA Understanding Grain Markets Course](#)

15 August 2013

[GTA Grain Standards Course](#)

20 August 2013 - 21 August 2013

[view all](#)

## Newsfeed

12 August 2013, Stock & Land

[Test weight division](#)

GRAIN Trade Australia's push to raise wheat test weights from 74 kilograms a hectolitre to 76kg/hl continues to divide t...

11 August 2013, Stock & Land

[Some support for rise](#)

UNTIL now, public commentary from the production sector had universally condemned Grain Trade Australia's (GTA) move to ...

10 August 2013, The Western Producer

[Australia changes grading to better comp](#)

...

# Value Proposition to Your Business

- ✧ Provision of industry agreed tools to facilitate trade
- ✧ Confidence that your commercial processes are based on tested legal judgement
- ✧ Commitment to professional development
- ✧ Credible industry advocate
  - Domestic, inc Government briefings
  - International



# Members as at 1 July 2013

## Ordinary Member (Trading)

### Level A1 (over 7 Million Tonnes)

CBH Group  
Glencore Grain Pty Ltd

### Level A2 (5 - 7 Million Tonnes)

Cargill Australia Limited

### Level A3 (3 - 5 Million Tonnes)

Emerald Group Australia Pty Limited  
Graincorp Operations Ltd  
Alfred C Toepfer International (Australia)  
Pty Ltd

### Level A4 (1.5 - 3 Million Tonnes)

PentAg Nidera Pty Ltd

### Level B1 (1.0 - 1.5 Million Tonnes)

Louis Dreyfus Australia  
Bunge Agribusiness Australia Pty Ltd  
Gavilon Grain Australia Pty Ltd

### Level B2 (500,000 - 1 Million Tonnes)

George Weston Foods Limited  
Inghams Enterprises Pty Limited  
Queensland Cotton Corporation Ltd  
Riverina (Australia) Pty Ltd  
Plum Grove Pty Ltd  
Ridley Agriproducts Pty Ltd

### Level B3 (250,000 - 500,000 Tonnes)

Agracom Pty Ltd  
Arrow Commodities Pty Ltd  
Centre State Exports Pty Ltd  
Chinatex (Aust) Wool Co Pty Ltd  
COPRICE  
JBS Australia Pty Limited  
Riordan Grain Services  
Touton Far East Pte Ltd  
Walgett Special One Co-Op  
Wilmar Gavilon Pty Ltd

### Level C (under 250,000 Tonnes)

A & B Grains Pty Ltd  
A T Waterfield & Son Pty Ltd  
A W Vater and Co  
Adams Australia Pty Ltd  
Agman Capital  
Agmark Commodities  
Agriex Australia Pty Ltd  
AGRIGRAIN  
Allied Mills  
AMPS Agribusiness Group  
Associated Grain  
Auscott Ltd  
Ausrealt International Pty Ltd  
Australia Milling Group Pty Ltd  
Australian Grain Export Pty Ltd  
Australian Grain Growers Co-op Limited

Australian Grain Storage  
Australian Growers Direct Pty Ltd  
Avigrain Produce  
B & L Seed and Grain  
Barooga Agriproducts  
Berriwillock Grain Storage Co-Operative  
Ltd  
Big River Feeds Pty Ltd  
Blairs Produce Company  
Blue Ribbon Seed and Pulse Exporters  
Boort Grain Co-Operative  
Brooks Grain Storages Pty Ltd  
Broun and Co Grain Marketing Services Pty  
Ltd  
Bungulla Farming Pty Ltd  
C K Tremlett Pty Ltd  
Cameron Pastoral Company Pty Ltd  
Cascade Brewery Co Pty Ltd  
Castlegate James Australasia Pty Ltd  
Cleveland Agriculture  
Cobalt Commodities Pty Ltd  
Commex International Pty Ltd  
Coorow Seeds  
Cremer Australia Pty Ltd  
D & M Stockfeeds  
DA Hall and Co  
Dalby Bio-Refining Limited  
Darwalla Milling Co Pty Ltd  
Deacon Seeds Company  
Deckert Group Pty Ltd  
Defiance Maize Products Pty Ltd

# Members as at 1 July 2013

Demeter Cormack Pty Ltd  
East Coast Stockfeed Pty Ltd  
EP Storage Pty Ltd  
Feed Central Pty Ltd  
Fellows Nominees  
FertInvest Pty Ltd  
Fletcher International Exports Pty Ltd  
Gardner Smith Pty Ltd  
Gavan Kerr Commodity Services Pty Ltd  
Golden Harvest Grain Exports  
Goldman Sachs Financial Markets Pty Ltd  
Goodman Fielder Limited  
Grain Link (NSW) Pty Ltd  
Grain Link WA Pty Ltd  
Grain Direct Australia  
Grainforce Pty Ltd  
Grainpro Pty Limited  
Greentree Farming  
Grenfell Commodities Pty Ltd  
Guy Roberts Commodities Pty Ltd  
GV Grain & Fodder  
Hassad Australia Operations Company Pty Ltd  
Holland's  
Iloura Resources Pty Ltd  
Independent Grain Handlers Pty Ltd  
Irwin Stockfeeds  
J K International Pty Ltd  
James Stock Feed and Fertilizer Pty Ltd  
Jerilderie Grain Storage & Handling

K M & W M Kelly & Sons  
Kangaroo Island Pure Grain Pty Ltd  
Kennett Rural Services Pty Ltd  
Lachlan Commodities Pty Ltd  
Laharum Bulk Handling Co  
Langdon Grain Logistics  
Laragon Almond Processors Pty Ltd  
Laucke Flour Mills P/L  
LDC Enterprises Australia Pty Ltd  
Lempriere Grain Pty Ltd  
LPC Trading Pty Ltd  
Mahony's Transport Services  
Malteurop Australia Pty Ltd  
Mars Petcare Australia  
Marubeni Australia Ltd  
Matthews Transport and Grain Traders  
Max Grains Pty Ltd  
MC Croker Pty Limited  
McGregor Gourlay Agricultural Services  
Melaluka Trading Pty Ltd  
Milross Grains  
Mitsui and Co (Australia) Ltd  
Moore Bulk Storage  
Moulamein Grain Co-Operative Ltd  
Mountain Industries Pty Ltd  
MSM Milling Pty Ltd  
Murrumbidgee Grains Pty Ltd  
Namoi Cotton Co-Operative  
Nandaly Grain Co-Operative Ltd  
Newcastle Agri Terminal Pty Ltd

Noble Resources Australia Pty Ltd  
Northern Riverina Grains Pty Ltd  
Oakey Holdings Pty Ltd  
OOMA Enterprises NSW Pty Limited  
Origin Grain Pty Ltd  
PB Seeds Pty Ltd  
PeaCo  
Pearson's Grain Pty Ltd  
Pentarch Grain Pty Ltd  
Peters Commodities Pty Ltd  
Phoenix Commodities (Australia) Pty Ltd  
Popina (Vic) Pty Ltd  
Preston Grain  
Premium Grain Handlers P/L  
Pulse Association of the South East (PASE) Inc  
Quadra Commodities Pty Ltd  
Quirindi Grain & Produce  
R V Broadbent & Sons  
Regal Seed & Grain P/L  
Reid Stockfeeds Pty Ltd  
Rivalea (Australia) Pty Ltd - Animal Nutrition  
River City Grain Co  
Riverina Oils & BioEnergy Pty Ltd  
Robinson Grain Trading Co Pty Ltd  
Roty Grain Store  
Ruddenklau Grain Pty Ltd  
Rural Logic (Aust) Pty Ltd  
Seedhouse Tasmania  
Shannon Bros Bulk Haulage

# Members as at 1 July 2013

Silo Bag Grain (NSW QLD) Pty Ltd  
Societa Cofica Pty Ltd  
Southern Cotton Trading Pty Ltd  
Southern Grain Storage Pty Ltd  
Southern Stockfeeds (Operations) Pty Ltd  
Starcom Grain Pte Ltd  
Sumitomo Australia Pty Ltd  
Summer Hill Grains  
Tamma Grains  
Tasmanian Agricultural Producers Pty Ltd  
Tasmanian Stockfeed Services P/L  
The Wimmera Grain Company  
Twynam Pastoral Company  
Unigrain Pty Ltd  
United World Enterprises Pty Ltd  
W B Hunter Pty Ltd  
WL & LK Fay Grain  
Ward McKenzie Pty Ltd  
Whitty Produce  
Wilken Grain  
Wimpak Export Company Pty Ltd  
XLD Grain Pty Ltd

## **Transport Operator**

Gehrke Grains and Transport Pty Ltd  
Wakefield Grain Export Services

## **Broker**

### **Medium**

Allied Grain Pty Ltd

Brightcom Australia Pty Ltd  
Cereal Milling Services Pty Ltd  
FC Stone Australia Pty Ltd  
GRAINassist Australia  
Grainsplus NSW  
Horizon Grain Brokers Pty Ltd  
Igrain.com.au Pty Ltd  
McDonald Pelz Australia  
Perkins Commodity Brokers  
Teague Australia Pty Ltd  
Wimmera Mallee Grain Services

## **Sole Operator**

AgLink - CMS  
Australian Brokerage International P/L  
Cogeser (Australia) Pty Ltd  
Knight Commodities  
Link Brokering Pty Ltd  
Mallon Commodity Brokering  
Shearwater International Pty Ltd  
Woodside Commodities Pty Ltd

## **Corporate**

### **Large**

ASX Limited  
Australia And New Zealand Banking Group  
Commonwealth Bank of Australia  
Dairy Australia Limited  
Grains Research & Development Corporation

Meat & Livestock Australia Limited  
Rabobank

## **Medium**

Agfarm Pty Ltd  
Agrifood Technology Pty Ltd  
Agrisk Management Pty Ltd  
Commodity Inspection Services (Australia) Pty Ltd  
Foss Pacific Pty Ltd  
Holman Fenwick Willan  
Intertek  
Macpherson + Kelley Lawyers  
Norton Gledhill  
NZX - CLEAR Commodities  
SBA Law  
SGS Australia Pty Ltd

## **Small**

Ag Scientia Pty Ltd  
Agvise Management Consultants  
Australian Superintendence Company  
Barley Australia Limited  
Cloud Break Advisors Pty Ltd  
Daily Grain Pty Ltd  
Delta Agribusiness Pty Ltd  
Eyre Peninsula Integrated Commodities Pty Ltd  
Farmanco Marketing Pty Ltd  
FarMarCo Australia Pty Ltd  
Finesse Solutions Pty Limited

# Members as at 1 July 2013

HarvestCheck Pty Ltd  
IKON Commodities Pty Ltd  
MarketAg Pty Ltd  
McMullen Consulting Pty Ltd  
Mirfak P/L  
Murray Goulburn Trading Pty Ltd  
O'Halloran Deal Lawyers  
OMIC Melbourne  
Perten Instruments Australia Pty Ltd  
Pinnacle Commodities Pty Ltd  
Planfarm Marketing Pty Ltd

Primal Foods Group  
Rural Directions Pty Ltd  
SGA Solutions Pty Ltd  
Ten Tigers

## **Industry Association**

Agforce Queensland  
Grain Growers Limited  
Grain Industry Association of WA  
Grain Producers Australia Ltd

Grain Producers SA Ltd  
NSW Farmers Association  
Victorian Farmers Federation

## **Merchant Association**

Grain Industry Association of SA  
Grain Industry Association Of Victoria  
Queensland Agricultural Merchants Inc.  
Grain NSW Inc.



# GTA Board & Technical Committees

## GTA Board

Peter Reading  
Neil Johns  
Mitch Morison  
Rob Parkes  
Matt Rutter  
Greg Carroll  
Phil Holmes  
Michael Wood  
John Orr  
Geoff Farnsworth  
Malcolm Finlayson  
Geoff Nalder

## Commerce Committee

Matt Rutter  
Phil Holmes  
James Maw  
Brett Stevenson  
Darryl Borlase  
Mark Neo  
Adam Chilcott  
Dougal Hunter  
Duncan Lander  
Brendan Dart  
Rod Wolski  
Harry Notarus

## Standards Committee

Robert Parkes  
Vince Moroney  
Jeanette Marszal  
Adrian Reginato

## Nomination category

Chairman- Special Qualifications  
Ordinary Level A  
Ordinary Level A  
Ordinary Level B  
Ordinary Level B  
Ordinary Level C  
Merchant Association  
Merchant Association  
Merchant Association  
Special Qualifications  
Special Qualifications  
Special Qualifications

## Organisation

Chair - GTA Director  
Qld Ag Merchants  
Glencore  
Market Check  
Toepfer International  
CBH Group  
Viterra  
ASX  
NSW Farmers Association  
Cargill  
Qld Ag Merchants  
GrainCorp Operations

## Organisation

Chair - GTA Director  
CBH Group  
Viterra  
Cargill

Pat Wilson  
Natalie Maguire  
Geoff Clatworthy  
Wayne McKay  
Dan Quigley

## Trade & Market Access Committee

Mitchell Morison  
Chris Wolski  
Rosemary Richards  
Pat Wilson  
Narelle Moore  
Adrian Reginato  
David Hudson  
Nick Goddard  
Martin Honner  
Stephen Sheridan

## Transport, Storage & Ports Committee

John Orr  
Brett Reid  
Ben Raisbeck  
Josh Taylor  
Zsolt Szilassy  
Matthew Kelly  
Mark O'Brien  
Anthony Borgese  
Craig Dennis  
David Capper  
David Ginns

GrainCorp Operations  
CBH Group  
Inghams Enterprises  
NSW Farmers Association  
Qld Agricultural Merchants

## Organisation

Chair - GTA Director  
Qld Agricultural Merchants  
Aust. Grain Exporters Assn.  
GrainCorp Operations  
CBH Group  
Cargill  
SGA  
AOF  
NSW Farmers Association  
Victorian Farmers Association

## Organisation

Chair - GTA Director  
Gavilon  
Glencore  
Toepfer International  
Viterra  
Kelly & Sons  
George Weston Foods  
Cargill  
Qld Ag Merchants  
CBH Group  
GrainCorp

# GTA Board Approved Arbitrators

Alan	Winney	Emerald Group Australia Ltd	Greg	Carroll	M C Croker Pty Ltd
Alick	Osborne	Grain Industry consultant	Guy	Allen	Advance Trading Australasia
Andrew	Cogswell	Lachlan Commodities Pty Ltd	Harry	Notaras	GrainCorp Operations Limited
Andrew	Goyder	GrainLink WA Pty Ltd	Henry	Wells	Grain Industry Consultant
Andrew	Wilsdon	Glencore Grain Pty Ltd	Hermann	Thoelke	Riordan Grain Services
Andrew	Woodhouse	Advance Trading Australasia	Ian	Dalglish	Noble Grain
Angus	McLaren	Grain Producer – NSW	Jack	Fahy	Max Grains Pty Ltd
Anthony	Hall	Agfarm Pty Ltd	Jagdish	Narayan	A & B Grains Pty Ltd
Bob	Watters	Grain Producer – VIC	James	Hunt	Blue Ribbon Seed & Pulse Exporters P/L
Brad	Taylor	GrainCorp Operations Limited	Jock	Benham	GrainCorp Operations Limited
Brenton	Strauss	River City Grain Co	John	Orr	Premium Grain Handlers
Brett	Cooper	FC Stone	John	Warda	Emerald Group Australia Ltd
Callum	Lumsden	Grain Producer - WA	Kim	Vater	A W Vater & Co
Cameron	Pratt	GrainCorp Operations	Klaus	Pamminger	GrainCorp Operations Limited
Cecilia	Pryce	Louis Dreyfus - UK	Leo	Delahunty	Grain Producer -VIC
Charles	Coventry	GrainCorp Limited	Lloyd	George	Ag Scientia Pty Ltd
Chris	Heinjus	Rural Directions Pty Ltd	Lyndon	Asser	Viterra Operations Limited
Colin	Peace	Aust Fodder Industry Assoc	Lyndon	Benecke	Grain Direct
Craig	Perkins	Max Perkins Pty Ltd	Malcolm	McMahon	Emerald Group Australia Ltd
David	Dosser	Agricultural Consultant	Mark	Lewis	Lempriere Grain
David	Lengren	Pentag Commodities	Mark	O'Brien	George Weston Foods Limited
David	Syme	Louis Dreyfus Australia	Matthew	Kelly	KM & WM Kelly & Sons
Dennis	Wise	Grain Industry Consultant	Michael	Chaseling	Emerald Group Australia Ltd
George	Hammond	Allgrain Pty Ltd	Michael	Jones	Kennett Rural Services
Gerard	Langtry	Langtry Logistics	Michael	Weller	Mars Petcare Australia
Gerard	McMullen	G P McMullen Consulting	Neil	Warden	Grain Producer – NSW
Gerard	Woods	Australian Grain Storage	Ole	Houe	Advance Trading Australasia
Graeme	Dillon	Inghams Enterprises Pty Limited	Pat	Wilson	GrainCorp Operations Limited
Graeme	Foote	McCaulay Dalton & Company Pty Ltd	Peter	Howard	Gardner Smith Pty Ltd
Graham	Barron	Grain Producer – NSW	Peter	Ainsworth	Co-operative Bulk Handling Limited

# GTA Board Approved Arbitrators

Peter	Flottmann	Synecon Pty Ltd
Peter	Tuohey	Grain Producer – VIC
Phillip	Holmes	Grain Marketing Advisor
Ray	Marshall	Grain Producer – WA
Richard	Clark	Grain Producer – NSW
Rob	Brealey	PentAG Nidera Pty Ltd
Rob	Dickie	CBH Grain
Robert	Danieli	D & M Stockfeeds
Robert	Imray	Farmarco
Robert	McKay	Agfarm Pty Ltd
Robert	Wilson	Viterra Operations Limited
Ron	Storey	Storey Marketing Services
Sam	Tainsh	GrainCorp Operations Ltd
Sanjiv	Dubey	Gardner Smith Pty Ltd
Simon	Robertson	Cargill
Simon	Clancy	Advance Trading Australasia
Simon	McNair	Australian Bulk Alliance
Stephen	Brooks	Viterra Asia
Stephen	Donnelly	Blue Ribbon Seed & Pulse Exporters P/L
Stephen	Howells	Ridley Agriproducts
Steve	Burt	PentAG Nidera Pty Ltd
Steve	Bennett	Bunge Agribusiness Australia Pty Ltd
Stuart	Richardson	McDonald Pelz
Terry	Deacon	Deacon Seeds
Tim	Teague	Teague Australia Pty Ltd
Vernon	Ezzy	Viterra Operations Limited
William	Alexander	

## GTA Board Approved Tribunal Chairman (Export Contracts) as at 28 June 2013

Hazel	Brasington	Holman Fenwick & Willan
Anthony	Deal	O'Halloran Deal Lawyers
Geoff	Farnsworth	Macpherson Kelley Lawyers
Christopher	Lockwood	Holman Fenwick & Willan
Peter	McQueen	Peter McQueen Pty Ltd
Jeremy	Rosenthal	SBA Law
Stephen	Thompson	Holman Fenwick & Willan

# GTA Contact Details

Geoff Honey – CEO

Sheryl Brown – Office Manager

Sean Flanery – Operations Manager

Michael Garrett – Member Services Coordinator

Level 10, 66 Hunter Street,  
Sydney NSW 2000

PO Box R1829,  
Royal Exchange NSW 1225

Phone: 02 9235 - 2155

Fax: 02 9235 - 0194

Email: [admin@graintrade.org.au](mailto:admin@graintrade.org.au)

Website: [www.graintrade.org.au](http://www.graintrade.org.au)

