



GRAIN TRADE AUSTRALIA

ANNUAL REPORT 2016/17



INDUSTRY DRIVEN & MANAGED

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

INDUSTRY DRIVEN SELF-REGULATORY FRAMEWORK



GTA HAS CONTRACTS THAT TAKE AUSTRALIAN

Contract Confirmation
(GTA No.3) & Commodity
Vendor Declaration

Grain Transport
Contract

Storage and Handling
Agreement

Grain Transport
Contract

SUPPORTED BY:

GTA TRADE RULES

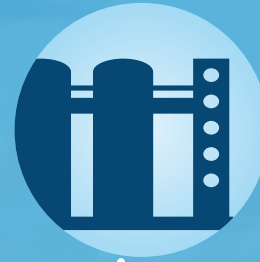
DISPUTE RESOLUTION SERVICES (ARBITRATION)

GRAIN TRADING STANDARDS

AUSTRALIAN GRAIN INDUSTRY CODE OF PRACTICE

GTA TECHNICAL GUIDELINE DOCUMENTS

ACROSS THE ENTIRE



GRAIN TO DOMESTIC AND EXPORT MARKETS

Track Contract (GTA No.2)
Delivered Container Terminal (DCT)
Contract (GTA No.4)
Free on Board (FOB) Contract (GTA No.1)

Voyage Charterparty – AusGrain 2013
Cost Insurance Freight Contract (Containers)
(GTA No.5)

TRADE & MARKET ACCESS INITIATIVES

AUSTRALIAN GRAINS INDUSTRY CONFERENCE (AUSTRALIA & ASIA)

NATIONAL WORKING PARTY ON GRAIN PROTECTION (NWPGP)
& AUSTRALIAN GRAIN STORAGE & PROTECTION CONFERENCE

TRAINING & DEVELOPMENT PROGRAMS

SUPPLY CHAIN

CONTRIBUTING VALUE TO THE GRAIN INDUSTRY SUPPLY CHAIN

Australian Grain Industry Conference (AGIC) Asia – Vietnam, China and Indonesia, conducted in March 2017 to showcase the Australian grain industry.

GTA Trading Standards are aligned to **GTA standard form contracts** and have widespread domestic & international recognition.

AGIC Asia Government and Policy Round Table events in China, Vietnam and Indonesia – Outreach programs targeted at Policy Administrators, Agencies in destination countries to promote the facilitation of trade.

Publication of nationally recognised **sampling & testing reference methods** for all major grain types.

GTA Trading Standards developed by the GTA Standards Committee, following public consultation conducted annually. The Trading Standards are developed with a primary objective to reflect customer requirements.

PUBLICATIONS:

- **Visual Recognition Standards Guide**
– a photographic and written national standard of all major grain defects.
- **Weed Seed Identification Guide**
- **Australian Grains Industry Code of Practice**

National Working Party on Grain Protection (GTA secretariat), ensuring Australia's zero tolerance to live grain insects.

Wheat Quality Australia (WQA) – a joint venture with Grains Research & Development Corporation (GRDC), tasked with wheat variety classification and development of the Wheat Variety Masterlist.



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Get LinkedIn with GTA
[Grain Trade Australia](https://www.linkedin.com/company/grain-trade-australia)



INDUSTRY TRAINING:

- Australia's first **tertiary qualification in Grain Management – GTA Diploma in Grain Management**.
The only grain specific, post-production accredited course in Australia.
- **Conducts the Grain Standards Course** nationally to ensure national consistency in grain testing and classification.
- **Building Grains Industry's skillset**

Australian Grains Industry Code of Practice (COP):

- Grains industry Code of Practice
- All GTA Members must adhere to the COP
- Recognised by Industry and Governments
- Only major grain exporting country with an Industry accepted COP

Industry Developed and Driven Self-Regulatory Framework:

- **Trading Standards**
- **Standard Form Grain Contracts**
- **Trade Rules**
- **Dispute Resolution and Arbitration**
- **Industry focused Training and Development**

Supports the work of the **National Residue Survey (NRS)** – adherence to domestic and export Maximum Residue Levels for chemicals.

SUBMISSIONS TO:

- **CODEX** Alimentarius Commission (Codex) – international food standards
- Australian Pesticide & Veterinary Medicines Authority (**APVMA**)
- **Department of Agriculture & Water Resources** (DAWR) Biosecurity on phytosanitary and trade related matters
- **Department of Foreign Affairs and Trade** (DFAT) on WTO trade issues
- **Office of Gene Technology and Regulations** (OGTR) on regulatory policy review
- **Australian Security and Investment Commission** (ASIC) on commodity pool regulations
- **Department of Transport and Infrastructure** on coastal shipping reforms

MEMBER:

- Department of Agriculture & Water Resources (DAWR) Biosecurity – Grain & Plant Products Export Industry Consultative Committee (**GPPEICC**)
- National Measurement Institute – Grain Quality Measurement Committee
- ACCC Agricultural Consultative Committee
- Agricultural Biotechnology Council of Australia (**ABCA**)
- International Grain Trade Coalition (**IGTC**)
- Australian Grains Industry Discussion Group (**AGIDG**)
- DAWR Non-Tariff Measures Industry Working Group

GRAIN TRADE AUSTRALIA

KEY ATTRIBUTES

Industry driven Self-Regulatory Framework

GTA is a member driven organisation whose core products and services provide industry with a Self-Regulatory Framework to facilitate trade.

Available to all

GTA membership is open to any individual, company or organisation actively involved in the grain industry or in the supply of services to the grain industry.

Making it easier

Standardising Grain Trading Standards, Trade Rules and Contracts enables smooth facilitation of trade within the Australian grain industry, at the same time ensuring confidence in commercial dealings by providing legal rigorous and cost effective Dispute Resolution Service.

Strategic Direction

In July of each year, the GTA Board releases the GTA Strategic Direction following widespread industry consultation. The Strategic Direction is prepared for members and others with an interest in the Australian grain industry and details the short to medium term strategies and GTA's longer term vision for the Australian grain supply chain.

Informing industry

GTA provides information to enable industry players to stay abreast of the latest trade tools through regular updates, educational programs and representation in domestic and global industry/government circles.

Critical Success Factors

GTA must deliver:

- **Harmonised trading products and services** – so trading risks are lowered, capital is attracted, and transparency is enhanced.
- **A suite of tools to enable trade to occur efficiently and seamlessly** – low economical cost transactions are critical to maintain global value chain competitiveness.
- **Training & Development programs that enhance the skills of industry participants** – GTA aim to deliver training programs that develop and enhance the capacity of the Australian grains industry 'soft commodities' human resources with educational and relevant material to further enhance the knowledge of businesses.
- **Knowledge sharing** – communicating the grain industry and GTA vision is critical to garnering the support required for growth.
- **Funds and resources for GTA to deliver required outcomes** – growth in industry services and communication activities by GTA must be met within the current budget and financial policies of GTA.
- **Partnerships/linkages with industry stakeholders** – Government and agencies, and international counterparts – members alone cannot fund the entire service load. Partnering will be an important component of success.

Industry Outcomes

The goal of GTA is to create an operating environment for the commercial grain industry that is efficient, effective and transparent. These attributes provide the foundation for the Australian value chain and its members to participate in the growth of the global grains industry.

The following reflect the industry outcomes that GTA delivers/influence through its activities:

- **A well informed industry** – decisions based on sound data and research
- **A better skilled industry** – operating at best practice
- **Access to more effective tools and processes**
- **More harmonious and cooperative environment** – a common and clear commercial focus, balanced with a wider community and environment responsibility
- **Enhanced innovation and leadership** – where new ideas and challenges are welcomed, discussed openly, and advanced as appropriate
- **An industry responsible for itself (industry stewardship and management)** – self-reliant, but achieves Government support where common good outcomes are justified and necessary.

This Annual Report details the activities that GTA has pursued to ensure that these industry outcomes are achieved.

CHAIRMAN'S REPORT



The 2016/17 year has been a memorable year for the Australian Grains Industry, and shows that our industry continues to grow and develop, benefiting participants, large and small across the value chain. Grain Trade Australia (GTA) has been privileged to play its part in this, always working on behalf of its Members and Industry.

Australia produced over 63 million metric tonnes (mmt) of winter and summer crops¹ which was a record for the Australian grains industry. This is a great demonstration of the confidence and commitment so many have in our Industry. From growers planting record hectares, to supply chain companies and marketers investing to improve efficiency and capacity of the supply chain, and processors increasing their capacity utilisation to meet increasing demand, it all adds up to an exciting industry to be a part of and with such a promising future.

The record crop has meant the supply chain has had to manage unprecedented volumes, culminating in a record export program. In the 2016/17 financial year, Australian Industry exported 34.6mmt in bulk shipments and a record 4.1mmt in containers, for total exports at a record setting figure of 38.7mmt.²

The bulging supply chain means *facilitation of trade*, GTA's core mission,

has been more important than ever to the success of the industry and helping it to achieve its potential and creating value for all. Grain cannot move efficiently through the supply chain without the products and services provided to industry by GTA with the support of its Members.

GTA is proud of the Industry Self-Regulatory Framework enabled by its products and services. It is particularly noteworthy that this Framework has been driven and developed by industry and GTA Members through participation in Technical Committees, Industry Working Groups, Consultative Committees, Member Submissions, Training and Development Programs, amongst others. The Self-Regulatory Framework is now recognised by Government as an important part of the Australian Grains Industry, adding efficiency to the industry as a whole and providing the foundations for industry growth.

The Australian grain industry continues to grow and mature. Capital and investment, both foreign and local, is important to the ongoing success of our industry, as we face increasing global competition.. The Australian grain industry will need to continue to invest further in improving productivity and efficiency at all points of the value chain, and ensure that business allocates capital to where it is most needed to generate returns on the investments, and money allocated to R&D drives innovation and productivity.

This is all critical to ensure a secure platform for ongoing growth. Our Industry has seen significant investment from participants and other investors including GTA Members in research and development, storage, grain protection, quality assurance, grain movement, and both bulk and container exporting

capacity, as well as downstream investment in processing to improve market competitiveness and meet consumer demands.

Australian grain is seen as some of the best in the world. This point of difference will become even more important and we must continue to maintain and evolve our products to ensure we continue to satisfy customers into the future. Over 60% of our grain is exported, with now over 75% of this destined for Asia. The importance of Asia is expected to continue to increase into the future, as the economic growth, population growth, and preferential shift to cereals and protein in the diet provides a promising basis for growth in demand for grains and oilseeds.

The continued growth in domestic consumption in Australia, particularly in the stockfeed sector, should also be recognised. The domestic market is the single largest "destination" demand point for Australia's production. GTA provides considerable value to the domestic markets through its core products and services including Trading Standards, Standard form grain contracts, Trade Rules and Dispute Resolution.

Exporters in the global grains industry continue to face increasing levels and intensity of competition. The Black Sea region and Russia continue to develop their markets, production systems and supply chains to compete for market share. The world has experienced a period of high production in practically all exporting countries resulting in increased supplies and higher global stocks. The worlds grain exporters

¹ ABARES, June 2017

² ABS Export Data

have been fortunate that global demand has increased to absorb some of this higher production, but it means the competition is intense, and Australia must continue to focus on providing value to customers through quality in our products, our supply chain systems and processes to ensure we can continue to provide our customers with confidence in Australia's products, reliability of delivery and confidence in our contracts and counterparties.

The Australian grains industry has an enviable reputation for reliable supply, rigorous standards and quality export infrastructure. GTA continues to work with the Government, GRDC, producer groups and its members to ensure our industry operates efficiently and is well positioned for the opportunities presented by the changing global marketplace.

Grain Trade Australia's Mission is to facilitate and promote trade by providing products, services and advocacy for the Australian grain value-chain. GTA plays an important role in facilitating trade and ensuring confidence in our industry through our products and services including Trading Standards, Code of Practice, Contracts, Trade Rules and Dispute Resolution. These products and services provide the foundations of Industry's Self-Regulatory Framework, the result of which is increased value for all parts of the supply chain through increased confidence in the product and its delivery.

GTA's Australian Grains Industry **Code of Practice** also plays an important role in the facilitation of trade and creating value through confidence. All GTA Members are required to adhere to the Code which, given GTA's broad membership across the supply chain, from plant breeders through to processing and end-use consumers, means that over 90% of the grain traded and marketed in Australia, will be subject to adherence to the Code of Practice. This is recognised by the Australian Government and by governments in our destination markets. This increases confidence and assists in managing



trade and market access arrangements for Australian grains, pulses and oilseeds in destination markets. Increased market confidence helps drive value for participants across the supply chain. Australia remains the only major exporting country with an industry managed and driven Code of Practice.

GTA's **Technical Committees** play a critical and important part in GTA's activities. The Technical Committees are part of GTA's Member driven process and work to develop policy that draws in the expertise in Industry to develop policy for the broader benefit of Industry and Members.

Over the past year GTA has continued to operate several Technical Committees, namely:

- Trading Standards
- Commerce
- Trade and Market Access
- Transport, Storage and Ports
- Plant Breeding Innovation

In addition, the Technical Committees have commissioned sub-committees

to draw further expertise and focus in several areas. These include:

- Trading Standards Committee- Food Safety, Methods, Visual Recognition, Oats Standards
- Commerce Committee – Pool Operating standards, Grower Contracts, Free on Rail contract, Request for Export Permit Working Group
- Transport, Storage and Ports Committee – Safety, Health and Environment sub-committee

The **Trading Standards Committee** has worked intensely on developing and continually improving the Trading Standards which are the basis for the facilitation of trade. The Trading Standards Committee and its sub-committees have focused on food safety, international MRLs as well as a major review of the Visual Standards Recognition Guide and Weed Seeds Guide. Both these guides have undergone significant review, and are now available to be used with smartphones and other mobile devices.



Pat O'Shannassy & Gerard McMullen

The **Commerce Committee** and its Sub-committees have worked on ensuring the commercial basis for the facilitation of trade has strengthened and undergone significant improvement. Through the Commerce Committee, GTA has provided Members information and awareness via Member Updates on legislative changes and regulatory issues including new Unfair Contract Laws and, ASIC Exemptions for Commodity pools. The Commerce Committee has provided further guidelines for Brokers and Agents, and has undertaken significant work in reviewing Operating Standards for Pool Providers.

The **Transport, Storage and Ports Committee** has had a strong focus on developing further information and process for Safety, Health and Environment. GTA, through the Committee has also developed submissions on several policy areas, including the Governments review of Coastal Shipping Laws, where the Committee were able to identify several broad benefits to the grain industry

through support of legislative reform.

The **Trade and Market Access Committee** has been focusing on the trading environment, which is becoming more challenging with increasing competition and emerging technical barriers to trade. GTA through the Trade and Market Access Committee has increased its activity in relation to trade and market access to ensure that Australia's reputation as a supplier of quality grain is protected and market access is assured.

Trade and market activities are supported by the very important and active **National Working Party on Grain Protection**. The Working Party is just one of the many examples of grain industry working together, with individuals giving freely of their time for the betterment of all. Researchers, regulatory authorities, chemical companies and grain storage suppliers meet with the people who put it all together, the producers, commercial storage providers and traders at an annual conference.

Another key activity related to Trade and Market Access is GTA's membership of the **International Grain Trade Coalition (IGTC)**. GTA serves on the global Management Committee and actively participates in the IGTC as it continues to expand its activities in response to the recognition of the importance of trade and efficient low cost movement of grain from regions of surplus supply to regions of deficit supplies. Current activities include work on International Standards for Phytosanitary Measures, Innovative Plant Breeding Techniques, Maximum Residue Levels (MRLs) and E-Documentation for grain trading.

GTA is committed to ongoing participation in international trade policy development. It needs to be emphasised that these types of trade policies are not developed over a short time period. The time frame tends to be measured in years, but it does require a dedicated focus to ensure a policy does not take an unpredicted turn that could disrupt trade.

The Government, through the Department of Agriculture & Water



AGIC Asia

Resources (DAWR) provides project funding to assist small exporters of agricultural commodities - an important part of GTA's membership base. In the 2016/17 year GTA successfully delivered a number of projects including development of guidelines for container packers to comply with the Code; truck cleanliness, and databases for standards and food safety. These projects provide another suite of tools to assist the grain industry, and notably small exporters, in ensuring a high level of quality assurance and meeting requirements of the Code.

The **Australian Grain Industry Conference** continues to demonstrate its importance as a forum to bring the grains industry together. The AGIC program and speakers from the business, science and grain communities reflects the strong position our industry plays in the Australian and global economy. Support for the conference continues to grow with around 900 registrations at the July 2016 Conference.

The showcasing of Australian grain in our major markets continued in 2017 with GTA running **AGIC – Asia events in Vietnam, China and Indonesia**. AGIC Asia continues to grow and cement its reputation, with both Vietnam and China conferences being “Sold out” events. The networking value and joining exporters with consumers has strengthened support for these events.

The AGIC Asia events in Vietnam and Shanghai were well supported by local industry and exporters from Australia. The AGIC conference in Vietnam was opened by Australia's Ambassador Mr Craig Chittick, AO, and the Consul General in Ho Chi Min City, Ms Karen Lanyon. The AGIC event in Shanghai was opened by the Consul General, Dr Graeme Meehan. GTA appreciates the support of the Australian Government for the AGIC events and it is another demonstration of the strength of Industry and Government working together for the benefit of the Australian Grains Industry.

With the support of the Australian Government, GTA was able to conduct a special AGIC – Indonesia conference this year, to support the important relationship with Australia's largest wheat market, and demonstrate the value of Australian grain, through the quality of our grain, and the strength and reliability of our supply chain and quality assurance systems and processes.

The AGIC Asia events have received very strong feedback and GTA will continue to support these events, tailoring them for specific markets.

An industry that prides itself on self-regulation must also take responsibility for its professional culture and image. GTA is very proud of the **Training and Professional Development program** that it has developed. GTA has worked hard in developing a fully accredited **Diploma in Grain Management** – which has been a first for the industry. It is pleasing to see our first students nearing completion of the Diploma. This is a



great credit to the students, our trainers and our Training Manager – Wendy Henry. To have an accredited recognised training program for our Industry will place the Australian Grains industry in a great position for continued growth and to maintain its competitive edge.

GTA continues to play a key role in industry good activities. We continue to support grain quality initiatives through our membership in Wheat Quality Australia that is responsible for Australia's Wheat Classification System, which importantly evaluates new wheat varieties in terms of end product uses.

GTA, on behalf of its broad membership base across the Australian Grains Industry, has focussed significant attention and resource on ensuring that the grains industry has a strong and collaborative working relationship with the Australian Government for the betterment of all participants in the industry. The examples of this are numerous, and include the AGIC Asia

events, GTA's participation in the DAWR Industry Consultative Committee, and developing Industry feedback to assist the Government in its policy formulation, work on developing sound Australian positions for international protocols and agreements impacting the movement of grains and oilseeds, as well as the Industry Management plan for the Chinese wheat/barley protocol. This work ensures GTA Members, and the Australian grains industry is best positioned to take advantage of the opportunities to create value and growth in an increasingly competitive global environment.

On behalf of the Board and Management, I would like to acknowledge the efforts of a team of industry specialists who are prepared to give their time and expertise as members of the various GTA technical committees. Also, the role of the arbitrators must be noted. The legally robust nature of the arbitration process ensures that parties to contracts can enter a trade, confident of the legal

integrity of the contract. This confidence is an illustrative example of the intangible value of GTA's products and services.

I would also like to acknowledge the contributions of the GTA Board and Management team, past and present. There will be some challenging times ahead however GTA is well placed to face those challenges, having the support of loyal and dedicated consultants and staff.

Finally I would like to thank our members for their ongoing support. GTA does not have a right to exist. It must continually earn that right from its members, by providing them with the products and services required to support their business needs.

Yours sincerely,

Peter Reading
Chairman





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VISION An efficient, equitable and open commercial grain industry in Australia

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

Our Members

GTA members are drawn from across the grain value chain from production to domestic end users and exporters. GTA members are involved in grain trading activities, grain storage, food consumptive industries and stock feed milling.

GTA also attracts membership from organisations to the side of the value chain in related commercial activities such as financial (banking, stock exchange etc), communications, grain advisory services and professional services (solicitors and accountants).

Our values

GTA will:

- Continually reassess its position in the Australian grain value chain ensuring a contemporary approach to fulfilling its vision. Leadership and innovation will be key features of the manner in which GTA will conduct its operations.
- Commit to delivering products and services that add value to our members' businesses and harmonise standards associated with facilitation of trade.
- Work cooperatively with all parts of the grain value chain and service all grain value chain members.
- Build effective relationships with our members and stakeholders.



GTA – core tasks

- Development and the ongoing maintenance of **Grain Trading Standards** that reflect customer requirements.
- **Grain trading contracts and Trade Rules** that ensure legal rigour to commercial grain trading activities.
- **Provision of a Dispute Resolution Service** underpinning contractual arrangements.
- Engagement with policy makers to ensure fair and equitable **trade and market access** into domestic and global markets.
- A determination to increase capacity within the grain industry by provision of a market based vocational **Training & Development Program**.

In recent years, GTA has expanded its services and products to meet the needs of an industry proud of its ability to develop and implement a self-regulatory approach to grain industry policy setting and processes.

This approach is supported and demanded by GTA members, industry stakeholders, government and its related agencies.

- GTA does not have a right to exist – it must continually earn that right from its members.
- Members do not financially support GTA via membership fees or the purchase of products and services out of loyalty but out of the value that GTA is able to offer to their commercial activities.
- GTA is judged as to whether it offers a sound value proposition to members by the value obtained by the member in their last interaction with GTA.
- GTA must:
 - be cognisant of factors in the external business environment that impact both the Australian grains industry and GTA and its operations; and
 - operate within the confines and needs of members and the immediate business environment in which GTA operates.

HIGHLIGHTS OF 2016/17

Strategic Direction

Publication of:

- GTA Strategic Direction 2016/17
- Australian Grain Industry Code of Practice
- Australian Grain – a quality product (English & Simplified Chinese)

Vital signs

Financial Performance

- Profit/(Loss) of \$50,635
- Equity of \$870,963
- Return to moderate operating profit for 2017/18
- As a not for profit organisation, GTA cannot distribute profits or build excessive cash reserves.
- GTA is operating within its cash reserves policy.
- Membership fees fund core activities, i.e. Technical Committees

Membership

- 274 members at 30 June 2017 (275 at 1 July 2016)

Trade facilitation products and services

Standards Committee – Grain Standards

- Annual Standards review
 - Final review of the Wheat Quality Australia Wheat Varietal master list
 - Trading Standards for Wheat, Barley, other cereals and small grains
- Visual Standards Recognition Guide reviewed and updated
- 2 Submissions to CODEX
- 18 industry Submissions lodged by GTA to national and international organisational, industry and government agencies
- On-line databases developed for Members use for Food Safety data, and Trading Standards
- Apps for mobile devices and tablets developed for VRSG and Weed Seed guide

Commerce Committee – Contracts & Trade Rules

Released:

- Member update on Unfair Contract legislation
- Member update and submission on ASIC exemption for Commodity Pools
- Operating Guidelines for Brokers / Agents
- Updated Commodity Vendor Declaration
- Guidelines and information on Industry Levies

Currently reviewing:

- Location Differentials for 2016/17 season
- Technical Guideline Document No 4 – Operating Standards for Pool Operators
- Buyers Call Notice Period
- Free on Rail Standard Form Contract
- GTA Contract No 6 – Grower Standard Form Contract

Trade & Market Access Committee

Consult with and advise industry & Government on:

- Proposed International Standard on Phytosanitary Measures (ISPM)
- Measures on the International Movement of Grain
- Global Low Level Presence (LLP) Initiative
- Cartagena Protocol on Biosafety
- Maximum Chemical Residues (MRLs)
- Economic impact of Non-Tariff Measures
- Market access for Feed grains in several south-east Asian Countries
- China Wheat/Barley Protocol and Industry Management Plan (IMP)
- Request for Export Permit Process Review

Transport, Storage & Ports Committee

Reviewed:

- Ongoing review Grain Transport Code of Practice
- Updated Grain Transport Contract
- Technical Guidelines Documents (TGD) on hazardous substances, dangerous goods, confined spaces, fumigation safety, rail safety, machinery guarding, fitness for work and fatigue management, personal protection equipment, tarping of bulk grain, working at heights, return to work and injury management, working alone, fire, contractor safety, mobile plant concluding with isolation and lock out.



Reviewing:

- Grain Harvest Management Schemes / Mass Load Limits (Universal Truck Coding)
- Chain of Responsibility adherence (National Heavy Vehicle Regulator)
- Chain of Responsibility Safety, Health and Environment (SHE) initiative – development of a series of Technical Guideline Documents

Plant Breeding Innovation Committee

Membership comprises relevant associations from across the grain supply chain.

The Committee also updated policies on:

- Genetically Modified Crops
- Low Level Presence (LLP) Initiative and
- Cartagena Protocol on Biosafety

The Committee completed projects on:

- Development of an Industry Event Communications Response Plan; and
- Review of the Market Choice Framework

Commenced development of the following key industry projects:

- Industry Communication Response Plan; and
- Market Access Framework for the commercial introduction of GM crops

Dispute Resolution Service

- 14 (FY 16 – 9) Arbitrations commenced
- 8 (FY 16 – 10) Arbitrations finalised as follows:
 - 5 (FY 15 – 5) Awards released
 - 3 (FY 16 – 5) matters commercial settled prior to a Tribunal making a determination
- 70 (FY 16 – 75) Board Approved Arbitrators
- 5 (FY16 – 6) Board Approved Tribunal Chairman (Export Contracts)

GTA Training & Development Program

- 325 participants attended a GTA workshop/program
- 8 units of study made available through workshops directly to industry personnel
- 2 Professional Development programs delivered
- 33 workshops (in total) – conducted nation-wide to members and the broader industry
- 4 in-house training workshops

Industry support products offered by GTA

Conferences

- Australian Grains Industry Conference (AGIC) – 1000 participants
- AGIC Asia - Vietnam, China and Indonesia – 450 delegates
- Australian Grain Storage & Protection Conference (NWPGP) Melbourne
- GTA Advisory & Compliance Workshop
- GTA Export Contracts & Documentation Course

Industry support services conducted by GTA

Australian Grain Industry Code of Practice

- A demonstration of an industry committed to meaningful self-regulation.
- Technical Guideline Documents to assist industry participants to adhere to the requirements as set out in the Code.
- Adherence to the Code is mandatory for all GTA Ordinary or post-farm gate members.

Technical Guidelines released in 2016/17

GTA TGDs compliment the Code of Practice and provide Industry with detailed information and procedural standards:

TGD No.	Title	Date
12	Managing Heat Damaged, Bin Burnt & Storage Mould	Feb 16
13	Grain Levies	Feb 16
14	Commodity Vendor Declaration (CVD)	Mar 16
15	Managing Chemical Violations	Feb 16
16	Trade Certification (Assessing Grain Quality)	Feb 16
17	Container Packer Operations Manual	Dec 16
18	Truck Cleaning Procedures – Treated Fertiliser	Jan 17
19	Broker / Agent Operating Standards	May 17

National Working Party on Grain Protection (NWPGP)

- The industry body responsible for providing management and leadership to industry in the areas of post-harvest storage, chemical use, market requirements and chemical regulation.
- Continued GTA administrative support to activities of the NWPGP.
- Managed the Australian Grain Storage & Protection Conference.
- Support the coordination of the June 2016 two day annual conference which drew to 140 delegates. (FY 16 – 130)

Publication of:

- Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances 2016/17

Advocacy

Domestic

- Dept. of Agriculture & Water Resources (DAWR)— export inspection & certification processes
- Dept. of Foreign Affairs & Trade – trade & market access
- Dept of Agriculture and Water Resources (DAWR) – domestic issues
- Australian Pesticides and Veterinary Medicines Authority (APVMA)
- Office of Gene Technology Regulations (OGTR)
- Department of Transport and Infrastructure
- Austrade

International

- Development of a standard for the International Movement of Grain
- Harmonisation of Grain Standards
- Creation of a global e-Phyto framework via an IT Hub
- New plant breeding techniques
- Global Low Level Presence Policy Initiative
- Cartagena Protocol on Biosafety
- AGIC Asia - Government Round Table & Policy sessions

Member

- Dept. of Agriculture Grain & Plant Product Export Industry Consultative Committee (GPPEICC)
- Agricultural Biotechnology Council of Australia (ABCA)
- National Measurement Institute (NMI) - Grain Quality Measurements Committee
- Australian Grains Industry Discussion Group (AGIDG)
- International Grain Trade Coalition (IGTC) (Management Committee)

Presentations

Domestic

- Opening Address Australian Grain Industry Conference Melbourne – July 2016 (GTA Chairman)
- Australian Grain Industry Conference, Growers Day, Melbourne – July 2016
- Numerous (174) stakeholder meetings, briefings to members, broader industry, government and their related agencies involving (*GTA Chairman, CEO & Operations Manager*)
- *Arbitration in the Grains Industry* – Presentation to Australian Nut Industry Conference 2016 (CEO)
- Agricultural Biotechnology Council of Australia – Low level presence (LLP) from a domestic incursion response and international trade (asynchronous approval) perspective (*R. Richards – GTA Consultant*)

International

- *China Risk – Australian Feed Grain Industry – August 2016*
- *International Grain Trade Coalition Outreach Session – e-Phyto developments – November 2016*
- *AGIC Asia 2017 – Opening Conference Address – Value from Australian Grain and Supply Chain Assurance*
- *AGIC Asia Roundtables (Vietnam, China, Indonesia) Australian Grains Industry and Industry Self Regulation – March/April 2017 (GTA CEO)*

GTA BOARD

Directors

The names, qualifications, experience and special responsibilities of each person who has been a GTA Director during the 2016/17 year are:

Peter Reading	Appointed 27 August 2012
Qualifications	B.Sc. (Hons) Agricultural Science, University of Sydney
Experience	Currently – Independent Director of Batlow Apples, Executive Director of Botanical Resources of Australia, Chairman of Dairy Bio. Former Executive Chairman, Canola Breeders, Managing Director of GRDC and Grain Pool WA.
Category Nomination	Special Qualifications – Board appointment
Special responsibilities	GTA Board Chairman Chair – Governance Committee Member – Audit, Finance & Remuneration Committee
Geoffrey E Farnsworth	Appointed 14 October 2002
Qualifications	Bachelor of Law, Bachelor of Arts
Experience	Partner – Holding Redlich
Category Nomination	Special Qualifications – Board appointment
Special responsibilities	Chair – Transport Storage & Ports and Dispute Resolution Service Committees. Member – Commerce, Membership and Governance Committees. Legal Counsel to Grain Trade Australia Ltd.
Andrew Goyder	Appointed 28 October 2014
Experience	Managing Director Grain Link WA, established 1999. GTA Approved Arbitrator. Previously involved in Seed Industry and Export Canola with SGB Australia and Grain Pool WA as regional manager southern WA. Previously held positions on the boards of NACMA WA, CBH and GIWA.
Category Nomination	Ordinary Level C
Special responsibilities	Member – Standards, Membership and AGIC Committees
Malcolm Finlayson	Appointed 27 October 2015
Qualifications	Bachelor of Business Studies, MBA, CPA, MAICD
Experience	Director – Finesse Solutions Pty Ltd, Plant Health Australia Ltd, Wheat Quality Australia Ltd and Chairman, Theodore Water. Former director of Pentag Nidera Pty Ltd, director and CFO – Jossco Group & CFO – DR Johnston Group
Category Nomination	Ordinary Level B
Special responsibilities	Chair – Audit, Finance & Remuneration Committee Member – AGIC Committee
Rebecca Reardon	Appointed 23 February 2015
Qualifications	B. Agricultural Economics (Honours)
Experience	Joint manager – DW & RG Reardon Farming. GTA Approved Arbitrator Formerly held trading and management roles with GrainCorp, Jossco, ABB Grain/Viterra and Special One Grain. Holds position on the Executive Council NSW Farmers Association and is Chair of their Grains Committee, member Grains Policy Council of Grain Producers Australia
Category Nomination	Special Qualifications – Board Appointment
Special responsibilities	Member – Governance and Dispute Resolution Service Committees

Michael Wood	Appointed 28 October 2014
Qualifications	Diploma Applied Science (Agriculture)
Experience	Managing Director, Rural Logic (Australia). Active member of the Australian Grains Industry for over 20 years. Founding Manager in 1990 of Stockfeed Company James & Son (Australia) – established successful operations in Victoria, Tasmania, South Australia and Argentina. Other grain industry roles – ABB Victorian State Manager (5 yrs) and Grains Manager for International Malting Company (2005/2006). Former President of Grains Industry Association of Victoria (2012 2015). Active committee member of GIAV since 2006.
Category Nomination	Merchant Association
Special responsibilities	Chair – Commerce and Membership Committees Member – Governance Committee
Robert Imray	Appointed 27 October 2015
Qualifications	Bachelors Degree in Business, Graduate Diploma in Accounting and Masters Degree in Business (International Business)
Experience	Managing Director – Farmarco Australia, 25 years experience in commodities, both physical & derivative markets, four years with The Sugar Board – Domestic Marketing and Treasury.
Category Nomination	Merchant Association
Special responsibilities	Chair – Standards and Plant Breeding for Innovation Committees. Member – Audit, Finance & Remuneration Committee.
Jason Craig	Appointed 27 October 2015
Qualifications	B. Commerce (Banking & Finance), Post Graduate Diploma ASIA (Treasury Stream)
Experience	General Manager (Marketing & Trading) – CBH Group, 20+ years experience. Commenced career with Grain Pool (now part of CBH Group) in WA, including 4 years in Indonesia as President Director of PT Eastern Pearl Flour Mills. Former GAFTA Council Member and continues to act as a Director for a number of CBH subsidiaries.
Category Nomination	Ordinary Level A
Special responsibilities	Chair – Trade & Market Access Committee Member - Plant Breeding for Innovation Committee
Ole Houe	Appointed 25 October 2016
Qualifications	BA in Economics – Denmark, BA in International Business – London, Masters of Applied Finance from Kaplan, MBA – AGSM, Sydney. MAICD.
Experience	Has been involved in International Trading for more than 20 years in a number of different roles in Grain, Sugar and Steel. Held international trading roles in the UK, Hong Kong and Australia. Former director of Barley Australia. Is a GTA arbitrator.
Category Nomination	Ordinary Level B
Special responsibilities	Member – Trade & Market Access and AGIC Committees
Lachlan Allen	Appointed 25 October 2016
Qualifications	Diploma agricultural Production – Adelaide University.
Experience	Commenced working in the grain industry in 2006 with ABB Grain Ltd. Has worked for a number of major grain trading houses including Viterra, GrainCorp and now Elders in roles from marketing cadet, customer relationship manager, grain merchant and commodity manager to National Grain Manager. Formerly held executive positions with GIASA and is a GTA/Nuffield Fellow.
Category Nomination	Merchant Association
Special responsibilities	Member – Trade & Market Access, Dispute Resolution Service and AGIC Committees
Patrick O'Shannassy	Resigned 04 July 2016
Guy H Allen	Resigned 25 October 2016
John Warda	Resigned 28 March 2017

GTA TECHNICAL COMMITTEES

POSITIONING STATEMENT

GTA will continually review the products & services that allow “trade facilitation” to ensure they reflect the commercial grain trading environment. This will occur via input from the GTA Technical Committees, Members and the broader grains industry. The review process will be public, transparent and open to all.

GTA OPERATES THE FOLLOWING TECHNICAL COMMITTEES COMPRISED OF INDUSTRY PERSONNEL:

1. Commerce Committee
2. Standards Committee
3. Trade and Market Access Committee
4. Transport, Storage and Ports Committee
5. GM Grain and Seed Industry Consultative Committee

CHARTER FOR THE GTA TECHNICAL COMMITTEES

The Charter of the GTA Technical Committees is composed of:

1. Common section which contains issues common to all Committees (Committee size, quorum, etc.);
2. Terms of Reference for each Technical Committee;
3. Terms of Reference for Sub-Committees; and
4. Confidentiality Agreement.

Further information:

The Charter of the GTA Technical Committees is on the GTA website.



KEY POINTS OF THE GTA TECHNICAL COMMITTEES

- GTA is reliant on the Technical Committees to review and develop the GTA commercial resources.
- GTA Technical Committees are **skills based**.
- All Technical Committee votes will be required to have a 2/3 majority.
- The Committee structure allows Members to raise issues that impact on their commercial operations and lead to industry consensus on contracts/trade rules and grain standards in particular.
- GTA calls for nominations to the various Technical Committees each year and the GTA Board select Committee Members based on the applicant's technical competency whilst mindful that the relevant Committee must strive to have representation from:
 - sectors across the grain supply chain affected by the decisions of the Committee;
 - large and small organisations; and
 - all major grain production/trading States.
- All Committees are chaired by a GTA Director.
- GTA Committee Members agree to participate on a Committee for the benefit of all Members and they do not represent the interests of an industry sector or a private or public organisation.
- All Committee Members agree to be bound by the GTA Anti-competitive Clause as tabled on the agenda at all meetings.

COMMERCE COMMITTEE

POSITIONING STATEMENT

GTA contracts and rules provide a constant and consistent methodology for conducting trade along the supply chain, from producer to processor/ consumer. The outcome is greater commercial certainty and fairness, and lower risks for any participant in grain chain transactions and broader confidence in the marketplace to conduct trade.

Objectives

- Advise the Board on changes to existing and development of new, Trade and Dispute Resolution Rules.
- Advise on the effective adoption and implementation with the GTA Trade Rules by individuals and by the relevant sectors of the industry.
- Foster communication between the Board, Management and the Commerce Committee on industry matters that relate to GTA Trade and Dispute Resolution Rules.
- Advise the Board of any developments and/or implementation of Location Differentials pan Australia;
- Report and make recommendations to the industry on all matters of relevance addressed by the Commerce Committee.

Commerce Committee Activities

The GTA Commerce Committee had a number of reviews during 2016/17 year including:

- 2016/17 Location Differentials
- GTA Grower Contract
- Technical Guideline No4 – Operating Standards for Pool Providers
- ASIC / Grain Pools Financial Regulations Exemptions
- Unfair Contract Terms for Small Business

Commerce Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Guy Allen	Chair – resigned 25/10/16	3	2
Michael Wood	Chair – appointed 25/10/16	5	5
Geoff Farnsworth	Deputy Chair	8	8
Rebecca Reardon	GTA Director	3	1
Darryl Borlase	ADM Trading Australia	8	6
Nathan Cattle	NZX Australia	8	6
Simon Gellert	Glencore Grain Pty Ltd	8	7
Belinda Turner	Nidera Australia Pty Ltd	8	5
David McKeon	GrainGrowers Ltd	8	6
Rohan Crockett	Plum Grove – resigned 25/10/16	3	2
Lee Hodge	Emerald Grain – resigned 25/10/16	3	2
Sam Napier	Cargill – resigned 25/10/16	3	1
Harry Notaras	GrainCorp – resigned 25/10/16	3	3
James Roberts	CBH – resigned 25/10/16	3	0
Stephen Howells	Ridley Corporation – appointed 25/10/16	5	5
Michelle Kerr	Riordan Grains – appointed 25/10/16	5	3
Brant Laidlaw	Emerald Grain – appointed 25/10/16	5	4
Joshua Lawrence	Allied Mills – appointed 25/10/16	5	4
Anthony Chapman	Australian Grain Export – appointed 25/10/16	5	3
Wade Dabinett	Grain Producers Australia – appointed 25/10/16	5	2
Luke O'Connor	GrainCorp Operations Ltd – appointed 25/10/16	5	3

- Broker / Agent Operating Standards
- Buyers Call Default period
- Standard Operating Procedure for Reviewing Location Differentials
- Standard Operating Procedure for Reviewing Trade Rules
- Commodity Vendor Declarations

The GTA Commerce Committee reviewed and published Location Differentials for 2016/17, following the regular industry submission and consultation process.

The Commerce Committee appointed a sub-committee to look at Pooling issues. The Sub-Committee has sought Industry submissions on issues relating to ASIC's regulatory view of Commodity Pools and also done substantial work on reviewing the Technical Guideline No4 – Operating Standards for Pool Operators. This work is on-going and the Committee expect to release a revised Technical Guideline Document in 2017/18.

The Commerce Committee has also provided information to Industry via Member Update on recent "Unfair Contract Laws" and ensured that GTA

Standard Form Grain Contracts were compliant with the new legislation.

The Broker / Agent Operating Standards Technical Guideline Document was also finalised with a further round of Industry consultation and was approved and released to Industry in May 2017.

Following further industry submission, a sub-committee was appointed to develop a grower contract, given a view that the changes sought to accommodate issues for a grower contract would negatively impact the effectiveness of the current GTA No 3 Contract. The GTA Contract No 6 – Grower Contract is expected to be released in 2017/18.

In response to requests from Members, the Committee is in the process of developing a Free on Rail (FOR) Contract. The purpose of this contract is to provide Industry with a standard set of terms from which to negotiate FOR trade, in order to facilitate FOR trade and assist Members manage their logistical exposures. The FOR contract is expected to be released in 2017/18.

STANDARDS COMMITTEE

POSITIONING STATEMENT

GTA Trading Standards are the benchmark for the Australian grains industry. The objective is to unequivocally provide confidence in the quality of Australian grain to consumers and processors.

Objectives

- Consult with industry and develop Trading Standard to apply for the following season. Inform the Board on changes to existing and development of new, grain Trading Standards.
- In conjunction and following consultation with industry, develop quality assurance protocols across the grain value chain.
- Advise on the effective adoption and implementation of the GTA grain Trading Standards by individuals and by the relevant sectors of the industry.
- Communicate between the Board, Management and the Standards Committee on industry matters that relate to GTA grain Trading Standards.



Standards Committee Activities

The GTA Grain Standards Committee is responsible for the annual review and development of the coarse grain and wheat Trading Standards.

During the 2016/17 harvest, the Committee held a special out of session meeting to discuss the quality of barley early in the harvest period. As a consequence, the Committee provided industry with reference material to provide clarity on the intent of the Trading Standards in relation to the barley quality.

During 2017, the Committee undertook its annual review of the GTA Trading Standards, calling for submissions through two rounds of consultation with industry. Specific issues changed included removing the references to the cause of the defective grain in many

commodities. For barley, tolerances were created for Pink Fungal Staining and Fusarium spp. The amended Wheat Quality Australia Wheat Varietal Master List was included in the Wheat Trading Standards and revised barley varietal list as provided by Barley Australia was included in the Barley Trading Standards.

The Visual Recognition Standards Guide (VRSG) was also reviewed and extensively modified to provide greater clarity on definitions and the photographs.

A Standards database was developed for industry to develop their own Grain Trading Standards charts. The VRSG and Weed Seed Booklets have been made available on mobile devices via an on-line function on the GTA website.

GTA releases the Grain Trading Standards for industry on 1 August each year following approval by the GTA Board. All current Grain Trading Standards are available on the GTA website.

Standards Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Rob Imray	Chairman	7	7
Andrew Goyder	GTA – Deputy Chair	7	4
Anthony Chapman	Australian Grain Export	7	4
Robert Eassie	Grain Producers Australia	7	4
Kirsty Germaine	MauriANZ	7	4
Gerard McMullen	GTA Technical Consultant	7	7
Vince Moroney	CBH Group	7	5
Julie O'Dea	Viterra Australia	7	6
Adrian Reginato	Cargill Australia Ltd	7	4
James Saunders	Commodity Inspection Services	7	5
Michael Southan	Grain Growers Ltd	7	4
Kerry Stuart	Emerald Grain	7	5
Patrick Wilson	GrainCorp Operations Ltd	7	7



COMMITTEE FOR PLANT BREEDING INNOVATION

POSITIONING STATEMENT

The Committee for Plant Breeding Innovation shall make recommendations to the Board and industry on the potential effect to commercial activity as a result of the:

- planned intentional release of approved GM grain events; or the
- unplanned and unintentional release (escape) of unapproved grain events
- Implications arising from plant breeding innovations

Objectives

- Ensure the appropriate commercial processes are established by GTA to enable fair and efficient trade of grain which contains approved GM crops
- Consult with and advise where required, technology proponents and other related parties in relation to “pipeline” events intended for release in Australia
- Detail processes which key stakeholders within the grain supply chain (i.e. from planting seed to end users) need to consider in advance of any regulatory or Freedom to Operate approval for commercial release and cultivation of a GM crop is granted
- Maintain and review as required the Market Choice Framework for GM Crops
- Utilise the Market Choice Framework, where requested, to ensure a seamless integration into the Australian grain market of approved crops which will ensure market access and market choice
- Develop and maintain agreed cross sector ‘unintended presence response processes that detail notifications, industry wide response options and communication strategies to be adopted should there be a detection of an unapproved GM crop
- Act as a point of contact within the grain industry to coordinate activities at an industry / government level on supply chain issues relating to GM crops of interest containing approved and unapproved GM events
- Monitor developments in relation to plant breeding innovation and develop industry responses/policies as required.

GM Grain & Seed Industry Consultative Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Rob Imray	Chairman	4	4
Jason Craig	Deputy Chair	4	4
David Hudson	SGA Solutions Pty Ltd	4	2
Nick Goddard	Australian Oilseeds Federation (AOF)	4	4
Rosemary Richards	Bowman Richards & Associates	4	4
Tony Russell	Grains Industry Market Access Forum (GIMAF)	4	4
Andrew Weidemann	Grain Producers Australia	4	0
Tresslyn Walmsley	Wheat Breeders Reference Group	4	2
Bill Fuller	Australian Seed Federation	4	3
Michael Southan	GrainGrowers Limited	4	3

The GM Grain & Seed Industry Consultative Committee, formerly the GM Grain & Seed Industry Consultative Committee, changed its name during 2015/16 to better reflect the scope of activities as the plant breeding technology environment evolves. Its membership comprises of invited members from the relevant industry representative bodies and industry specialists in innovation and biotechnology as it relates to plant breeding.

Committee members

The Plant Breeding Innovation Committee’s membership comprises of invited members from the relevant industry representative bodies and industry specialists in innovation and biotechnology as it relates to plant breeding.

Committee for Plant Breeding Innovation Activities

The Committee progress two key projects through the year, namely

- Consultation regarding the Market Choice Framework and Industry Response Plan;
- Submission to and engagement with Office of Gene Technology Regulator (OGTR) regarding new breeding technology regulations; and
- Engagement with IGTC on low level presence initiative and new plant breeding techniques.

The Market Choice Framework and Industry Response Plan were two major pieces of work in 2015/16. The PBIC has consulted with key industry groups regarding these documents in 2016/17 and is planning a broad industry communication exercise in October 2017.

TRANSPORT, STORAGE & PORTS COMMITTEE

POSITIONING STATEMENT

The efficient movement of grain to domestic customers and those in overseas markets is imperative for the Australian grain industry to remain competitive. This includes inland rail and road, up-country storage facilities and equitable port access around the country.

Objectives

- Advise the Board of any recommendations made by the Committee in relation to port access in relation to relevant provisions under the Competition and Consumer Act 2010;
- Advise the Board and report to industry on all other matters of relevance addressed by the Transport, Storage & Ports Committee.

Transport, Storage & Ports Committee Activities

The Transport Storage and Ports Committee continue to play a critical role in providing technical guidance from a supply chain position to GTA Members, other GTA Technical Committees and the GTA Board on relevant issues.

The Committee has continued its focus on Safety, Health and Environment. Technical Guideline Documents have been or are being processed on Personal Protection Equipment, Traffic Management and Working in Confined Spaces. Further work will be undertaken in 2017/18.

The Vessel Inspection at Anchorage project undertaken by DAWR was monitored and advice provided by members of the Committee.

The Committee was pleased to have DAWR confirm during the year that it had approved a pilot program for vessel inspection at anchorage.

The Committee has also focused on the issues and pending new Chain of Responsibility legislation. This will be an ongoing issue for the Committee, and it will continue to work to raise awareness among industry of the implications of this new Chain of Responsibility rules.

The Committee has endorsed a submission to the Minister for Transport and Infrastructure on Coastal Shipping reform. The GTA submission advocated for reform to improve the efficiency of shipping and the movement of grain.

The development of Clean Out Facilities for trucks has been another issue of focus for the Committee. It is expected further work and consultation within the grains industry and also transport industry will be undertaken to ensure quality assurance standards continue to improve.

The GTA Grain Transport Code of Practice was reviewed by the Committee in 2016/17. This is an important document that will remain a continued focus for Industry.

The Committee has commenced a project to develop a suite of Technical Guideline Documents (TGD) for hazardous substances, dangerous goods, confined spaces, fumigation safety, rail safety, road safety, machinery guarding, fitness for work and fatigue management, personal protection equipment, tarping of bulk grain and bunkers, working at heights, return to work and injury management, working alone, fire, contractor safety, mobile plant concluding with isolation and lock out.

The Transport Storage and Ports Committee will become increasingly important to Members as Safety, Health and Environment issues gain increased regulatory attention and change, with implications, compliance and responsibility for both Members as companies but also individual responsibilities under Chain of Responsibility legislation.

Transport, Storage & Ports Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
John Warda	Chair, GTA – retired 28 March 17	3	3
Geoff Farnsworth	Chair GTA – appointed 28 March 17, previously Deputy Chair	4	3
Jason Craig	Deputy Chair – appointed 28 March 17	1	0
Steve Bruggemann	Nidera Australia Pty Ltd	4	3
Grant McDougall	Cargill Australia Ltd	4	1
Zsolt Szilassy	Viterra Operations	4	4
David Syme	Louis Dreyfus Company	4	4
Justin Bayles	CBH Group	4	3
Mark O'Brien	George Weston Foods	4	3
Daniel Cooper	Grain Producers Australia	4	3
Shaun Williams	GrainCorp	4	2
Craig Dennis	Network Grains	4	2
Dene Ladmore	Quattro Ports – appointed 25/10/16	3	3
David McKeon	Grain Growers – appointed 25/10/16	3	0
Bill Thompson	Emerald Grain – retired 25/10/16	1	1
Matt Kelly	KM & WM Kelly & Sons – retired 25/10/16	1	1

TRADE & MARKET ACCESS COMMITTEE

POSITIONING STATEMENT

GTA will advance independent, fact-based dialogue and advocacy for members and industry stakeholders.

GTA will support and where applicable shape the federal and state government efforts to ensure that trade is not impacted by technical barriers that may arise in forums such as the WTO, IPPC, FAO, CODEX etc, or via state based legislative actions.

Objectives

- Monitor developments in local and international grain environments and policies and develop appropriate responses for the Australian grain industry where required.
- Where required assist GTA to liaise, provide submissions and collaborate with industry supply chain organisations and/or government in developing appropriate responses to developments in local and international grain environments and policies.
- Provide guidance to GTA on deliberations at grain trade forums both in Australia and international that directly affect the Australian commercial grain trade operating environment.
- Provide guidance to GTA on implementation and communication of outcomes arising from forums noted in Point 3.



Trade & Market Access Committee Activities

The TMAC stepped up its focus on keys of MRLs and non-tariff barriers to trade during 2016/17, whilst maintaining its activity across:

- Dept. of Agriculture & Water Resources - Grain and Plant Products Export Industry Consultative Committee (GPPEICC)
- Global policy developments via membership of the International Grain Trade Coalition (IGTC) and including issues such as biosafety protocol, low level presence, e-documentation, MRLs
- Grain protection/chemical residues – National Working Party on Grain Protection (NWPGP)
- Australian Grain Industry Conference (AGIC) Asia with new initiative of Government/Industry Roundtables held in conjunction with AGIC Asia events
- Participation in free trade agreement discussions and submissions in conjunction with other grain industry sectors
- Participation in outwards and inwards grain missions
- Submissions on behalf of members

Further information about GTA Trade and Market Access activities is available in a separate section of this Annual Report.

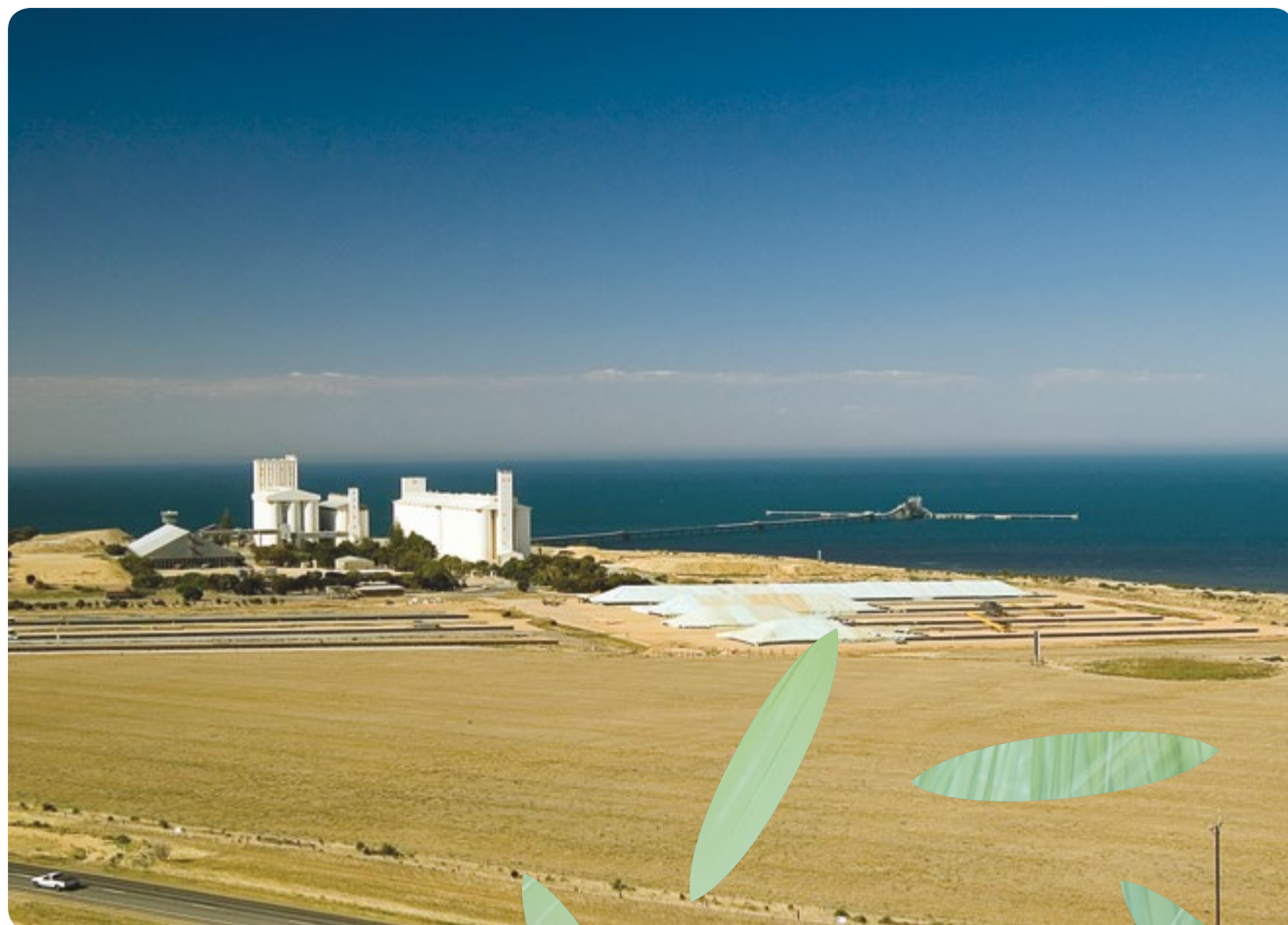
Trade & Market Access Committee Members

Name	Organisation	Meetings Eligible to Attend	Meetings Attended
Jason Craig	Chairman	5	5
Rob Imray	Deputy Chairman – retired 25/10/16	2	1
Ole Houe	Deputy Chairman – Appointed 25/10/16	4	3
Lachlan Allen	GTA Director – Appointed 25/10/16	4	3
Rob Dickie	CBH Group	5	3
Nick Goddard	Australian Oilseeds Federation	5	4
David Hudson	SGA Solutions Pty Ltd	5	1
Cheryl Kalish-Gordon	GrainGrowers Ltd – retired 29/7/17	3	3
Barry Large	Grain Producers Australia – appointed 25/10/16	4	1
Adrian Reginato	Cargill Australia Ltd	5	3
Rosemary Richards	Bowman Richards & Associates	5	5
Tony Russell	Grain Industry Market Access Forum	5	4
Jason Shanley	GrainCorp Operations Ltd	5	5
Gerard McMullen	Technical Consultant	3	3

INDUSTRY SUBMISSIONS DEVELOPED BY GTA 2016/17

Submitted to	Date	Topic
ABS	16 June 17	Request to remove Confidentiality of Barley export data
DAWR	14 May 17	Industry Working Group on Request for Permit Issues
Australian SPS Contact Point	12 May 17	Indian SPS Notice re Draft Plant Quarantine Order 2017
Minister for Trade, Tourism and Investment	28 April 17	China & AGIC invitation
Minister for Infrastructure and Transport	24 April 17	Coastal Shipping Reforms
CODEX Australia	10 March 17	CODEX Committee on Contaminants in Food – Lead contamination in Food and Feed
CODEX Australia	6 March 17	CODEX Committee on Pesticide Residues
Minister for Agriculture & Minister for Trade, Tourism and Investment	28 Feb 17	Australia's Grain Trading Relationship with China
Minister for Agriculture	27 Jan 17	Letter re Australia's Future Biosecurity Strategy

Submitted to	Date	Topic
DAWR	22 Dec 16	Submission to ATMAC for funding to support AGIC Roundtables and Indonesia programs
OGTR	6 Dec 16	Review of OGTR Legislation
GIWA	5 Dec 16	Barley Standards for 2017/18
DFAT	11 Oct 16	Letter re WTO US/China Agricultural matters and request GTA to be noted as interested party
ASIC	8 Sep 16	ASIC Pool Exemptions
APVMA	1 Sep 16	Trade Notice on Sulfoxaflor
DAWR (via GIMAF)	16 Aug 16	China IMP
DAWR	3 Aug 16	Letter IPPC eWG Meeting in Melbourne
DAWR	3 Aug 16	Comments on enhancing connectivity of APEC grain standards
FSANZ	22 July 16	Submission on Lupins as an Allergen in Food Standards Code
APVMA	4 July 16	Trade Advice Notice on Saflufenacil



DISPUTE RESOLUTION SERVICE

POSITIONING STATEMENT

GTA has dispute resolution processes in place for all grain-related transactions, be they for grain contracts, technology licences, financial products or storage agreements.

GTA works to resolve disputes by peer review, through its Dispute Resolution Process. The process is designed to save time and expense while providing an efficient, fair and equitable means to settle disputes related to commercial transactions.

All domestic arbitrations are subject to the provisions of the Commercial Arbitration Act NSW (2010) whilst arbitrations that involved international parties and hence these arbitrations were conducted under the International Arbitration Act 1974 (Cth).

Parties utilising the Dispute Resolution Service (DRS) must cover all the inherent costs associated with conducting arbitration without cross subsidisation from other GTA revenue streams.

Aligned to this principle must be the commercial reality that the GTA DRS must be competitive to other forms of dispute resolution, particularly court proceedings.

Summary of arbitration award outcomes

	2016/ 2017	2015/ 2016
No of arbitrations commenced	14	9
No. of arbitrations settled		
• Awards released	5	5
• Commercially settled prior to hearing	3	5
Active arbitrations as at 30 June	8	3

Arb. No.	Type of arbitration	Claimant	Respondent	Award in favour of
205	Full	Grain trader	Grain producer	Respondent
210	Full	Grain trader	Grain producer	Claimant
212	Fast Track	Grain trader	Grain trader	Claimant
213	Fast Track	Grain trader	Grain trader	Respondent
214	Full	Grain trader	Grain trader	Claimant

Arbitration summaries

GTA publishes the summaries (identities stripped) of Awards where it is deemed the Award will improve the contracting practices within the grains industry.



0.005%

OF THE ESTIMATED NUMBER OF GRAIN CONTRACTS EXECUTED IN AUSTRALIA ON AN ANNUAL BASIS THAT UTILISE THE GTA DISPUTE RESOLUTION SERVICE.

Disputes requiring a legal remedy are minimised due to the contractual integrity of GTA contracts, trade and arbitration rules which take precedent from Australian Contract Law and state and internationally based Commercial Arbitration Acts.



GTA BOARD APPROVED ARBITRATORS AS AT 30 JUNE 2017

Surname	First name	Organisation
Basnett	Tom	AgRisk Management Pty Ltd
Barron	Graham	Grain Producer – NSW
Bonfante	Angela	GrainPro Pty Ltd
Benham	Jock	GrainCorp Operations Limited
Bennett	Steve	Bunge Agribusiness Australia Pty Ltd
Brealey	Rob	Nidera Australia Pty Ltd
Burt	Steve	WW Agri
Carroll	Greg	M C Croker Pty Ltd
Cattle	Nathan	NZX Australia
Clancy	Simon	IKON Commodities
Clark	Richard	Grain Producer – NSW
Cooper	Brett	INTL FC Stone
Coventry	Charles	Broun & Co Grain P/L
Dalglish	Ian	Rise Agribusiness
Danieli	Robert	D & M Stockfeeds
Delahunty	Leo	Grain Producer – VIC
Dickie	Rob	CBH Grain
Dillon	Graeme	Inghams Enterprises Pty Ltd
Donnelly	Stephen	Blue Ribbon Seed & Pulse Exp'ters P/L
Dubey	Sanjiv	Grain Trend Pty Ltd
Fahy	Jack	Max Grains Pty Ltd
Fry	Julian	Glencore Grain
Goyder	Andrew	Grain Link WA Pty Ltd
Hall	Anthony	Agfarm Pty Ltd
Heinjus	Chris	Rural Directions Pty Ltd
Houe	Ole	IKON Commodities
Howells	Stephen	Ridley Agriproducts
Imray	Robert	Farmarco
Jones	Michael	Grain Focus
Kelly	Matthew	KM&WM Kelly & Sons
Kerr	Michelle	Riordan Grain Services
Langtry	Gerard	Langtry Logistics
Lengren	David	Nidera Australia Pty Ltd
Leong	Ervin	Unigrain Pty Ltd
Jones	Michael	Grain Focus
Kelly	Matthew	K M & W M Kelly & Sons
Kerr	Michelle	Riordan Grain Services
Langtry	Gerard	Langtry Logistics
Lengren	David	Nidera Pty Ltd
Leong	Ervin	Unigrain Pty Ltd

Surname	First name	Organisation
Lewis	Mark	Riordan Grain Services
Lumsden	Callum	Grain Producer - WA
Marshall	Ray	Grain Producer – WA
Massina	James	Cargill Australia
McKay	Robert	Industry consultant
McMahon	Malcolm	Emerald Grain
McMullen	Gerard	McMullen Consulting Pty Ltd
McNair	Simon	Industry consultant
Mead	Andrew	ADM Trading Australia
Notaras	Harry	GrainCorp Operations Ltd
O'Brien	Mark	George Weston Foods Limited
Orr	John	Premium Grain Handlers
Pamminger	Klaus	GrainCorp Operations Ltd
Peace	Colin	Industry consultant
Perkins	Craig	Perkins Commodity Brokers
Pratt	Cameron	GrainCorp Operations Ltd
Reardon	Rebecca	Grain Producer - NSW
Schofield	Justen	AgLink CMS
Storey	Ron	Australian Crop Forecasters
Syme	David	Louis Dreyfus Australia
Tainsh	Sam	GrainCorp Operations Ltd
Taylor	Brad	GrainCorp Operations Ltd
Teague	Tim	Teague Australia Pty Ltd
Torrens	Mark	Mars Petcare
Tuohey	Peter	Grain Producer – VIC
Vater	Kim	A W Vater & Co
Warda	John	Industry Consultant
Warden	Neil	Grain Producer – NSW
Wells	Henry	Industry Consultant
Whitwell	Chris	Basis Commodities Pty Ltd
Wilsdon	Andrew	Glencore Grain Pty Ltd
Wilson	Pat	GrainCorp Operations Ltd
Wood	Michael	Rural Logic
Woodhouse	Andrew	Advance Trading Australasia
Woods	Gerard	Industry Consultant



GTA BOARD APPROVED TRIBUNAL CHAIRMAN (EXPORT CONTRACTS) **AS AT 30 JUNE 2017**

These appointments are made by GTA.

Surname	First name	Organisation
Brasington	Hazel	Norton Rose Fulbright Australia
Farnsworth	Geoff	Holding Redlich
Lockwood	Christopher	Holman Fenwick & Willan
Rosenthal	Jeremy	SBA Law
Thompson	Stephen	Holman Fenwick & Willan

GTA TRAINING & DEVELOPMENT PROGRAM

POSITIONING STATEMENT

GTA will deliver training programs that develop and enhance the capacity of our human resources, ensuring that trade facilitation processes are well understood at all links in the grain value chain.

Grain Trade Australia has become the main developer and deliverer of market-specific professional development programs for the grain industry.

GTA will be recognised as an organisation that encourages and recognises its strength and support to the upskilling of the grain sector workforce and leadership attributes in industry personnel.

GTA Diploma in Grain Management

GTA has now been delivering the Diploma of Grain Management, an Accredited Qualification for two and half years. ASQA regulates courses and training providers to ensure nationally approved quality standards are met. The ongoing review and development of resources by industry experts for the implementation and delivery of the Diploma has been recognised by industry as placing the Diploma in a strong position in its ability to deliver accurate and current information.

Workshops/Courses conducted in 2016/17

Course/workshop	Location	Registrations
GTA Trade Rules and Contracts	QLD, NSW, VIC, SA, WA	79
GTA Grain Standards	VIC, QLD, NSW	18
Grain Merchandising	VIC, WA	27
Understanding Grain Markets	WA, VIC, QLD, NSW	39
Grain Accounting	NSW, WA	21
GTA Dispute Resolution & Arbitration	VIC, QLD, SA, NSW	23
In-House training	NSW, QLD, VIC	40
Advisory & Compliance Workshop	Melbourne	60
Export Contracts & Documentation	Melbourne	18
Total		325

THE DIPLOMA IN GRAIN MANAGEMENT IS THE ONLY POST-PRODUCTION, GRAIN-SPECIFIC ACCREDITED COURSE IN AUSTRALIA.

- The Diploma is now recognised and established within the industry sector with 190 commencements and two students having completed all 10 units and 23 to complete within the next 6 months. Interest in the Diploma has increased significantly with enquiries from all sectors of the industry.
- Industry personnel completing the Training & Development workshops have the option to complete the formal assessment for the relevant unit in the Diploma on an online Student Learning Platform. This platform allows the student to access contact with the trainer/assessor and streamlines the process of assessment for the student.
- Recognition of Prior Learning (RPL) has been available from late February 2015 for those who have previously attended GTA courses or believe they have met the requirements of the Diploma through relevant industry experience. The RPL process has proven to be a positive pathway for the student who qualifies and can be used for all or part of a unit.
- GTA is able to deliver in-house training which is a streamlined process for organisations that have a number of staff requiring upskilling in specific areas. The ability of GTA to contextualise the workshop content, to meet individual organisations requirements related to skills and knowledge gaps, in the organisation has proven to be a positive pathway to meeting individual organisations staff training goals. The in-house training option attracts significant discounts and all information can be accessed on the GTA website
- GTA will manage enrolments for all phases of the Diploma of Grain Management. An online learning and student management system is available through the GTA website.
- Further development and implementation of resources for the Diploma will continue. GTA Training and Development intend to develop short online courses in topical areas of the industry to support organisations in having access to the upskilling for their staff and meet Professional Development goals.



THE GTA TRAINING & DEVELOPMENT PROGRAM ENSURES THAT TRADE FACILITATION PROCESSES ARE WELL UNDERSTOOD AT ALL LINKS IN THE GRAIN VALUE CHAIN.

Registered Training Organisations (RTOs)

GTA has partnered with the following RTOs who are responsible for ensuring GTA applies the appropriate level of academic rigor in the conduct of the Diploma units. The RTOs may also offer some elective units for the Diploma. It is beneficial for GTA members and the wider grain industry to have providers that cover the grain belt across the country.

The organisations are:

Great Southern Institute of Technology – Albany WA

Established in 1974, the Institute is the largest training provider in a region that covers an area of 40,500 square kilometres. Primary campus is located in Albany and additional campuses are located in Denmark, Mount Barker and Katanning.

Queensland Agricultural Training Colleges (QATC) – Gatton QLD

QATC has had a number of name changes over the years but has been delivering rural training since 1967. QATC delivers under the brands of Emerald Agricultural College, Longreach Pastoral College and Rural Training Queensland. Colleges and training centres are located in Emerald,

Longreach, Ayr, Bundaberg, Dalby, Gatton, Mackay and Walkamin.

Wodonga TAFE – Albury/ Wodonga VIC & NSW

Founded in 1986, Wodonga TAFE is a highly regarded training institution that captures both regional VIC and NSW. Training is also delivered in every mainland state and territory in Australia. Wodonga was judged Australian Large Training Provider of the Year in 2008.

TRADE & MARKET ACCESS

In response to the direction of our members and as approved by the GTA Board during its 2015 strategic planning, Trade and Market Access has been elevated to be a core task of GTA. In line with this, GTA has increased its activities and resources in relevant initiatives over time. Current activities are outlined below.

1 DEPT. OF AGRICULTURE & WATER RESOURCES – GRAIN AND PLANT PRODUCTS EXPORT INDUSTRY CONSULTATIVE COMMITTEE (GPPEICC)

GTA is an active member of the GPPEICC and its Finance sub-committee.

The Grain and Plant Products Export Industry Consultative Committee (the Committee) is the principal forum for the Department of Agriculture & Water Resources (the Department) to consult with grain, fodder, nuts, seed and timber industries on export inspection and certification, export market access and other relevant issues.

The Committee aims to provide effective consultation, communication and partnership between the department and industry stakeholders involved in phytosanitary exports by ensuring stakeholders' views are given due consideration:

- Fees and charges – grain export program
- Industry Management Plan (IMP) for the Chinese Wheat/Barely Protocol
- Export Permit Request Processes
- Authorised Officer (AO) – Bulk Vessel inspection at anchor
- Container Inspection Standards
- Introduction global e-Phytos ((International Plant Protection Convention)
- Development of an International Standard on Phytosanitary Measures on the International Movement of Grain
- Review of Export Legislation

2 DEPT. OF AGRICULTURE & WATER RESOURCES – AGRICULTURE POLICY GROUP

GTA maintains a close working relationship with the DAWR Ag Policy Division. Over the last twelve months, GTA has had more proactive involvement with the policy division in relation to:

- the Australian Grains Industry Discussion Group strategic plan for industry good activities and use of WISA Funds
- Australian Government representation at intentional meetings such as Global Initiative on Low Level Presence, COP-MOP relating to biosafety protocol, International Standard on Phytosanitary Measures (ISPM)
- Review of Port Code
- Market Access for Australian grains





3 MARKET ACCESS ACTIVITIES

GTA increased its activity in market access activities during the year.

GTA has worked closely with GIMAF to review and shape tools such as the China Industry Management Plan to build confidence with both the Australian and Chinese Government authorities that Australian grain meets all import requirements, while ensuring that grains industry can continue to operate efficiently and cost effectively.

GTA was also proactive in initiating and facilitating roundtable industry/ Government discussions in Vietnam, China and Indonesia. Supporting these roundtables, GTA worked with Grain Growers Limited to develop a submission

to the Indonesia-Australia Comprehensive Economic Partnership Agreement negotiations in relation to improved access for feed grains.

4 GLOBAL POLICY DEVELOPMENT – GTA AND THE INTERNATIONAL GRAIN TRADE COALITION (IGTC)

The development of trade agreement's either on bilateral or multi-lateral arrangements captures the attention of the media, however, and generally behind the scenes, there is substantial trade policy developments taking place generally via United Nations (UN) related agencies. These policies/protocols have the potential to disrupt or stop the trade of grain and

hence it is critical that the grain trade are active participants in their development.

To ensure that Australian grain exports are not impacted, Grain Trade Australia works with a number of likeminded organisations world-wide on trade related matters that are pre-competitive. This is achieved through our membership of the International Grain Trade Coalition (IGTC).

A defining feature to these negotiations at an international level is that progress is slow and can take years. Nonetheless, it is critical that Australia participates in their development, as once they are ratified, they will then become the standard for Australian grain exports. This issue is well recognised by the various Australian Government agencies, in particular the Australian Government Departments of

Active IGTC Teams

IGTC has formed teams to work on the various files as seen below and GTA is represented as follows:

Active IGTC Teams	Key objective	GTA
Cartagena Protocol on Biodiversity	Policy development for upcoming COP/MOP meetings	Rosemary Richards
Introduction global e-Phytos	Assess potential introduction of e-Phytos on a global basis via a dedicated IT hub.	Rosemary Richards
International Standard on Phytosanitary Measures on the International Movement of Grain	Develop policy regarding the drafting process of the Grain Standard	Gerard McMullen
Development of Low Level Presence (LLP) policies	Address all matters related to LLP, including Global Low-Level Initiative (GLI), definitions	Rosemary Richards
New Plant Breeding Techniques (NPBTs)	Prepare IGTC policy to enhance science based approach to regulation of NPBTs	David Hudson/ Rosemary Richards
MRLs	Prepare IGTC action plan, including a common position and advocacy strategy for the International Grains Trade Coalition (IGTC) to ensure MRLs do not impede the movement of grain.	Gerard McMullen



Agriculture & Water Resources, Health, Environment and Foreign Affairs & Trade.

Key activities include:

- Cartagena Protocol on Biosafety to the Convention on Biological Diversity
- Development of Global Low Level Presence (LLP) policies relating to the export/import of GM grains
- New plant breeding technologies regulation
- MRL's
- Ephyto'sv

Development of an International Standard on Phytosanitary Measures on the International Movement of Grain

Development of this proposed standard is being conducted under the International Plant Protection Convention and when finalised will affect shipments of grain from Parties to the Convention, i.e. all the major exporting and importing countries

GTA action: *Continue to provide specialist information to DAWR and IGTC on the draft standard and its components.*

Creation of a global e-Phyto framework via an IT Hub

In March 2015 the Commission on Phytosanitary Measures (CPM), the governing body of the International Plant Protection Convention (IPPC), agreed

to develop a global system of electronic phytosanitary certificates, known as e-Phyto. This project is designed to replace paper certificates in export grain commercial activities through use of a central hub for exchange of certificates from National Plant Protection Organisations (NPPOs) in exporting and importing countries. Australia is a major contributor at IPPC and will be one of the countries to trial to program.

GTA action: *GTA continues to liaise with DAWR to ensure the new process is sensitive to the needs of the Australian export grain sector and is an active participant in the IGTC Working Group.*

Plant breeding innovation

Regulatory approaches to Plant Breeding Innovations pose a potential problem for the grain trade particularly in regards to a-synchronicity of the approval process across jurisdictions. IGTC is active in developing a global approach to this issue and GTA has been an active participant in the IGTC Working Group, providing considerable leadership on this matter. The Australian regulator – OGTR – initiated a review of regulations relating to new breeding technologies in 2017 and GTA has actively engaged with this process.

GTA action: *GTA will liaise with the Australian Seed Federation and CropLife Australia to ensure that Plant Breeding*

Innovations are introduced in a manner that does not disrupt trade. GTA is an active participant in the IGTC Working Group.

Global Low Level Presence Policy Initiative

Low Level Presence (LLP) is the presence of trace amounts of a GM event approved in the country of export/production but not in the country of import. Australia is a member of the Global Initiative on Low Level Presence (GLI) which is a group of like-minded Governments that have come together to discuss issues around LLP policies. GTA, via IGTC, continues to have input into development of LLP policy frameworks.

GTA action: *GTA will continue to advocate that Australia needs to have a strong representative presence at GLI meetings and will continue to actively participate in IGTC activities on LLP.*

Cartagena Protocol on Biosafety

The Protocol relates to the transboundary movement in Living Modified Organisms (LMOs), read GM grain. IGTC has advocated strongly at all Meeting of the Parties (MOP's) to ensure that the Protocol would not inhibit trade.

GTA action: *GTA remains engaged in discussion on the Protocol through participation on the IGTC working group.*

NATIONAL WORKING PARTY ON GRAIN PROTECTION

The National Working Party on Grain Protection (NWPGP) is the body responsible for providing management and leadership to industry in the areas of grain storage, chemical use, market requirements and chemical regulations.

The annual conference of the NWPGP is a forum providing participants with the latest research and developments in the area of post-harvest storage and hygiene, chemical usage and outturn tolerances, international and domestic market requirements and regulations. It also discusses industry's performance in meeting market access requirements for chemical maximum residue limits over the preceding year.

GTA acts as the secretariat for the NWPGP and will continue to undertake this role during 2017/18. GTA further supports the NWPGP by co-ordinating their annual conference.

2017 Annual Conference

The NWPGP Annual Conference (known as the **Australian Grain Storage and Protection Conference**) took place in Melbourne on 7-8th June 2017 with over 140 delegates attending. Delegates came from the entire grain supply chain and included growers, storage and transport operators, end users, traders, researchers, product and chemical manufacturers and service providers, and government agencies. It also attracted several international delegates.

The conference program was diverse and included speakers covering:

- Updates on changing Market MRL requirements
- Industry performance in meeting market MRLs

- Latest Insect infestation trends
- Discussion on Pesticide residue violations
- The latest on using Grain protectants in combination with other treatments
- The revised Insect Resistance Management strategy
- Physical insect control method update
- Future research activities into storage practices

The NWPGP has formed a number of industry working groups and undertaken the following:

1. The Phosphine Resistance Management Strategy has been updated to refer to all treatments. It is now referred to as the **Insect Resistance Management Strategy** and is available on the GTA website for industry use. The strategy document is designed to increase the effectiveness and life of all grain treatments.
2. The phosphine label has been reviewed and a working group is currently developing a strategy for adoption of the recommendations arising from their review.
3. The **Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances** document which details the chemicals that are permitted for use post-harvest and applicable Maximum Residue Limits (MRLs) for various grain commodities out turned to Australian domestic or export markets has been updated and also placed on the GTA website for industry use.

The full list of outcomes from the Conference is available on the GTA website but in summary they included:

- Support for the Chair of the NWPGP to continue working with NRS to facilitate the establishment and or maintenance of overseas MRLs as requested by industry.
- Industry use of the Insect Resistance Management Strategy be encouraged in order to protect the currently available tools for insect control.
- Given that on-farm storage continues to increase, with a range of storage types used this season given the extensive tonnage harvested, industry is encouraged to communicate the advantages and disadvantages of storage of grain on-farm during the remainder of the year.
- Compliance with market MRLs remains at a very high level (99.9% for bulk export), as per recent seasons.
- Due to increased sampling requirements and financial pressures, the National Residue Survey Program's priorities have been reviewed and modified.
- The current NRS responsibility of providing market access advice and action to facilitate the establishment of overseas MRLs as requested by industry was fully supported.
- A range of MRLs for various commodities have been revised by Codex.
- A working group is to be established to develop a database of market gaps and export market issues and a further working group be established to address the issue of the reference to NRS results on marketing certificates, which the meeting did not endorse



AGIC Asia

AGIC Asia



AGIC Australia

AGIC Australia



AGIC Australia



Peter Reading, Lucy Broad & Chris Kelly



Keith Pitt MP



Graham Turley, Richard Goyder & Emma Alberici

AUSTRALIAN GRAINS INDUSTRY CONFERENCE



The Australian Grains Industry Conference (AGIC) continues to be a key activity for GTA each year with the annual program now expanded to include domestic and international conferences with the development the AGIC Asia program. While the annual Melbourne conference continues to attract delegates from right across the trade and supply chain, the AGIC Asia events have a core focus on end users in key Asian markets and delivers a more technically based program.

AGIC Australia – Melbourne, 25-27 July 2016

The 2016 Australian Grains Industry Conference was highly successful with over 800 delegates participating in conference activities at various stages over the three day; strong sponsor support; high level of media coverage; new look exhibition and a number of high level international and local speakers.

The 2016 Conference program was built around the theme of *“Sound Foundations: Fresh Horizons”* and featured a high level CEOs in Conversation session involving Emma Alberici in conversation with Richard Goyder, CEO Wesfarmers and Graham Turley, Managing Director Institutional Banking, ANZ. Emma also facilitated a panel session with Mark Palmquist, GrainCorp, Andy Crane, CBH and John McKillop, Hassad Australia.

The conference was opened by Keith Pitt, Assistant Minister for Trade.

AGIC continues to be the focal Australian grains industry event of the year and in addition to the Conference itself, a number of other industry organisations schedule meetings around the event. The Conference is a highly sought after venue for industry participants to network and hear from high quality experts present on key areas of interest and impact for their businesses. It also continues to grow as a key venue for exhibitors to access a targeted customer base.

AGIC is co-hosted by Australian Oilseeds Federation, Grain Trade Australia and Pulse Australia. GTA is the Conference Organiser.



AGIC Asia – Vietnam and China – March 2017 and Indonesia May 2017

GTA expanded its AGIC Asia program in 2017 with events in Vietnam (Ho Chi Minh City – 07 March), China (Shanghai – 09 March) and Indonesia (Jakarta – 16 May). This year's events built on the success of last year's conferences in Singapore and China. Attendance numbers also grew with 442 people attending the 3 events (up from 300 the previous year).

Asia is an extremely important and significant market for the Australian Grains Industry. Providing information and a clear and consistent message about the Australian industry, its quality and reliability is very important for all sectors of the Industry and particularly

for Australian grain growers. The theme this year was around Australia's value proposition comprising surety, reliability, reputation and confidence.

The inaugural events in Vietnam and Indonesia were well attended by flour and feed millers and reinforced the strong position that Australian grain holds in these markets. AGIC returning to China was strongly supported with a record attendance at the Shanghai event.

This year the program also featured roundtable discussions in Hanoi, Beijing and Jakarta. The Roundtables were the first such activities held by the GTA and were targeted at leveraging the AGIC Asia events to improve Government and industry relationships in key markets. The Roundtables have increased opportunities for trade facilitation, market access and promotion resulting in improved development of trade policy and communication between respective Asian and Australian industries at both a commercial and technical level.

The AGIC Asia conferences and Roundtables events are very valuable to supporting the maintenance and growth of these important markets for the Australian grain Industry.

**PLANNING IS UNDERWAY
FOR AGIC ASIA 2018.
THE PROGRAM WILL
AGAIN INVOLVE
HOSTING A SERIES
OF CONFERENCES
AND EVENTS IN KEY
LOCATIONS ACROSS THE
ASIA PACIFIC REGION.**

FINANCIAL PERFORMANCE & POSITION

[EXTRACT]

Financial policies

1. Adequate cash reserves will be maintained to conduct the operation of the business and complete the objectives detailed in this and subsequent Strategic Directions. GTA will maintain cash reserves equivalent to 75% of the budgeted expenses in any one year.
2. Membership fees will fund 'trade facilitation' products and services i.e. the GTA management team and Technical Committees; and
3. All industry support products will be offered to members at a fee that will encourage participation but which also reflects a reasonable return on funds invested by the broader membership.

Financial position

GTA recorded a surplus of \$50,635 with equity of \$870,963 and cash reserves of \$1,180,405 which falls within the cash reserves policy set by the GTA Board.

As a not for profit organisation, GTA cannot distribute profits or build excessive cash reserves.

The financial position as at 30 June 2017, allows the GTA Board to invest with confidence in services and products for the benefit of all members.

Major contributing factors to the financial accounts:

1. Funding provided by Dept. Agriculture & Water Resources (DAWR), through the Package Assisting Small Exporters, resulted in new services being provided for a large section of GTA membership. Whilst there was no financial gain from these activities, ultimately, all of industry will benefit from the provision of these services.
2. AGIC ASIA 2017 activities resulted in a surplus of \$15,000 against budget. This will assist with the expansion of activities in 2018;
3. Expenses to operate GTA were contained to essential services, resulting in a significant reduction against budget. Budget of \$1,094,208 and an actual of \$1,015,625.

The following information was extracted from the financial statements of Grain Trade Australia Ltd for the year ended 30 June 2017 and is included for information purposes only.

A complete set of financial statements and independent Audit Report issued by LBW & Partners, Chartered Accountants, can be accessed on the Grain Trade Australia website.

Statement of Profit or Loss and Other Comprehensive Income For the Year Ended 30 June 2017

	2017 \$	2016 \$
Revenue	2,281,919	2,024,746
Employee benefits expense	(607,440)	(706,723)
Depreciation and amortisation expense	(10,072)	(10,586)
Direct expenses – Conference	(537,025)	(651,789)
Direct expenses – Training & Development Program	(209,493)	(176,146)
Direct expenses – Arbitration	(34,687)	(10,050)
Direct expenses – Publications	(4,475)	(7,117)
Rental lease costs	(69,708)	(65,000)
Consultancy fees	(37,998)	(31,355)
Legal expenses	(12,680)	(13,989)
Printing and stationery	(20,045)	(24,324)
Travel and accommodation	(135,923)	(136,086)
Special projects	(419,288)	(75,648)
Website development	(5,067)	(28,795)
WQA expenses	(6,871)	(5,069)
Other expenses	(120,512)	(105,775)
Deficit before income tax	50,635	(23,706)
Income tax expense	-	-
Deficit for the year	50,635	(23,706)
Other comprehensive income for the year	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	50,635	(23,706)

Statement of Financial Position

As at 30 June 2017

	2017 \$	2016 \$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	562,653	393,385
Trade and other receivables	191,832	218,675
Other financial assets	629,800	629,800
Other assets	307,482	386,178
TOTAL CURRENT ASSETS	1,691,767	1,628,038
NON-CURRENT ASSETS		
Property, plant and equipment	12,334	17,473
TOTAL NON-CURRENT ASSETS	12,334	17,473
TOTAL ASSETS	1,704,101	1,645,511

LIABILITIES		
CURRENT LIABILITIES		
Trade and other payables	231,809	124,737
Provisions	31,990	37,883
Income in advance	553,479	468,371
TOTAL CURRENT LIABILITIES	817,278	630,991
NON-CURRENT LIABILITIES		
Provisions	15,860	11,398
TOTAL NON-CURRENT LIABILITIES	15,860	11,398
TOTAL LIABILITIES	833,138	825,183
NET ASSETS	870,963	820,328

EQUITY		
Retained earnings	870,963	820,328
TOTAL EQUITY	870,963	820,328

Statement of Changes in Equity For the Year Ended 30 June 2017

2017	Retained Earnings \$	Total \$
Balance at 1 July 2016	820,328	820,328
Surplus for the year	50,635	50,635
Balance at 30 June 2017	870,963	870,963

2016	Retained Earnings \$	Total \$
Balance at 1 July 2015	844,034	844,034
Deficit for the year	(23,706)	(23,706)
Balance at 30 June 2016	820,328	820,328

Statement of Cash Flows For the Year Ended 30 June 2017

	2017 \$	2016 \$
CASH FLOWS FROM OPERATING ACTIVITIES:		
Receipts from customers	2,454,862	2,350,626
Payments to suppliers and employees	(2,293,278)	(2,316,299)
Interest received	12,782	20,620
Net cash provided by/(used in) operating activities	174,366	54,947
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from disposal of property, plant and equipment	200	528
Purchase of property, plant and equipment	(5,298)	(2,471)
Additions to held to maturity investments	-	(100,000)
Net cash used in investing activities	(5,098)	(101,943)
Net decrease in cash and cash equivalents held	169,268	(46,996)
Cash and cash equivalents at beginning of year	393,385	440,381
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL YEAR	562,653	393,385

Members

Membership List as at 30 June 2016

ORDINARY MEMBER (TRADING)

Level A1 (over 7 Million Tonnes)

Co-operative Bulk Handling Limited
Glencore Grain Pty Ltd

Level A2 (5–7 Million Tonnes)

–

Level A3 (3–5 Million Tonnes)

ADM Trading Australia Pty Ltd
Cargill Australia Limited
Graincorp Operations Ltd

Level A4 (1.5–3 Million Tonnes)

Emerald Grain Pty Limited
Nidera Australia Pty Ltd

Level B1 (1.0–1.5 Million Tonnes)

Bunge Agribusiness Australia Pty Ltd
Louis Dreyfus Company Australia Pty Ltd

Level B2 (500,000–1 Million Tonnes)

Agrex Australia Pty Ltd
Broadbent CHS Pty Ltd
Cofco Agri Australia Pty Ltd
George Weston Foods Limited
Plum Grove Pty Ltd
Ridley Agriproducts Pty Ltd
Riverina (Australia) Pty Ltd

Level B3 (250,000–500,000 Tonnes)

Agracom Pty Ltd
AGRIGRAIN
Arrow Commodities Pty Ltd
Australian Grain Export Pty Ltd
Centre State Exports Pty Ltd
Chinatex Australia Pty Ltd
Lempriere Grain Pty Ltd
Riordan Grain Services
Robinson Grain Trading Co Pty Ltd
Special One Grain Accumulator
United World Enterprises Pty Ltd
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
Agmark Commodities
Agri Om Australia Pty Ltd
Agri-Oz Exports Pty Ltd
Agriex Australia Pty Ltd
Agrifoods Australia
Agromin Australia Pty Limited
AGT Foods Australia
Allied Pinnacle Pty Ltd
AMPS Agribusiness Group
Associated Grain
Auscott Ltd
Ausican Commodities
Australian Choice Exports Pty Ltd
Australian Grain Growers Co-operative Ltd
Australian Grain Storage
Australian Growers Direct Pty Ltd
Australian Mungbean Company Pty Ltd
Avigrain Produce
Baker Grain
Berrillock Grain Storage Co-Operative Ltd
BFB Pty Ltd
Blairs Produce Company
Blue Ribbon Seed and Pulse Exporters
Boort Grain Co-Operative
Broun and Co Grain Pty Ltd
Bungulla Farming Pty Ltd
C & S Trading Pty Ltd
C K Tremlett Pty Ltd
Cameron Pastoral Company Pty Ltd
Castlegate James Australasia Pty Ltd
Cleveland Agriculture
Coorow Seeds
COPRICE
Cremer Australia Pty Ltd
DA Hall and Co
Dalby Bio-Refining Limited
Dalgrains (Qld) Pty Ltd
Darwalla Milling Co Pty Ltd
Deacon Seeds Company
Deckert Group Pty Ltd
Defiance Maize Products Pty Ltd
Demeter Cormack Pty Ltd
Donnellons Bulk Haulage Pty Ltd
ED & F Man Grains Australia
East Coast Stockfeed Pty Ltd
Elders Grain
Export Trading Group Australia Pty Ltd
Feed Central Pty Ltd
Fellows Nominees

FertInvest Pty Ltd
Findlays Barellan
Fletcher International Exports Pty Ltd
FREE Eyre Grain Pty Ltd
Golden Harvest Grain Exports
Grain Direct Australia
Grain Link (NSW) Pty Ltd
Grain Link WA Pty Ltd
Grainforce Pty Ltd
Grainpro Pty Limited
GrainTrend Pty Ltd
Greentree Farming
GV Grain & Fodder
Hanlon Enterprises Grain
Harberger's Farm Supplies (Trading) Pty Ltd
Hassad Australia Operations Company Pty Ltd
Iloura Resources Pty Ltd
Independent Grain Handlers Pty Ltd
Irwin Stockfeeds
Itochu Australia Ltd
J K International Pty Ltd
J W Koek & Company
James Stock Feed and Fertilizer Pty Ltd
Jerilderie Grain Storage & Handling
KB Agri Services Pty Ltd
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
Lake Grain Pty Ltd
Lane Grain Pty Ltd
Laragon Almond Processors Pty Ltd
Laucke Flour Mills P/L
Lawson Grains Pty Ltd
LDC Enterprises Australia Pty Ltd
LPC Trading Pty Ltd
Malteurop Australia Pty Ltd
Matthews Transport and Grain Traders
Max Grains Pty Ltd
MC Croker Pty Limited
McNaughts Grain & Fertilizer Pty Ltd
Melaluka Trading Pty Ltd
Mellco Pty Ltd
Moulamein Grain Co-Operative Ltd
Mountain Industries Pty Ltd
Moxey Farms Pty Limited
MSM Milling Pty Ltd
Murrumbidgee Grains Pty Ltd
Namoi Cotton Co-Operative
Nandaly Grain Co-Operative Ltd
Network Grains Pty Ltd
Newcastle Agri Terminal Pty Ltd
Northern Riverina Grains Pty Ltd
OOMA Enterprises NSW Pty Limited

Origin Grain Pty Ltd
 PB Seeds Pty Ltd
 PeaCo
 Pearson's Grain Pty Ltd
 Peters Commodities Pty Ltd
 Phoenix Global Australia Pty Ltd
 Premium Grain Handlers P/L
 Preston Grain
 Pulse Association of the South East (PASE) Inc
 Quadra Commodities Pty Ltd
 Quattro Ports
 Quirindi Grain & Produce
 Reid Stockfeeds Pty Ltd
 Rhodium Resources Australia Pty Ltd
 Rivalea (Australia) Pty Ltd - Animal Nutrition
 Riverina Oils & BioEnergy Pty Ltd
 Roty Grain Store
 Ruddenklau Grain Pty Ltd
 Rural Logic (Aust) Pty Ltd
 SANWA Pty Ltd
 Seedhouse Tasmania
 Shannon Bros Bulk Haulage
 Silo Bag Grain (NSW QLD) Pty Ltd
 Societa Cofica Pty Ltd
 Southern Ark Storage Pty Ltd
 Southern Cotton Trading Pty Ltd
 Southern Cross Agricultural Exports P/L
 Southern Grain Storage Pty Ltd
 Southern Stockfeeds (Operations) Pty Ltd
 Spagrimon Australia Pty Limited
 Standard Commodities Australia Pty Ltd
 Sumitomo Australia Pty Ltd
 Summer Hill Grains
 SunPork Farms Feed Mills
 Tasmanian Agricultural Producers Pty Ltd
 TSS Grain
 Thallon Grains Pty Ltd
 Twynam Pastoral Company
 Unigrain Pty Ltd
 Unique Grain Management Pty Ltd
 W B Hunter Pty Ltd
 Ward McKenzie Pty Ltd
 WHG Oceania Pty Ltd
 Whyalla Beef Pty Ltd
 Wilken Grain
 Wimpak Pty Ltd
 WW Agri Pty Ltd
 XLD Grain Pty Ltd
 Yenda Prods Grain Pty Ltd

TRANSPORT OPERATOR

Gehrke Grains and Transport Pty Ltd
 Hamilton Contracting (NSW) Pty Ltd
 Wakefield Grain Export Services

BROKER

Medium

Fox Commodities
 Grain Brokers Australia
 Horizon Grain Brokers Pty Ltd
 Igrain.com.au Pty Ltd
 INTL FCStone Pty Ltd
 McDonald Pelz Australia
 Perkins Commodity Brokers
 Teague Australia Pty Ltd
 Southern Aurora Markets

Sole Operator

A C Grain
 ACCB Australia
 AgLink - CMS
 Allied Grain Pty Ltd
 Cereal Milling Services Pty Ltd
 Cogeser (Australia) Pty Ltd
 Farm Tender
 Knight Commodities
 Link Brokering
 Lotema Pty Ltd
 Mallon Commodity Brokering
 Quest Commodities Pty Ltd
 Shearwater International Pty Ltd
 Wimmera Mallee Grain Services
 Woodside Commodities Pty Ltd

CORPORATE

Large

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

Medium

Agfarm Pty Ltd
 Agrifood Technology Pty Ltd
 Agrisk Management Pty Ltd
 AMSPEC
 Australian Superintendence Company
 Commodity Inspection Services
 (Australia) Pty Ltd
 Foss Pacific Pty Ltd
 Holding Redlich
 Holman Fenwick Willan
 Intertek
 Merricks Capital Pty Limited
 NZX Australia (ACF, PFA)
 SBA Law
 SGS Australia Pty Ltd

Small

Advance Trading Australasia
 Ag Scientia Pty Ltd
 AvantAgri Australia Pty Ltd
 Clear Grain Exchange
 CloudBreak Grain Marketing Pty Ltd
 Basis Commodities Pty Ltd
 Delta Agribusiness Pty Ltd
 Direct Commodities Pty Ltd
 EP Integrated Commodities Pty Ltd
 Farmanco Marketing Pty Ltd
 FarMarCo Australia Pty Ltd
 Finesse Solutions Pty Limited
 Flexi Grain
 Goldstar Commodities
 Grainx
 HarvestCheck Pty Ltd
 Hay Plains Grain Storage Pty Ltd
 IKON Commodities Pty Ltd
 MarketAg Pty Ltd
 McMullen Consulting Pty Ltd
 Mirfak P/L
 Murray Goulburn Trading Pty Ltd
 OMIC Australia Pty Ltd
 Perten Instruments Australia Pty Ltd
 Pinnacle Commodities Pty Ltd
 Planfarm Marketing Pty Ltd
 Primal Foods Group
 Rise Agribusiness Pty Ltd
 Rural Directions Pty Ltd
 SGA Solutions Pty Ltd
 TE Storage & Logistics Pty Ltd
 Ten Tigers

INTERNATIONAL AFFILIATE

CIS - Commodity Inspection Services
 CCIC Australia Pty Ltd

INDUSTRY ASSOCIATION

Grain Growers Limited
 Grain Industry Association of WA
 Grain Producers Australia Ltd
 NSW Farmers Association
 Victorian Farmers Federation

MERCHANT ASSOCIATION

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

LIFE MEMBERS

Mr Mervyn May
 Mr Christopher Kelly
 Mr Geoff Honey (*Posthumously awarded*)



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