



# ANNUAL REPORT 2024/25



GRAIN TRADE  
AUSTRALIA

# INDUSTRY DRIVEN SELF-



## GTA CONTRACTS SUPPORT TRADE

- Free on Board (FOB) Contract (GTA No.1)
  - Track Contract (GTA No.2)
  - Contract Confirmation (GTA No.3)
- Delivered Container Terminal (DCT) Contract (GTA No.4)
- Cost Insurance Freight Contract (Containers) (GTA No.5)
  - Grower Contract (GTA No.6)
- Grain Transport Contract & Free on Rail Contract (GTA No.7)
  - Commodity Vendor Declaration
  - Storage and Handling Agreement
    - Grain Transport Contract
- Voyage Charterparty - AusGrain 2015
  - Agent Contract Note
  - Broker Contract Note
  - Truck Prior Load Declaration

## WORKING ACROSS THE

# REGULATORY FRAMEWORK



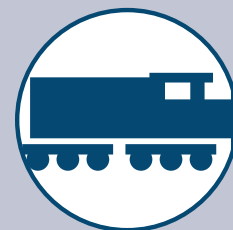
TO EXPORT & DOMESTIC MARKETS

SUPPORTED BY:

- GTA Trade Rules
- Dispute Resolution Services (Arbitration)
  - Grain Trading Standards
- Australian Grain Industry Code of Practice
  - Transport Code of Practice
- GTA Technical Guideline Documents
  - Trade & Market Access Initiatives
- Australian Grain Industry Conferences (Australia & Asia)
- National Working Party on Grain Protection (NWPGP) & Australian Grain Storage & Protection Conference
- Training & Professional Development Programs
  - Industry Stewardship & Capability
  - Industry Fact Sheets
  - Safety Guidelines

ENTIRE SUPPLY CHAIN

# CONTRIBUTING VALUE TO THE



## **Australian Grain Industry Conference (AGIC) Asia**

Two in-person conferences held in Thailand and China showcasing the Australian grain industry to over 600 delegates.

AGIC Roundtable events held with Thai and Chinese officials and supported by local Australian Embassy staff.

## **Australian Grain Industry Conference (AGIC) India**

Held the inaugural AGIC India event, promoting a strategic partnership approach that contributes to and collaborates with India's grain, food, and beverage sector.

Held AGIC Roundtable events with key Indian officials and stakeholders, supported by local Austrade and Australian Embassy staff.

## **GTA Trading Standards**

Developed by the GTA Standards Committee, following industry consultation conducted annually. The Trading Standards are developed with primary objectives to reflect customer requirements, meeting regulatory requirements, and the capability of production sector and supply chain. Aligned to GTA standard form contracts and have widespread domestic & international recognition.

## **Publications**

- Visual Recognition Standards Guide
  - a photographic and written national standard of all major grain defects
- Seed Impurities of Grain Identification Guide
- Australian Grains Industry Code of Practice
- Grain Transport Code of Practice
- Technical Guideline Documents
- GTA Member Updates
- GTA Industry Fact Sheets
- Grain Matters (newsletter)
- Grower Guide to using Grain Contracts
- Standards for Empty Shipping Container Inspection
- GTA Market Notifications
- GTA Safety Guidelines
- Common Industry Varietal Code Master List
- Australian Grain Supply Chain ESG Credentials
- Grain Industry Stewardship Framework for New Technologies
- Emerging Technology Roadmap.

## **Industry training**

- Training and professional development unique to Australia's grain industry.
- National approach to Grain Trading Standards training to ensure consistency in testing and classification of Australian grain & oilseeds.
- Building grain industry's capability.

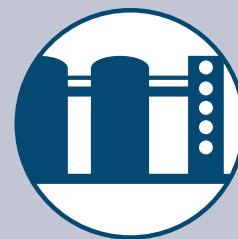


**GRAIN TRADE  
AUSTRALIA**

# WORKING ACROSS THE



# GRAIN INDUSTRY SUPPLY CHAIN



## National Working Party on Grain Protection

Ensuring Australia's zero tolerance to live grain insects.

## GTA supports the work of the National Residue Survey (NRS)

Adherence to domestic and export Maximum Residue Limits for chemicals.

## Australian Grain Industry Code of Practice (the "Code")

- All GTA Members must adhere to the Code
- Grain Transport Code of Practice
- Code Assessment Program
- Technical Guideline Documents
- Recognised by Industry and Governments
- Only major grain exporting country with an Industry accepted Code.



## Industry Developed and Driven Self-Regulatory Framework

- Grain Trading Standards
- Standardised Grain Contracts
- Trade Rules
- Dispute Resolution and Arbitration
- Formal Complaints Handling
- Industry focused Stewardship including Code of Practice and Training and Development.

## Member

- DAFF - Grains & Plant Products Export Industry Consultative Committee (GPPEICC)
- National Measurement Institute - Grain Quality Measurement Committee
- ACCC Agricultural Consultative Committee
- DAFF - Bulk Import Grain & Meal Industry Consultative Committee (BIGMICC)
- Agricultural Biotechnology Council of Australia (ABCA)
- International Grain Trade Coalition (IGTC)
- DFAT Peak Bodies Stakeholder Forum
- DAFF - Wheat Port Code Review Reference Group
- NSW Grain Harvest Transport Program
- Australian Agricultural Traceability Governance Committee (AATGC)
- APVMA Stakeholder Consultative Group.

# ENTIRE SUPPLY CHAIN

# GRAIN TRADE AUSTRALIA

## KEY ATTRIBUTES

### Industry driven Self-Regulatory Framework

GTA works on behalf of its members and industry to deliver core products and services that facilitate trade and support the industry driven self-regulatory framework.

### Making it easier

The provision by GTA of *Grain Trading Standards, Trade Rules, Contracts*, Reference Data and industry process provides and adds value to industry to enable smooth facilitation of trade within the Australian grain industry, at the same time ensuring confidence in commercial dealings by providing legal rigour and a cost-effective Dispute Resolution Service.

### 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.

### Informing industry

GTA provides information to industry participants of the latest trade developments and tools through regular updates, educational programs, and representation in domestic and global industry/Government discussion.

GTA communicates with its members on important industry related issues via GTA Member Updates and a monthly Grain Matters (newsletter), as well as disseminating broader market related matters via GTA Market Notifications. All these communications are openly available and retained under the News section on the GTA website ([www.graintrade.org.au](http://www.graintrade.org.au)).

### Strategic Direction

GTA's *Strategic Activity Plan* document is released each year. This is a "road map" that details the activities GTA will undertake on behalf of members to improve facilitation of trade and strengthen the Australian grain value chain.

### Strategic Leadership

GTA has developed a comprehensive report on *Modernising the grain supply chain*. This report provides a comprehensive strategy for development of the grain supply chain to ensure its competitiveness and efficiency through to 2030.

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

### Industry Outcomes

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

The following reflect the industry outcomes that GTA delivers and influences through its activities:

- A well-informed industry - decisions based on sound data and research.
- A better skilled industry - high performance levels.
- Access to more effective tools and processes.
- A more harmonious and co-operative environment - a common and clear commercial focus, balanced with a wider community and Environmental, Social and Governance focus and responsibility.
- Enhanced innovation and leadership - ensuring new ideas and challenges are welcomed, discussed openly, and advanced as appropriate.
- An industry that is self-reliant and responsible for actions (industry stewardship), whilst achieving Government engagement where common industry good outcomes are justified and necessary.

### Critical Success Factors

GTA must deliver:

- **Harmonised trading products and services** - commercial risks are lowered, capital is attracted, and transparency is enhanced. A suite of tools to enable trade to occur efficiently and seamlessly - reduced risk and low-cost transactions are critical to maintain global value chain competitiveness.
- **Training & Development Programs** - that enhance the skills of industry participants - GTA delivers training programs that develop and enhance the capability of GTA members and the Australian grain industry.
- **Knowledge sharing** - communicating the grain industry and GTA vision is critical to industry stewardship and 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 budget and financial policies of GTA.
- **Partnerships with industry participants** - including Government and agencies, production sector and international counterparts are important to building support for efficient trade facilitation. Partnerships are a critical component of success.

# GTA ANNUAL REPORT 2024/25

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# CHAIR'S REPORT

I am pleased to present the 2024/25 Annual Report as Chair of Grain Trade Australia (GTA). GTA remains the focal point for the commercial grain industry within Australia, facilitating trade and providing leadership, advocacy, and an industry-driven self-regulatory framework. This framework encompasses the *Australian Grain Industry Code of Practice*, *Trading Standards*, *Standard Form Contracts*, *Trade Rules*, arbitration and dispute resolution, training and development, and advocacy. It underpins an efficient, equitable and open trading environment.

The 2024/25 season delivered strong results, with 64.5 million tonnes of grain produced, the third largest on record and exports of 42 million tonnes, with an industry valued at A\$26 billion. GTA members managed the risk involved in acquiring, storing and executing sales to domestic and international demand points while maintaining quality and food safety along the supply chain. The capacity and capability of the supply chain were challenged in some states because of the large production and demand. The Australian supply chain's continuing ability to manage recurring years of near record production reinforces the importance of GTA's role in providing an industry driven self-regulatory framework and the suite of supporting tools.

The industry continues to evolve and seek greater productivity and better ways to operate. In October 2024, GTA partnered with the Australian Oilseeds Federation (AOF) to deliver AOF functions following the retirement of AOF CEO Nick Goddard. This partnership enables AOF to operate through a more streamlined and efficient model, providing maximum value to AOF members while ensuring the continuation of the broader work of supporting AOF members, Sustainable Grain Australia activities, and the wider oilseed industry.

GTA commenced a project to review, update and revise the *Australian Grain Industry Code of Practice* (Code) in late 2024 to ensure the Code's continued improvement, relevance and integrity for the grain industry. Last reviewed in 2018, the Code is undergoing a full industry consultation and a comprehensive review.

GTA continues its efforts to integrate reliable, cost-effective technologies into the grain supply chain. An example is technology that provides machine-aided varietal purity assessment, particularly for malt barley. To support the introduction of new technology, GTA's Technology Sub-



GTA Chair Andrew Goyder

Committee developed a draft protocol for evaluating varietal purity assessment technologies across all grain types, ensuring they meet industry standards for accuracy and reliability. A trial of one such technology took place in February 2025. Grain Varietal Purity specifications are included in certain *GTA Trading Standards*.

Work is also underway on a similar protocol for technology that uses digital images to assess defect and contaminants. The process will enable GTA's Trading Standards Committee to verify and support specific equipment for potential use across the supply chain.

Alongside this work, GTA and the Department of Agriculture, Fisheries and Forestry (DAFF) are collaborating on the Grain Storage Assets and Management Standard (GSAMS), a new, auditable standard designed to enhance customer confidence and competitiveness across the supply chain. Developed for both domestic and export pathways and based on the *Australian Grain Industry Code of Practice*, GSAMS sets clear, consistent requirements for sampling, handling, storage, and treatment. For export-registered establishments, DAFF intends to integrate GSAMS into its regulatory framework, replacing some departmental audits

## GRAINS AT A GLANCE<sup>1</sup>

	2021/22	2022/23	2023/24	2024/25	2025/26	5 yr Avg
Production	68,046	73,877	51,613	64,498	59,235	63,582
Industry Value (FOB) <sup>1</sup>	28,210	33,064	21,697	25,838	23,975	25,450
Domestic Demand <sup>2</sup>	15,860	15,330	14,985	15,130	15,285	15,401
Exports	45,061	53,585	43,699	41,664	42,072	43,501
Export Value (FOB)	23,708	30,924	22,467	21,447	20,911	22,319

Source: ABARES, USDA.

<sup>1</sup> Includes cereals, oilseeds, oilseed products and pulses; excludes Rice.

<sup>2</sup> Wheat, barley, sorghum, canola.



HFW

The Australian  
Grains Industry  
Conference

ANZ

The Australian Grains Industry Conference  
**2024**

Lectrum

The Australian Grains  
Industry Conference

**2024**



and streamlining Authorised Officer training for adopters. Supported by industry training, third-party auditing, guidance materials, and regulatory oversight, GSAMS will provide assurance that legal, regulatory, and operational standards are met. Final arrangements will be completed in 2025. Communications and industry briefings are planned to support voluntary adoption.

In November 2024, GTA's CEO Pat O'Shannassy was elected President of the International Grain Trade Coalition (IGTC). This reinforces Australia's leadership in global grain trade and GTA's commitment to a robust, rules-based framework is essential for global food security.

In his role as President, Pat will lead collaboration to address key global trade challenges, strengthen supply chain resilience, and advocate for frameworks that benefit producers, exporters, and consumers.

GTA has been an active IGTC participant for over a decade, ensuring Australian grain industry priorities are heard internationally and helping secure equitable market access for members. This ongoing engagement underpins GTA's dedication to supporting our members through international advocacy and strategic global partnerships.

March 2025 saw record attendance at AGIC Asia events in Thailand and China, under the theme *Shaping the Future through Quality, Insight and Confidence*. 2025 also saw the inaugural AGIC India event. These conferences provided

opportunities for the Australian grain industry to engage directly with customers, strengthen partnerships, and build mutual understanding across key markets.

Following AGIC Asia, GTA reinforced its strategic partnership approach with China, Australia's largest grain export market, by leading industry Roundtable sessions in Beijing. Supported by Australian Government representatives, these sessions brought together industry, Government agencies, and trade officials to deepen relationships, exchange market insights, and identify new collaboration opportunities.

China remains an important market for Australian malting barley, with a stable malt demand of 2-3 million metric tonnes, while Australian wheat, feed barley and sorghum retains strong demand in China.

GTA presented at the COFCO Wheat Millers Conference, reinforcing confidence in Australia's quality assurance systems, grain quality, and supply chain reliability. Discussions with Chinese industry and Government representatives highlighted strong ongoing demand for Australian wheat despite economic headwinds. GTA's active participation in initiatives such as the 2nd APEC Seminar on Digitalisation and Innovation in Food Supply Chains and the Austrade China Grains Mission further supported technology sharing, industry collaboration, and expanded market access for Australian grain in China.

Building on this foundation, GTA also deepened its strategic engagement with India, strengthening ties between the Australian grain industry and one of the world's fastest-



growing agricultural markets. Working closely with DAFF and the Department of Foreign Affairs and Trade (DFAT), GTA focused on identifying mutually beneficial opportunities that support trade and investment. With the Australia-India Comprehensive Economic Cooperation Agreement (CECA) progressing, GTA's efforts are centred on enhancing grain trade flows, market access, and industry collaboration.

A strong focus on environmental sustainability is critical and remains a core imperative for GTA. This focus must be grounded in robust, science-based evidence and supported by thorough analysis to ensure sound decision-making. Currently, multiple chemical reviews and fumigation protocol studies are underway, each with the potential to significantly influence industry practices and market access. It is essential that GTA provides active stewardship throughout these processes to ensure that outcomes are proportionate, practical, and reflect a balanced consideration of environmental, commercial, and operational realities. This stewardship role extends into crop breeding, where exciting advances in technology are creating new opportunities for productivity and quality. GTA has a responsibility to support the progression of these innovations while safeguarding, mitigating potential for trade disruption and enhancing the global reputation of Australia's grain for quality, safety, and performance.

GTA continued to focus on industry capability and inclusion. In December 2024, the results of the Diversity, Equity and Inclusion (DEI) Survey were released. Conducted by GTA on behalf of the Australian grain industry, the survey provided the first formal insights into the make-up of the grain trade workforce and how GTA members are managing DEI within their organisations.

The results showed that men comprise 61% of the grain industry workforce and women 39%, with 25% representation in executive management roles.

The GTA Five Under 30 mentoring program entered its second year, attracting and developing emerging leaders with the support of members who generously contribute their time and expertise in mentoring the Five Under 30 participants.

The year also saw the successful launch of GTA's new website. It was a significant undertaking to ensure members can continue to access critical industry information on a modern, user-friendly platform.

In policy and advocacy, GTA represented members in the review of the Bulk Wheat Code





of Conduct (WPC) through submissions and participation in the DAFF Review Reference Group. GTA's position remains clear: there is no evidence of market failure warranting increased regulation, and we continue to advocate for self-regulation as the most effective approach. GTA, through an industry Working Group, has commenced considering the elements of an industry Port Protocol to form the basis of engagement with the Government.

The key to GTA's success, now and into the future, remains the support and dedication of the skilled and knowledgeable industry participants who generously volunteer their time and expertise. As members of GTA Technical Committees, Sector Councils, Industry Working Groups and as Arbitrators, their efforts drive both our organisation's success and the industry's enduring "can do" culture. I also acknowledge and thank the GTA Board for its strategic leadership and guidance, provided voluntarily, which continues to underpin the organisation's direction and impact. It was a great pleasure at AGIC 2024, to present GTA Life Membership to Geoff Farnsworth and Lyndon Asser who have and continue to make exceptional contributions to GTA and our industry.

The grain industry is a mature and progressive sector in Australian agriculture. GTA works collaboratively across the grain sector and with all levels of Government, fostering a collegiate approach that delivers cross-industry value. This approach encourages open engagement, informed

discussion, and cooperative problem-solving, resulting in well-considered outcomes that benefit the entire supply chain.

In May, I advised the GTA Board of my intention to retire as Chair at the AGM in October 2025, concluding a term that began in October 2018 and followed four years as an elected Director representing Level C Members. It has been an honour and a privilege to serve this fantastic organisation, GTA members and the broader grain industry, and to advocate for the interests of our members.

I wish to thank all our members, GTA staff, and volunteers for your hard work and support, and I am absolutely confident that GTA remains in strong hands and has a great future ahead.

Yours sincerely,

Andrew Goyder  
Chair - Grain Trade Australia



# OUR VISION & MISSION

## OUR VISION

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

## OUR MISSION

To facilitate and promote 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 including production through to domestic consumers and exporters. GTA members are involved in grain trading & marketing, grain storage, logistics, and food and feed processing.

GTA also attracts membership from organisations that support the value chain in related commercial activities such as banking & financial services, communications, grain advisory services and professional services (legal, IT services and accountancy) and production sector groups.

### Our values

#### GTA will:

- Represent, advocate, and focus on the interests of its members.
- 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 and processes 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 activities

- **Grain Trading Standards** - development and the ongoing maintenance of grain *Trading Standards* that reflect customer requirements, as well as supply-chain and production capabilities.
- **Grain Trading Contracts and Trade Rules** - that ensure legal rigour to commercial grain trading activities.
- **Dispute Resolution Services** - underpin contractual arrangements and instils value by ensuring confidence to participate in the Australian grain industry.
- **Trade and Market Access** - engaging with policy makers and industry to ensure fair and equitable trade policy and systems for improved market access into domestic and global markets and promoting the grain industry self-regulatory approach in international markets.
- **Industry Stewardship and Capability** - a determination to increase capability within the grain industry by provision of the *Australian Grain Industry Code of Practice* together with environmental, safety and market-based Training & Development Programs.

GTA's expansive products and services provide strong foundations to an industry that has pride in its ability to develop and implement a self-regulatory framework for the grain industry and to develop policy settings and processes.

This approach is supported and demanded by consumers of Australian grain, GTA members, industry participants, Government and its related agencies.

GTA members look to GTA to continually reassess and develop additional capacity and capability.

- 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 value to their commercial activities.
- GTA is judged on 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 mindful of policy settings and factors in the external business environment that impact both the Australian grain industry, GTA and its operations; and
- Operate within the confines and needs of members and the immediate business environment in which GTA operates.

# HIGHLIGHTS OF 2024/25

## Strategic Direction

### PUBLICATION

- GTA Strategic Activity Plan 2024/25
- Visual Recognition Standards Guide 2024/25
- Arbitration Award Summaries
- 29 GTA Member Updates
- 6 GTA Market Notifications
- 11 Grain Matters (newsletter)
- Revised GTA Trading Standards & Outturn Tolerances
- 2024/25 GTA Location Differentials
- Diversity, Equity and Inclusion (DEI) Survey results.

### ACTIVITIES

- New GTA website launched
- 5 Conferences delivered face-to-face with virtual access
- 33 workshops delivered with 501 students
- 2 Sorghum & Fumigation Information sessions, with over 180 attendees
- 60+ Technical Committee and Industry Working Group meetings
- 20 Industry submissions lodged
- AGIC Australia, Asia & India conference events
- Australian Grain Storage and Protection Conference
- Updated the Common Industry Varietal Code Master List
- Review of industry Standard Data Formats and GTA receival site codes
- Represented industry at the peak industry/Government level:
  - Bulk Import of Grain & Meal Industry Consultative Committee
  - Grain and Plant Products Export Industry Consultative Committee
  - ACCC Agriculture Industry Consultative Committee
  - Australian Agricultural Traceability Governance Committee (AATGC)
  - DFAT Peak Bodies Stakeholder forums.

## Vital Signs

### FINANCIAL PERFORMANCE

- Profit of \$475,246
- Equity of \$3,171,284
- As a not-for-profit organisation, GTA cannot distribute profits
- GTA is operating within its Cash Reserves Policy
- Membership fees fund core activities, i.e, Technical Committees, Trade and Market Access Activities and industry advocacy.

### MEMBERSHIP

- 290 members on 30 June 2025 (2024: 289).

## Trade Facilitation Products and Services

### TRADING STANDARDS COMMITTEE

- Grain Trading Standards
- Continued to discuss AWW Class and to prepare for advancement in gene editing technology
- Considered a variation to the method to measure defects – ‘% by count’
- Reviewed the AGPI Falling Number count
- Annual Trading Standards review
- Review of Johnson Grass/Columbus Grass allowances in Sorghum Trading Standards
- Continued the integration of the Pulse Trading Standards into GTA's suite of Trading Standards. Integration included further refinement of the reformatting the Pulse Standards documents into the GTA format
- Review and publication of the Grains Australia Wheat Varietal Master List
- Released Trading Standards for Wheat, Barley, & other cereals
- Comprehensive review and re-published of the Visual Recognition Standards Guide (VRSG)
- Input into the APVMA Fenitrothion review
- Multiple Sub-Committees and Working Groups involved in ongoing reviews of various Standards issues including:
  - Technology – Management of the Grain Assessment Technology Standard and the Grain Variety Assessment Standard Projects
  - Performed a Pilot program to assess a commercial provider's varietal assessment technology
  - Continued engagement with the GRDC regarding its project to review Vacuum Probe efficacy
- Work on integration of AI based technology into grain supply chain and grain assessment process.

## Commerce Committee

### CONTRACTS & TRADE RULES

- Member Updates and Submissions on Location Differentials, Trade Rules and Standard Form Grain Contracts
- Location Differentials for 2024/25 season
- Considered Port Reform and port transport fees and GTA activity to position industry
- Provided input and direction into GTA activity and role on the industry Reference Group established to work with DAFF on the review of the Wheat Port Code
- Established a Working Group to progress the development of a draft Port Protocol for consideration by industry and Government as a potential industry designed replacement for the Wheat Port Code
- Coordinated the industry process in the DAFF/industry discussion on protocols and arrangements for mandatory import country fumigation within the container supply chain
- Commenced a review to progress guidance and a standardised process for dealing with grain deliveries that breach chemical levels including phosphine safe work limits
- Continued a review and provided direction into proposed changes to the port services arrangements due to a Australian Institute of Marine Surveyors Guidance Note
- Reviewed and introduced domestic market regions in NSW.

## Trade & Market Access Committee

Consult with and advise industry & Government on:

- Active engagement with India and Government into the India-Australia Strategic Grain Partnership including running an Agri-Tech Forum in India
- Convened the inaugural AGIC India
- Advocated to the Government seeking funding for trade programs and the DAFF Agricultural Counsellors
- Continued to engage with industry to progress State or Port Zone samples that are deemed representative of the grain to be exported to reduce exporters cost
- Continued work on tolerances for Quarantine Contaminants
- Continued focus on Non-Tariff Measures (NTMs) Report and regional initiatives
- Input into the APVMA Review and redesign including engagement on a GTA submission
- Provided key input into the China-Australia Strategic Grain Partnership
- Engaged in the review of Sustainable Funding of DAFF
- Continued focus on Port reform
- Engaged across industry on Environmental Social and Governance Credentials and GHG reporting
- Submission into the United Arab Emirates Comprehensive Economic Partnership Agreement
- China GACC Regulation changes – Sorghum Import Permits
- WTO – Global Food Security and Grain Trade forum
- IGC Conference participation
- Presented to IGC General Assembly
- Input into the DAFF Market Coordination and Strategy market prioritisation strategy
- Input into the GTA Technology Stewardship Framework
- Supported a submission by GTA and direction on the low carbon liquid fuels (LCLF) industry and established a GTA Principles document relating to LCLF
- Engaged in discussion and undertook a submission on DAFF's regulatory service delivery
- Provided input into the establishment of a Protocol for Australian wheat imports into Indonesia
- Supported GTA members having a role on the proposed Australian National Food Council.

## Transport, Storage & Ports Committee

- Government and industry project to review bulk vessel inspections
- Continue to provide grain industry input into the National Heavy Vehicle Regulator review of the Transport Master Code
- Review and input into the DAFF Import Consultative Committee and procedures for the import of whole grain and protein meals
- Initiated a project to assist and improve the reduction in export non-conformance notices and issues with the export certification process
- Supply chain input and support to new breeding technology frameworks whilst managing supply chain and market risk
- Ongoing focus to review operational supply chain issues associated with the export and domestic delivery programs

- Considered efficiencies that would support the supply chain capacity for export of chickpeas and meet the increased demand from India
- Provided direction to GTA's activities into the container terminal fees and Port Reform
- Continue to engage and provide input into the Australian Government Maritime Fleet strategy and a review of the Coastal Trading Act
- Advocated to DAFF and managed the implementation of changes to the process for import country mandatory fumigation of grain
- Stewardship of the GTA/DAFF joint project - Grain Storage Asset Management Standard (GSAMS)
- Provided supply chain expertise to support industry discussion on LCLF
- Continued a review and the provision of direction into proposed changes to the port services arrangements due to an Australian Institute of Marine Surveyors Guidance Note
- Provided guidance to a GTA submission into the Australian anti-fouling and in-water cleaning guidelines
- Engaged on the Safe Work Australia forthcoming changes to phosphine fumigation safe work limits.

## Plant Breeding Innovation Committee

- Promotion of the Grain Industry Technology Stewardship Framework for Technology
- Considered GMO and GE grain variety developments and the potential trade and supply chain impacts
- Ongoing response to FSANZ Proposal P1055 – Definitions for Gene Technology and new Breeding Techniques
- Global Initiative on Low Level Presence (GLI)
- Considered recent breeding initiatives and cross industry discussion to support technology
- Ongoing monitoring and input into the EU Policy direction.

## Information Technology Advisory Committee

- Industry Standard Reference Data for all major data codes including the provision of standardised receival site codes
- Common Industry Varietal Code Master List for 2024/25
- Forum for discussion on data and cyber security
- Promotion of the Grain Industry Technology Roadmap
- Alignment to international groups and goal of harmonisation of process and transactions
- Input into the GTA/DAFF joint project Grain Storage Assets & Management Standard (GSAMS)
- Prioritisation of industry technology improvements and standardisation
- Input into the DAFF Agricultural Traceability Branch project to identify improvements to cross-commodity traceability, data-led decision making, emerging standards, regulations and compliance, data collection and barriers to market access
- DAFF system consultation including PEMS, NexDocs & e-Phyto

- Considered the impact on industry from the establishment of a European Union Database for Biofuels
- Facilitating technology improvements and adoption in the supply chain including Industry Government Collaboration on Digital Image Analysis
- Promotion of the Grain Industry Technology Stewardship Framework for Technology
- Released an Industry Call for Consultation on IT Initiatives.

## Domestic Sector Council

- A joint Government and Sector Council Industry Consultative Committee and Working Group with the task of reviewing the process associated with the importation of whole grain and plant protein meal to seek efficiency and reduce the time from application to completion of the import permit
- To assess technology proposed as a field reference method for barley variety assessment
- Input into discussion on the proposal to establish industry protocols for the management of trucks rejected due to high phosphine readings
- The development of a principles document to provide guidance to industry in relation to low carbon liquid fuels (LCLF)
- The establishment of market regions for contractual simplicity in NSW.

## GTA Training & Development Program

- Training continued face-to-face and via Zoom
- GTA held 33 courses, with 501 students (198 of these students participated in the online training modules - Chain of Responsibility and Grain Sampling)
- GTA delivers in-house training which can be adapted for organisations that have a number of staff requiring upskilling in specific areas. This has proven to be successful in meeting individual organisations staff training and professional development goals.

## Australian Grain Industry Code of Practice (Code)

- A demonstration of an industry committed to meaningful self-regulation
- Online Code of Practice Assessment Program available to demonstrate knowledge and understanding of the Code
- Technical Guideline Documents to assist industry participants to adhere to the requirements as set out in the Code
- Grain Transport Code of Practice
- Online Transport Chain of Responsibility module
- Online safety & sampling training
- Adherence to the Code is mandatory for all GTA members.

## National Working Party on Grain Protection (NWPGP)

- The primary industry body responsible for providing management and leadership to industry in the areas of post-harvest storage, chemical use, market requirements and chemical regulation

- 52nd National Grain Storage and Protection Conference held in June 2025
- Continued GTA administrative support of the NWPGP
- Publication of the Australian Grain Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances 2024/25.

## Advocacy

### DOMESTIC

- Trade Minister
- Agriculture Minister
- DAFF - export inspection & certification processes and trade and market access
- DAFF - domestic issues
- Australian Pesticides and Veterinary Medicines Authority (APVMA)
- Food Standards Australia New Zealand (FSANZ)
- CropLife Australia
- Office of Gene Technology Regulations (OGTR)
- Department of Transport and Infrastructure
- Department of Industry, Innovation and Science
- Department of Home Affairs
- Department of Treasury
- Australian Securities & Investment Commission
- National Measurement Institute (NMI)
- National Heavy Vehicle Regulator
- Australian Competition & Consumer Commission
- Austrade
- Productivity Commission
- State Merchant Associations
- Australian Seeds Federation
- Australian Oilseeds Federation
- Australian Export Grain Innovation Centre (AEGIC)
- Australian Crop Breeders
- Grains Australia Limited
- National Farmers Federation
- GRDC
- GrainGrowers Limited
- Grain Producers Australia
- GIWA.

### INTERNATIONAL

- International Grain Trade Coalition
- Department of Foreign Affairs and Trade
- Global e-Phyto framework
- Global Low Level Presence Policy Initiative
- Cartagena Protocol on Biosafety
- CropLife International
- Codex Alimentarius Commission (CODEX)
- International Grains Council
- International Seeds Federation
- World Trade Organisation
- Organisation for Economic Co-operation and Development (OECD)
- AGIC Asia and AGIC India - Government Roundtable & policy sessions
- APEC Grain Trade Facilitation Forum
- China National Association for Grain Sector
- China Grain Trade Association
- China Chamber of Commerce of Import & Export of Foodstuffs, Native Produce & Animal By-Products (CFNA)
- China Feed Grains Association
- IGTC Member Organisations (NAEGA, GAFTA, COCERAL, CGC etc.).



## MEMBER

- International Grain Trade Coalition (IGTC) (President, Exec Committee & Working Groups)
- Grain & Plant Product Export Industry Consultative Committee (GPPEICC) & sub-committees
- Bulk Imports of Grain and Meal Industry Consultative Committee (BIGMICC)
- ACCC Agricultural Advisory Committee
- Agricultural Biotechnology Council of Australia (ABCA)
- National Measurement Institute (NMI) Grain Quality Measurements Committee
- Australian Agricultural Traceability Governance Committee (AATGC)
- APVMA Industry Advisory Committee
- DFAT Peak Bodies Engagement Forum.

## Presentations

### DOMESTIC

- Regional Forums QLD/NSW Export Compliance
- Australian Grain Storage & Protection Conference, opening address, June 2025
- Grains Australia-China Trade Strategy, October 2024
- Australian Grain Industry Conference, opening and closing address, July 2024
- Grains Industry Association of Victoria, GTA activities and update, several 2024/25
- Grain NSW, GTA activities and update, several 2024/25
- Queensland Merchants Association, several 2024/25
- Grains Industry Association of South Australia, GTA activities and update, several 2024/25
- Overseas Delegations including Indonesia, Bangladesh, India and China
- Regional barley forums (e.g. SEABAC)

- Numerous presentations to industry associations including Grains Australia's commodity councils, and the Australian Oilseeds Federation
- Numerous (379) stakeholder meetings, briefings to members, broader industry, Government and their related agencies.

### INTERNATIONAL

- CFNA – Australian Grain an Update, July 2024
- New Genomic Techniques – Australian Experience, July 2024
- NAFRA – Promoting the Australian Supply Chain, August 2024
- India – Australia Agri-Tech Forum, September 2024
- COFCO presentation, September 2024
- APEC Best Practices and Applications of Innovation in the Food Supply Chain, October 2024
- Austrade – China, Promoting the Australian supply chain, October 2024
- Indonesian Delegation November 2024, Australia's Self Regulatory framework and supply chain
- AGIC Asia, March 2025 & AGIC India, April 2025
- Australia India Agri-Tech Forum April 2025
- International Grains Council Conference, Role of Trade and Trade Organisations in Global Food Security, June 2025
- 61st Council Session of the International Grain Council (IGC) – Presentation by GTA, June 2025
- Pakistan Delegation Australia's Self-Regulatory framework and supply chain, June 2025
- APEC Digital Transformation Forum
- World Trade Organisation - Chair IGTC Panel on Global food security.

## Submissions

SUBMITTED TO	TOPIC
DAFF Survey	Securing the Future of Agricultural Trade
DAFF	DAFF Sustainable Funding Review
DFAT	India Economic Roadmap
DITRDC&A	Low Carbon Liquid Fuels Consultation
FSANZ	Proposal P1055 - Definitions for Gene Technology and New Breeding Techniques
DAFF	DAFF Capability Review
European Commission	Extension of Time Request
DITRDC&A	Independent Review of the Coastal Trading Act
DHAC	Draft Gene Technology Amendment Bill
DHAC	Gene Technology Amendment Bill
Treasury	Education Standards Reform Principles
DAFF	Consultation on Plant Market Access Prioritisation and Communication
DAFF	Final Report on the Second Review of the Wheat Port Code
Joint Standing Committee on Treaties	Australia-UAE Comprehensive Economic Partnership Agreement (CEPA)
DAFF	Final Report on the Second Review of the Wheat Port Code
DAFF	Assuring Agricultural Sustainability Claims: Discussion Paper
APVMA	APVMA Strategic Plan 2025-30
DAFF	Cost Recovery CRIS 2025-26
DAFF	The Future of Biosecurity Fumigation Technology
DNRE Tasmania	GMO Environmental Scan

# MODERNISING THE GRAIN SUPPLY CHAIN



Improving supply chain efficiency, improves the value of every tonne of grain and increases the Australian industry's global competitiveness. Value created will flow to all participants in the Australian grain supply chain including regional communities.

GTA, and its member driven Technical Committees developed an innovative strategy to take the industry from drought, to 2030 and beyond.

Released in 2020 and updated in 2023 this strategy aims to:

- a. Support Australian supply chain initiatives to improve the competitiveness of the Australian Grain Industry; and
- b. to provide context, structure and to outline the strategic value associated with a joint industry and Government approach to the grain supply chain.

The strategy enabling initiatives focus on four key supply chain "Growth Pillars" – Skills and Capability, Quality and Market Access, Technology, and Transport and Logistics. These are foundation components of industry.

The strategy enabling initiatives are aligned to key Australian grain industry and Government policy objectives and implementation programs to increase the overall value of Australia's grain.

Investment in the grain supply chain and industry is critical to remain competitive into the future and to capture the benefits and to deliver economic growth for Australia. This is especially the case given 30-35% of a grower's total cost is supply chain related and the traditional quality advantage for Australian grain is under pressure as processors increase their efficiency and utilisation of grain from alternative origins.

However, industry alone cannot make the required supply chain investments or drive system wide operational efficiencies on their own. There are several reasons for this including:

1. The overall size or quantum of investment required
2. The risks around developing new technology
3. The broad base of beneficiaries across the value chain
4. Limited "first mover advantage" for developing new technology and investing in certain infrastructure relating to pre-competitive activities.

GTA recognises the importance of aligning wherever possible with Government's policy and their implementation to drive industry economic value and global competitiveness.

It also recognises the success of Government value driven policies, which are most effective when aligned with industry driven strategic objectives and enabling projects.



## Grain Storage Assets and Management Standard

GTA in conjunction with the Department of Agriculture, Fisheries and Forestry (DAFF) are collaborating to develop an industry driven GTA *Grain Storage Assets and Management Standard (GSAMS)* for Australian grain industry participants.

The project due to complete in October 2025 and aims to deliver efficiencies to industry and may include, but is not limited to, the adoption of emerging technologies, innovative assurance methods and more industry efficient regulation.

GSAMS will allow farm-based and commercial storage assets and their operation to be integrated into an industry driven quality assurance system in the export (and domestic) supply chain, reducing industry exposure to risk and reputational damage and better reflect export requirements.

## Grain Assessment Technology Standard & Supporting Framework

Australia is operating in a globally competitive environment and industry, and Governments must continue to innovate to remain competitive and maintain our good trade reputation. Part of this includes digitising agricultural supply chains, including digital image analysis technology for the assessment of grain.

GTA through the work of its Technology Sub-Committee, GTA is developing an industry Standard called the *Grain Assessment Technology Standard (GATS)* and a broad supporting framework which:

1. Will facilitate the assessment of grain for quality segregation purposes and food safety; and
2. Has the potential for future DAFF biosecurity certification requirements.

Substituting subjective human elements and reducing costs associated with manual grain assessment tasks and inconsistencies they bring is achievable and will benefit the broader value chain in meeting industry quality requirements and Government biosecurity and phytosanitary requirements.





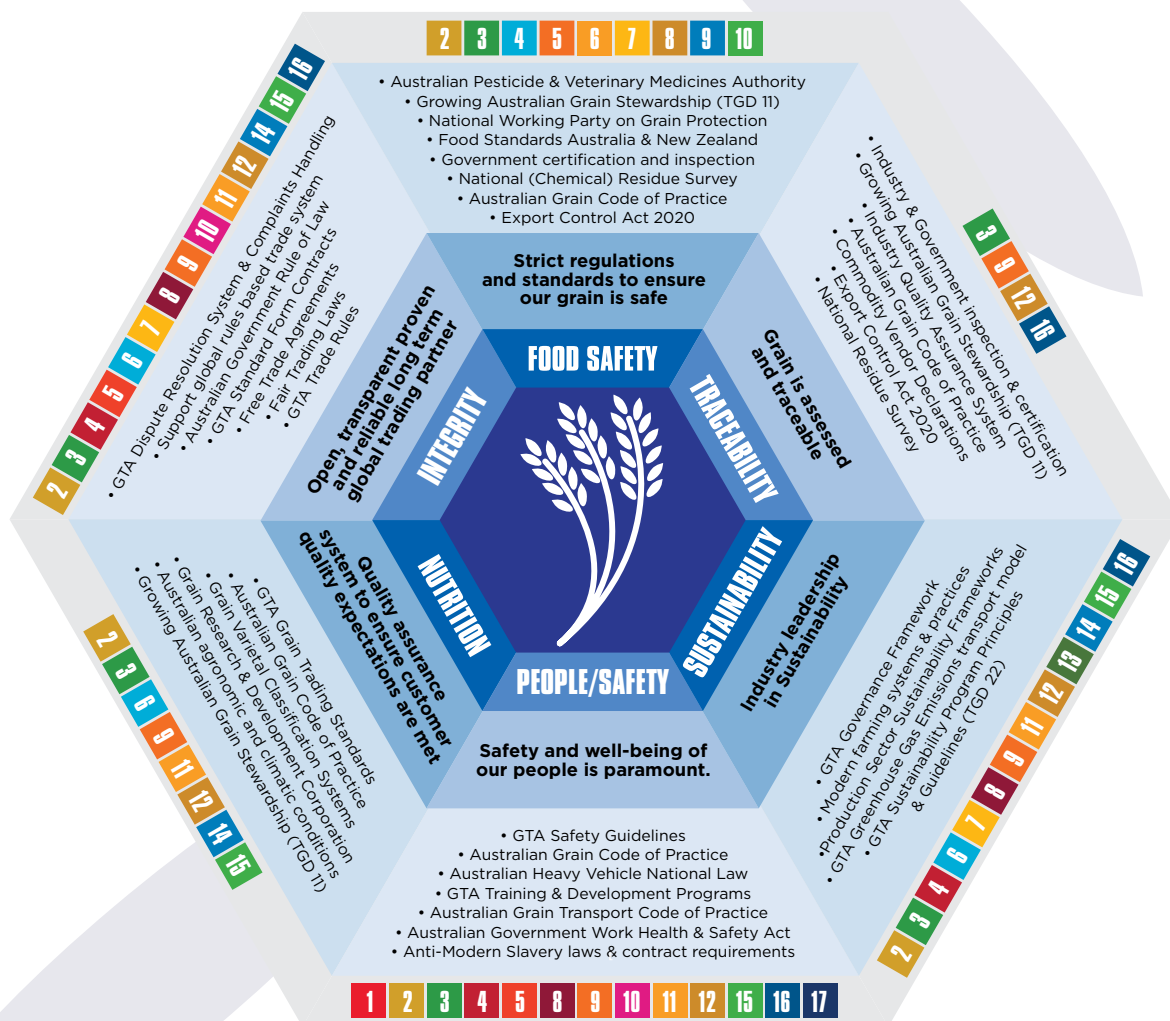
# ENVIRONMENTAL SOCIAL & GOVERNANCE (ESG)

## ESG STATEMENT

Improving the Australian grain value chain to better connect the world's demand for food and feed with a globally recognised clean and safe food system, for the benefit of all communities that participate in the grain value chain.

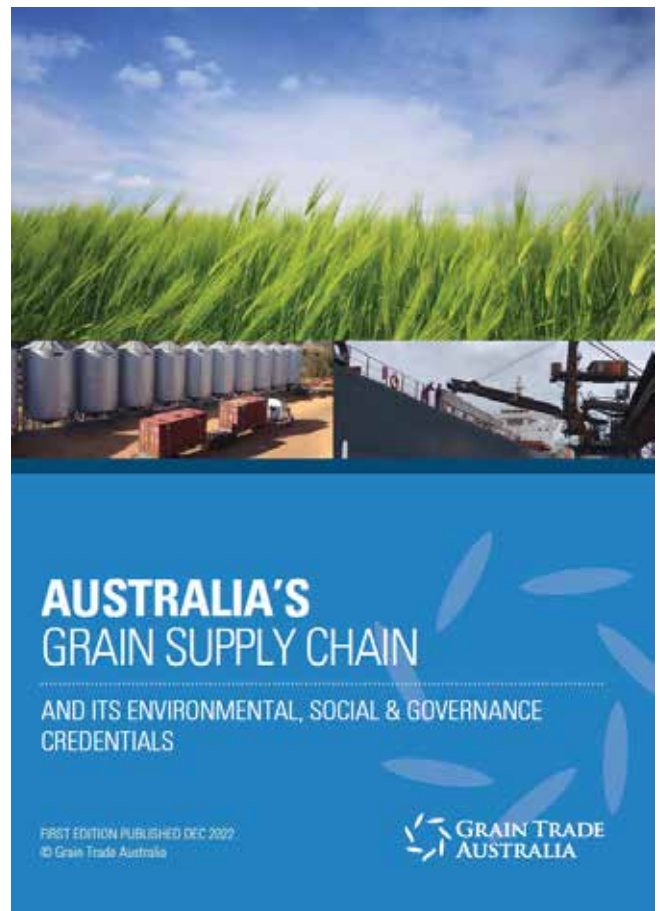
## Background

- The world's dynamic climate, political and population situation places a sharp focus on agriculture and its social licence.
- In response, driving efficiency and sustainability in the grain value chain is both an ongoing challenge and opportunity for industry.
- Our customers increasingly expect that grain is produced in accordance with social, environmental and community concerns and meets overseas country regulations and their consumer needs and expectations. Such trade is mutually beneficial to both Australia and the consumers in the importing countries.
- We must continue to deliver a safe premium product and strive to understand the expectations of our customers and their customers and stakeholders.





- Australia's grain value chain works actively and collaboratively with the Australian Government to strengthen the self-regulatory framework built on accredited processes, innovative and efficient technologies and minimal waste. This approach prioritises environmental stewardship and supports the people connected through trade. Evolving over several decades, this model continues to adapt to shifting market conditions, regulatory demands, and the expectations of consumers and stakeholders.
- GTA has incorporated ESG into the Terms of Reference of the Board Governance Committee and refocused it to be the ESG Committee. GTA's general policy and practical approach is to develop ESG strategic direction, policy principles, and guidelines. GTA's mandate is to, encourage, promote, and inform policy positions to its members.
- GTA supports the *Australian Grain Industry Code of Practice* and the *Grower Guide to Grain Production* as industry frameworks that provide over-arching guidance. At the same time we acknowledge the individual industry sectors, members and commercial companies may also develop their own policies, statements and practices tailored to their own commercial situations and needs.
- GTA has developed a specific Technical Guideline Document (TGD) and have captured Australia's ESG story in the GTA document – *Australia's Grain Supply Chain and its Environmental, Social & Governance Credentials*.
- These documents outlines principles and guidelines that:
  - Acknowledges the importance of a sustainable grain industry
  - Focuses on developing relevant principles and guidelines to assist members
  - Encourages a risk-based assessment approach and avoids additional Non-Tariff Measures
  - Highlights the importance of the *Australian Grain Industry Code of Practice* in terms of quality assurance through the supply chain, and
  - Communicates with stakeholders (regulators, consumers, social licence) recognising the need to address a variety of perspectives, priorities and understanding.
- Customer survey work indicates grain consumers primary concerns are price, followed by food safety (chemical residues), traceability, nutrition (quality) and accreditation.



- GTA's work also includes a review of the Australian grain industry capability in meeting the United Nations Sustainability Goals.
- GTA has provided its members guidance material and a table representing Green House Gas (GHG) emissions with land-based grain transport.
- The ESG direction and tools have been developed through a member driven approach and consultation.

# INFORMATION ON DIRECTORS

## Andrew Goyder

Non-Executive Director, Chair

### BOARD APPOINTMENT

#### EXPERIENCE AND EXPERTISE:

Andrew is Managing Director Grain Link WA, established 1999. Andrew is a company Approved Arbitrator. Previously involved in Seed Industry and Export Canola with SGB Australia and Grain Pool WA as regional manager southern WA. Andrew has completed Australian Institute of Company Directors Course (GAICD).

#### SPECIAL RESPONSIBILITIES:

Chair of Company's Board, Chair of Environment, Social & Governance Committee, Member of Audit, Finance and Remuneration Committee, Chair of Domestic Sector Council.



## Richard Perkins

Non-Executive Director

### ORDINARY LEVEL B NOMINATION

#### QUALIFICATIONS:

Bachelor in Agricultural Systems, a Graduate Certificate in Applied Finance and has completed the Australian Institute of Company Directors course.

#### EXPERIENCE AND EXPERTISE:

Richard Perkins has been working in the Australian grains industry for a range of Australian and international trading companies for over 20 years. Richard hails from Walgett in Northern NSW and began his career with Agracom before moving to Melbourne with a European company managing the export trading of grains and oilseeds. He then helped set up the Australian trading arm of US Based Co-op CHS where he finished as the Trading Manager before moving to Market Check where he oversaw the grower advisory team and growth strategy of the business. Richard is currently the Managing Director of Greenoaks Agriculture, a grain marketing consultant and broker working with a range of participants along the grain supply chain.

#### SPECIAL RESPONSIBILITIES:

Chair of Information Technology Committee, Member of Audit, Finance & Remuneration, Member of Dispute Resolution Service Committee.



## Geoff Farnsworth

Non-Executive Director

### BOARD APPOINTMENT

#### QUALIFICATIONS:

Bachelor of Law, Bachelor of Arts.

#### EXPERIENCE AND EXPERTISE:

Partner – Holding Redlich.

#### SPECIAL RESPONSIBILITIES:

Chair of Transport, Storage & Ports Committee, Chair of the Dispute Resolution Service Committee, Deputy Chair of Commerce Committee, Member of Environment, Social & Governance Committee, Member of Membership Committee.



## Michael Wood

Non-Executive Director, Deputy Chair

### MERCHANT ASSOCIATION NOMINATION

#### QUALIFICATIONS:

Diploma Applied Science (Agriculture).

#### EXPERIENCE AND EXPERTISE:

Michael has been an active member of the Australian Grains Industry for 30 years.

Michael is the Managing Director of Melbourne-based grain trading and logistics company, Rural Logic Founding Manager (1990) of Stockfeed company James & Son for 10 years. Australian Barley Board Victorian State Manager (5 years) and Grains Manager IMCA Malting Company (2005/2006). Former President of Grains Industry Association of Victoria and has remained on the Committee since 2005.

#### SPECIAL RESPONSIBILITIES:

Chair of Commerce Committee, Deputy Chair of Trade & Marketing Access Committee, Member of Dispute Resolution Service Committee, Member of Environment, Social & Governance Committee, Member of Membership Committee.



## Simon Tickner

Non-Executive Director

### BOARD APPOINTMENT

#### QUALIFICATIONS:

Master of Agribusiness, University of Melbourne, GAICD.

#### EXPERIENCE AND EXPERTISE:

Simon is the owner of a dry land, broad acre grain farming enterprise, Yellow Grain Pty Ltd based in the Wimmera, Victoria. Simon has extensive knowledge of modern agronomic production systems, which focus on profit, risk management and sustainability, operating in a highly variable climate.

#### SPECIAL RESPONSIBILITIES:

Chair of Standards Committee, Member of Plant Breeding & Innovation Committee, Member of Environment, Social & Governance Committee, Member of Dispute Resolution Service Committee.



## Michelle Kerr

Non-Executive Director, Deputy Chair

### ORDINARY LEVEL C NOMINATION

#### QUALIFICATIONS:

DipAppSc (AgServ) The University of Melbourne.

#### EXPERIENCE AND EXPERTISE:

Michelle Kerr has been employed at Riordan Grain Services since 2004 and worked across numerous divisions within the business. Michelle is a former committee member and former treasurer of the Grains Industry Association of Victoria (GIAV) and is a company arbitrator.

#### SPECIAL RESPONSIBILITIES:

Deputy Board Chair, Member of Dispute Resolution Service Committee, Chair of Audit, Finance & Remuneration Committee.



## Matthew Kelly

Non-Executive Director

### **MERCHANT ASSOCIATION NOMINATION**



#### **QUALIFICATIONS:**

Diploma of Marketing, Diploma of Agribusiness.

#### **EXPERIENCE AND EXPERTISE:**

Matthew is the CEO and a Director of KM & WM Kelly & Sons a four generational grain merchant and storage family business based in the Southern Riverina of NSW. He has been involved in the grains industry for over 25 years and held a wide range of positions from Grower Accumulation, Storage, Logistics and Trading. Former President of Grains NSW.

#### **SPECIAL RESPONSIBILITIES:**

Member of Membership Committee, Member of Dispute Resolution Service Committee, Member of Grain Standards Committee, Member of Transport, Storage & Port Committee, Member of Environment, Social & Governance Committee.

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## Simon Gellert

Non-Executive Director

### **ORDINARY LEVEL A NOMINATION**



#### **QUALIFICATIONS:**

Bachelor of Agricultural Science, Bachelor of Business (International Finance), Masters in Applied Finance and completed Australian Institute of Company Directors course - GAICD.

#### **EXPERIENCE AND EXPERTISE:**

Simon started his career in the Australian grains industry in 2006 and has held various roles in accumulation, logistics and domestic and international trading. Simon is currently the Senior Director Trading Wheat & Barley for Bunge. Actively involved in various industry groups with a strong focus on wheat, Simon is a current member of the GIWA Wheat Council since 2018.

#### **SPECIAL RESPONSIBILITIES:**

Deputy Chair GTA Commerce Committee, Member of Audit, Finance & Remuneration Committee, Deputy Chair Plant Breeding Innovation Committee, Chair Trade & Market Access Committee, Member of AGECC Sector Council.

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## Ole Houe

Non-Executive Director

### **ORDINARY LEVEL B NOMINATION**



#### **QUALIFICATIONS:**

BA in Economics - Denmark, BA in International Business - London, Masters of Applied Finance from Kaplan, MBA-AGSM, Sydney, GAICD.

#### **EXPERIENCE AND EXPERTISE:**

Ole 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 company arbitrator.

#### **SPECIAL RESPONSIBILITIES:**

Chair of Membership Committee, Deputy Chair of Information Technology Advisory Committee, Member of Dispute Resolution Service Committee, Member of Audit, Finance and Remuneration Committee.

## Scott Merson

Non-Executive Director

### **MERCHANT ASSOCIATION NOMINATION**



#### **QUALIFICATIONS:**

Diploma of Business and Bachelor of Business (Accounting).

#### **EXPERIENCE AND EXPERTISE:**

Scott is the Managing Director of Sunrise Commodities, with 20 years' experience in agricultural production and marketing. He has been involved with several projects for industry evolution and development by increasing competition and offering alternatives.

#### **SPECIAL RESPONSIBILITIES:**

Member of the Standards Committee, Member of the Transport, Storage & Ports Committee, Member of Audit, Finance & Remuneration Committee.

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## Paul Smith

Non-Executive Director

### **ORDINARY LEVEL A NOMINATION**



#### **QUALIFICATIONS:**

Bachelor of Commerce (Honours) in Quantitative Finance and Accounting from the University of Western Australia, Graduate Diploma of Applied Finance and Investment from Kaplan.

#### **EXPERIENCE AND EXPERTISE:**

Paul is a senior finance and agribusiness professional with extensive experience across financial markets, risk management, and product development. After 10 years in financial markets trading roles in the banking industry, Paul joined the marketing and trading division of CBH Group where he has held various market and grower-facing roles over the last 15 years. Paul is currently the Chief Marketing and Trading Officer for CBH, a member of the Executive, and is responsible for all of the marketing and trading activities of the Group.

#### **SPECIAL RESPONSIBILITIES:**

Member of Environment, Social & Governance Committee.

# GTA TECHNICAL COMMITTEES



GTA will continuously review its products and services that support trade facilitation to ensure they remain aligned with the evolving commercial grain trading environment. This process will involve active engagement with GTA Technical Committees, members, and the broader grain industry. Reviews will be conducted in a public, transparent, and inclusive manner.

## GTA operates the following Technical Committees comprised of industry personnel:

1. Trading Standards Committee
2. Commerce Committee
3. Trade & Market Access Committee
4. Transport, Storage & Ports Committee
5. Plant Breeding Innovation Committee
6. Information Technology Advisory Committee.

## Charter for the GTA Technical Committees

The Charter for the GTA Technical Committees is composed of:

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

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

## Key points for GTA Technical Committees

- GTA is reliant on its Technical Committees to review and develop GTA's commercial resources.
- GTA Technical Committees are skills based.
- All Technical Committee votes require a 2/3 majority.
- The Committee structure allows members to raise issues and opportunities that may impact their commercial operations and lead to industry consensus on contracts, *GTA Trade Rules*, *GTA Trading Standards*, market access issues, systems and industry processes.
- GTA calls for members to nominate to the Technical Committees each year. The GTA Board approves Committee members nominations based on the applicant's technical competency mindful the Committees aim to have representation from:
  - Sectors across the grain supply chain;
  - Large and small organisations; and
  - All major grain production/trading states.
- All Committees are chaired by a GTA Director with a second Director as Deputy Chair.
- GTA Committee members agree to participate for the benefit of all members and commit to represent the interests of the industry as opposed to a private or public organisation.
- All Committee members agree to be bound by the Committee Terms of Reference and the GTA Competition Compliance/Anti-competitive Clause as tabled on the agenda at all meetings.



# TRADING STANDARDS COMMITTEE

*GTA Trading Standards* are a key component of the grain quality framework for the Australian grain industry. The Committee's objective is to unequivocally provide confidence in the quality of Australian grain to processors and consumers and to provide a quantitative quality framework that facilitates market access and trade and supports GTA's *Trade Rules and Contracts*.

## Objectives

- Consult with industry and develop grain Trading Standards to apply for the following season. Recommend to the GTA Board changes to existing *GTA Trading Standards* for adoption.
- In conjunction and following consultation with industry, consider quality assurance and associated protocols including additional reference materials across the grain value chain that assist in interpretation and implementation of *GTA Trading Standards*.
- Advise on the effective adoption and implementation of the *GTA Trading Standards* by individual companies and by the relevant sectors of the industry.
- Communicate between the GTA Board, GTA Management and the GTA Trading Standards Committee and its Sub-Committees on industry matters that relate to *GTA Trading Standards*.

## GTA Trading Standards Committee Activities

The GTA Trading Standards Committee is responsible for the annual review and development of cereal grain, wheat and pulse Trading Standards.

During 2024/25, the Committee undertook its annual review of the *GTA Trading Standards*, calling for industry submissions through two rounds of consultation with industry. A number of Sub-Committee meetings including the recently formed Pulse Trading Standards Sub-Committee were held to consider specific issues identified for review during the submission process.

The Committee continued to revise the Pulse Trading Standards Booklet to align its formatting to be consistent with cereals. A change to the Barley grade names was also agreed. The *GTA Trading Standards* now align to industry practice using the short form names of BAR1 and BAR2.

Following a thorough review, the Visual Recognition Standards Guide (VRSG) was extensively updated for the 2024/25 season to provide greater clarity to industry on the definition and interpretation of defects as outlined in each commodity Standard.

An agreed change was also made to the Fenugreek Trading Standards with the inclusion of a reference screen with a 1.4mm slotted screen.

The proposed new tolerance for Johnson Grass/Columbus Grass in the sorghum Trading Standards involved extensive industry engagement. The Committee and GTA reviewed and consulted with industry to determine the value proposition in changing the current seed tolerance. The consultation indicated the rationale for the change and demonstrated there was industry support to progress a change in 2026/27.

A number of research projects associated with Trading Standards were continued. These included developing a Framework for assessing new technology to assess grain quality parameters, and continued engagement in a research project to verify the validity of sampling loads of grain tendered for delivery against Trading Standards.

All changes to grain Trading Standards were included in the Trading Standards database for use by industry.

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

### ATTENDANCE - TRADING STANDARDS COMMITTEE MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Simon Tickner	Chair - GTA Director	4	4
Matt Kelly	Deputy Chair - GTA Director	4	4
Scott Merson	Deputy Chair - GTA Director	4	2
Matthew Madden	Grain Producers Australia	4	2
Gerard McMullen	GTA Technical Consultant	4	4
Vince Moroney	CBH Group	4	4
Cain McGregor	Cargill Australia	4	4
Julie O'Dea	Viterra	4	4
Marcus Dingle	Hazeldenes	4	4
Mat Samin	GrainCorp	4	3
Paul Panozzo	Allied Pinnacle	4	4
William Thompson	Louis Dreyfus Company	4	4
Sam Nelson	GrainGrowers	4	4
Kyla Davie	CHS Broadbent	4	3
Justin Everitt	NSW Farmers	4	1
Craig Dennis	Network Grains	4	4
Jade Saunders	Cropify	4	3
Cooper Vinci	Fletcher International Exports	4	2

# COMMERCE COMMITTEE

## Objectives

- Advise the GTA Board on changes to existing and development of new, Contracts, Trade Rules and Dispute Resolution Rules.
- Advise on the effective adoption and implementation of the GTA Trade Rules by individuals and by the relevant sectors of the industry.
- Foster communication on industry matters that relate to GTA Trade Rules and Dispute Resolution Rules.
- Advise the GTA 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 held several reviews during the 2024/25 year including:

- Annual review process of Trade Rules and Standard Form Contracts.
- Considered container port reform and port transport fees and GTA activity to position industry.
- Input into DAFF revisions of import country mandatory fumigation protocols in the container supply chain.

- Provided input and direction into GTA activity and role on the industry Reference Group established to work with DAFF on the review of the Wheat Port Code
  - Established a Working Group to progress the development of a draft Port Protocol for consideration by industry and Government as a potential industry designed replacement for the Wheat Port Code.
- The Committee commenced a review to progress guidance and a standardised process for dealing with grain deliveries that breach chemical levels including phosphine safe work limits.
- Provided input and direction into several import country non-conformance notices.
- Continued to provide input and direction to proposed changes to the port services arrangements due to an Australian Institute of Marine Surveyors Guidance Note.
- Reviewed and agreed to endorse a proposal to introduce domestic market regions for the state of NSW.
- Continued the improvement of the Location Differentials process and procedures.

The GTA Commerce Committee reviewed and published Location Differentials for 2024/25, following the regular industry submission and consultation process and commenced preparation of the 2025/26 Location Differentials.

The Commerce Committee continue to provide a forum for industry commercial discussion, support, and direction in the areas of commercial trade.

### ATTENDANCE - COMMERCE MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Michael Wood	Chair - GTA Director	5	4
Simon Gellert	Deputy Chair - GTA Director	5	5
Geoff Farnsworth	Deputy Chair - GTA Director	5	3
Simon Tickner	GTA Director	5	0
Nathan Cattle	Clear Grain Exchange	5	5
Andrew Lang	Riordan Grain Services	5	5
Ben Tiller	CBH Group	5	3
Colin Bettles/Peter Arkle	Grain Producers Australia	5	4
Erin Burns	George Weston Foods (Mauri)	5	3
Joe Finch	Fletcher International Commodities	5	5
John Payne	Cargill Australia	5	5
Josh Lawrence	IKON Commodities	5	3
Matt Clarke	Inghams	5	4
Peter Levido	GrainCorp	1	1
Peter McMeekin	ETG	5	4
Reagan Stroud	Ridley Agriproducts	5	2
Sam Batters	CHS Broadbent	5	4
Sean Cole	GrainGrowers	5	5
Stephen Clarke	ADM Trading Australia	5	5
Tim Crowe	Louis Dreyfus Company	5	5
Tom Smibert	Viterra	5	5
Tim Dowling	GrainCorp	4	4

# GTA CONTRACTS & TRADE RULES

GTA Contracts, Trade Rules, Location Differentials and other supporting commercial documents provide the stable & consistent contractual framework for the facilitation of trade throughout the value chain from producer to processor/consumer. The objective of the GTA contractual framework is greater commercial certainty, fairness, and reduced risk for all participants in the grain value chain.

The commercial framework provides increased industry confidence supporting the facilitation of trade. This confidence in the 'terms of trade' creates value for GTA members and industry.





# PLANT BREEDING INNOVATION COMMITTEE

The Plant Breeding Innovation Committee makes recommendations to the GTA Board and industry on potential effect to commercial activity from the:

- Implications and the opportunities arising from plant breeding innovations
- Planned intentional release of approved Genetically Modified Organisms (GMO) and Gene Edited (GE) grain events; or the
- Unplanned and unintentional release (escape) of unapproved grain events and
- The implications and the opportunities arising from plant breeding innovations.

## Objectives

- Ensure appropriate commercial processes exist to enable fair and efficient trade of grain which contains approved GMO and GE material.
- Consult with and advise where required, technology proponents and other related parties in relation to GMO and GE 'pipeline' events intended for release in Australia.
- Work proactively with technology proponents and key industry stakeholders to prepare for any regulatory or Freedom to Operate approval for commercial release and cultivation of a GM crop and/or novel plant breeding innovation.
- Maintain, review, and utilise as required the *Grain Industry Stewardship Framework for New Technologies* and the *Market Choice Framework for GM Crops*.
- Utilise the *Stewardship Framework for New Technologies and Market Choice Framework*, as appropriate, 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 for use should there be a detection of an unapproved GM crop.

- Coordinate activities at an industry/Government level on supply chain issues relating to GMO and GE crops containing approved and unapproved GMO events and/or novel plant breeding innovation.
- Monitor developments in relation to plant breeding innovation and develop industry responses/policies as required.



## ATTENDANCE - PLANT BREEDING INNOVATION MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Simon Tickner	Chair - GTA Director	1	1
Simon Gellert	Deputy Chair - GTA Director	1	0
Rosemary Richards	GTA Consultant	1	1
Tristan Coram	Australian Grain Technologies	1	0
Duncan Young	Grain Producers Australia	1	0
Sam Nelson	GrainGrowers	1	1
Tresslyn Walmsley	Intergrain	1	1
David Hudson	SGA Solutions	1	1
Nicholas Chambers	GrainCorp	1	1
Sarah Clarry	Australian Oilseeds Federation	1	1
Adrian Reginato	Cargill Australia	1	1
Katherine Delbridge	Australian Seed Federation	1	1
Narelle Moore	Australian Crop Breeders	1	1

## Activities

- A major initiative developed across the Plant Breeding Innovation Committee and other Committees is the development of a Guidance Document *Stewardship Framework for New Technologies* that outlines a collaborative approach to the 'stewardship of new technologies' impacting the grain supply chain including the introduction of varieties using innovative plant breeding technologies. This supports the introduction and effective utilisation of technology and reduce risk of supply chain and market disruption.

The Committee supports and promotes the communication of this framework and initiative through engagement with the wider industry.

### Key activities for the Committee were:

- Promoted the *Grain Industry Technology Stewardship Framework for New Technology*.
- Monitored GMO & GE wheat developments and the potential trade and supply chain impacts.
- Ongoing response to FSANZ Proposal P1055 – Definitions for Gene Technology and new Breeding Techniques.
- Global Initiative on Low Level Presence (GLI).
- Submission to the Tasmanian Government 'GOM Environmental Scan'.
- Ongoing monitoring and GTA member input into the EU direction – Green Deal.
- Considered recent breeding initiatives and cross industry discussion to support technology.

GTA and the Australian grain industry supports innovation as this has been a key contributor enabling the industry to deliver improved outcomes for growers and consumers. GTA works with the grain industry to ensure that it has access to and implements systems and processes to maintain choice and ensure that customer requirements in domestic and export markets can be met.



# TRANSPORT, STORAGE & PORTS COMMITTEE

Efficient transactions and movement of grain to meet the demand of domestic and overseas markets is important in ensuring a competitive Australian grain industry.

This process includes up-country receival and storage, rail and road transport, and efficient and equitable bulk and container port facilities.



## Objectives

- Foster communication on industry matters that relate to domestic and export logistical and supply chain issues.
- Advise the GTA Board of any recommendations made by the Committee in relation to changing legislation such as Heavy Vehicle National Law and Chain of Responsibility.
- Advise the Board and report to industry on all other matters of relevance addressed by the Committee.
- Report and make recommendations to the industry on potential changes to process and systems that may reduce impediments and provide a more secure and safe supply chain.

## Transport, Storage & Ports Committee Activities

- Provided input into an initiative that will assist and improve the reduction in export non-conformance notices and issues with the export certification process.
- Continued to provide input on behalf of the grain industry in the National Heavy Vehicle Regulator's review of the Transport Master Code.
- Considered efficiencies that would support the supply chain capacity for export of chickpeas and meet the increased demand from India as a result of reductions in tariffs.
- Supported GTA's participation and work on national container and port supply chain reform and the issues of poor performance and excessive fees in the container supply chain.

## ATTENDANCE - TRANSPORT, STORAGE & PARTS COMMITTEE MEMBERS

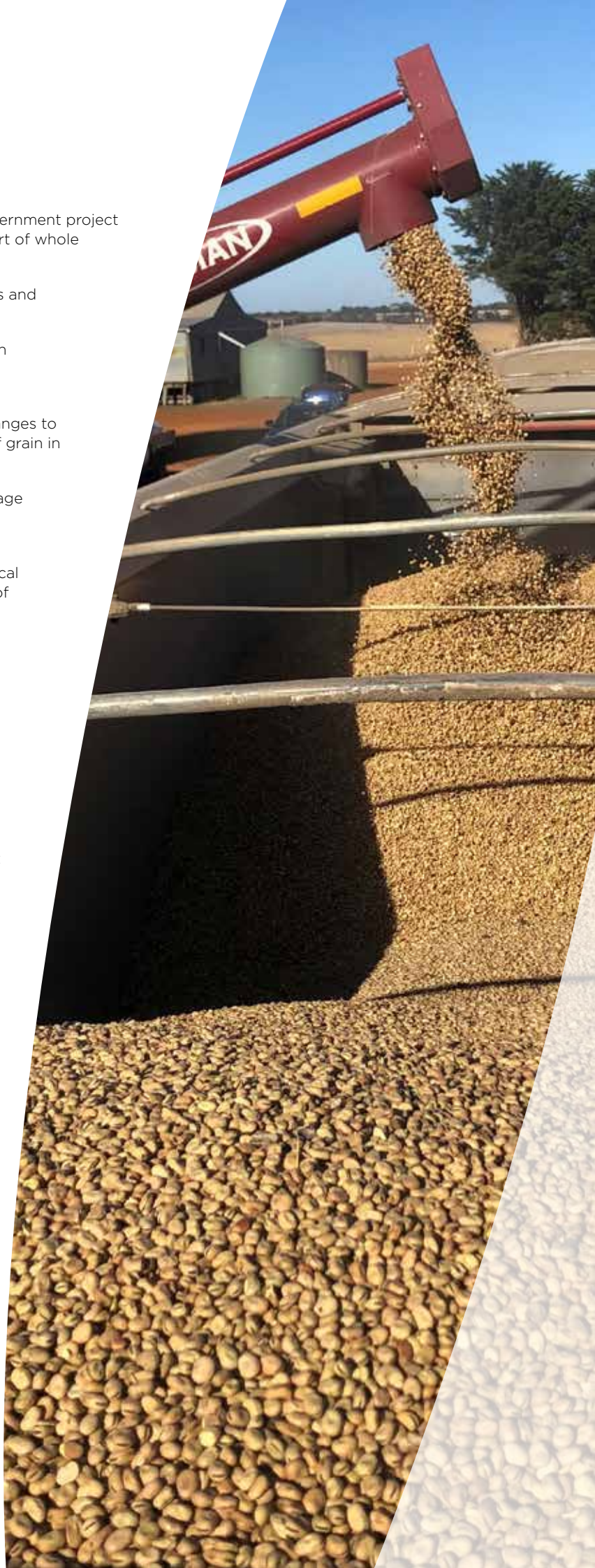
NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Geoff Farnsworth	Chair - GTA Director	5	4
Matt Kelly	Deputy Chair - GTA Director	5	5
Scott Merson	GTA Director	4	3
Andrew Weidemann	Grain Producers Australia	5	4
Craig Dennis	Network Grains	1	0
Jock Carter	Quattro Ports - Newcastle	1	0
Annabel Mactier	GrainGrowers	5	4
Alister Boyd	Cargill Australia	2	2
Derek Robjohns	Viterra	5	3
Josh Connell	GrainCorp	5	5
Michael Broadbent	CHS Broadbent	5	4
Morne Van Wyngaard	CBH Group	5	4
Matt Clarke	Inghams	5	4
Josh Lawrence	NSW Ports	5	5
Joe Masters	Fletchers International Export	4	4
Ben Redway	Louis Dreyfus Company	5	2
Jaco Van der Merve	Horizon Commodities	5	5

- Provided input and guidance into the joint GTA and Government project to simplify the procedures and the timeline for the import of whole grains and plant protein meal.
- Provided input into several industry supply chain reviews and initiatives.
- Continue to engage and provide input into the Australian Government Maritime Fleet strategy and a review of the Coastal Trading Act.
- Engaged with DAFF and managed the discussion of changes to the process for import country mandatory fumigation of grain in the supply chain.
- Stewardship of the GTA/DAFF joint project – Grain Storage Assets & Management Standard (GSAMS).

During 2024/25 the Transport, Storage & Ports Committee continued to provide industry, GTA members, other Technical Committees and GTA Board technical guidance on issues of relevance from a grain supply chain perspective.

This reporting period has included a further year of strong production and export shipping. The larger than average export program and a wide range of weather impacts has created challenges for GTA members. The Committee provided a focal point and a forum to discuss and review and consider remedies to operational supply chain issues associated with the large export program.

Government transport strategy and its process and procedures are critical in the development and efficiency of the grain supply chain. GTA and the Committee continue to seek opportunities to engage with Government and in 2024/25 participated in a number of supply chain focused projects including the continuing development of a Grain Storage Assets and Management Standard, and an ongoing review of the process to import whole grain and plant protein meal.



# TRADE & MARKET ACCESS COMMITTEE

## Objectives

- Proactively manage trade and market access issues impacting the sector.
- Advance independent, fact-based dialogue and advocacy for members and industry stakeholders. Engage with members to prioritise trade and market access issues and promote the positioning of grain industry issues with the Australian Government and in international forums.
- Support and where applicable shape federal and state Government's efforts to ensure that trade is not impacted by technical barriers that may arise in global forums such as the WTO, IPPC, FAO, CODEX, in trade agreements, through country actions, and/or via state based legislative actions.
- GTA's trade and market access strategy seeks to develop domestic and global policies and approaches to position the industry to take advantage of trade opportunities, minimise impacts and constraints to trade, and enable trade to continue in an efficient and equitable manner.
- Focus on improved market access outcomes for its members and the grain industry encompassing new access opportunities, improved access arrangements and maintaining existing market access.

## Trade & Market Access Committee (TMAC) Activities

The TMAC engages and provides input across a broad range of trade and market access opportunities and deals with issues to support GTA activities in this area. Further information about GTA Trade and Market Access activities is provided in a separate section of this Annual Report.

Key activities for the Committee across the year included:

- Consultation and feedback to the Government on Free Trade Agreements (FTA) – consultation, input and submissions into several FTA's and FTA reviews, including Indonesia, China, India and the EU.
- Active engagement with India and Australian Government to promote and support the India-Australian Strategic Grain Partnership including the convening the inaugural AGIC India and the running of an Agri-Tech Forum in India. This grain partnership is an initiative to bring together Indian and Australian decision makers from Government and industry to foster relations and maximise opportunities for collaboration to advance shared interests and activities of mutual benefit to both countries.
- Continued focus on the implementation and extraction of grain industry value from the Indonesia/Australia Comprehensive Economic Partnership Agreement (IA-CEPA). Activity included input into the development of an Australian Indonesia Wheat Protocol.

### ATTENDANCE - TRADE & MARKET ACCESS COMMITTEE MEMBERS


NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Brianna Peake	Chair - GTA Director	4	4
Simon Gellert	Chair/Deputy Chair - GTA Director	6	4
Michael Wood	Deputy Chair - GTA Director	6	4
Scott Merson	GTA Director	6	5
Rosemary Richards	GTA Consultant	6	4
Adrian Reginato	Cargill Australia	6	6
Annabel Mactier	GrainGrowers	6	4
Courtney Draper	Australian Export Grains Innovation Centre	6	4
Gerard McMullen	National Working Party on Grain Protection	6	5
Harry Notaras	GrainCorp	6	5
Ian Desborough	Australian Grain Exporters Council	6	6
Joe Finch	Fletcher International Exports	6	4
James Saunders	Control Union	4	3
John Ackerman/Peter Brequet	Grains Australia Ltd	6	4
Josh Lawrence	IKON Commodities / NSW Ports	6	3
Julie O'Dea	Viterra	6	6
Kellie Todman	CBH Group	4	4
Stephen Howells/Sarah Clarry	Australian Oilseeds Federation	6	1
Peter Nash	Grain Industry Association of WA	6	3
Rob Dickie	CBH Group	2	2
Simone Dax	Louis Dreyfus Company	4	3
Tim Crove	Louis Dreyfus Company	2	2
Jess Kirkpatrick	Five Under 30 Observer	2	1
Tessa Bevilacqua	Five Under 30 Observer	2	0
Nikki Fleming	Five Under 30 Observer	4	4
Briley Monohan	Five Under 30 Observer	4	4
Matthew Price	Five Under 30 Observer	4	4
Isabelle McDouall	Five Under 30 Observer	4	4
Kyla Davie	Five Under 30 Observer	2	2



- AGVET Review - The Committee continues to provide support to GTA in activities relating to the Government review of the pesticides and veterinary medicines regulatory system in Australia including a submission highlighting industry concerns. GTA will continue its advocacy to ensure Government note industry concerns with several of the Reviews proposals.
- China - engaged and provided input to the China-Australia trade relationship including progressing the China-Australia Strategic Grain Partnership. Ongoing monitoring of the Wheat and Barley Protocol Industry Management Plan, dialogue to progress Canola market access, management of quarantine pests of concerns, review of the changes to China's GACC regulations regarding grain storages and maintaining relationships with the China grain sector including several counterpart industry associations in China.
- Continued input and direction into the *GTA Environmental, Social & Governance Credentials*.
- Promoted at international forums the importance of open trade in dealing with Global Food Security consequences such as the Russian/Ukraine conflict and the Middle East conflict.
- Continued to engage with industry to progress State or Port Zone samples deemed as representative of the grain to be exported to reduce exporters cost.
- Promoted and communicated to the Government and other stakeholders on the damage to trade and grower returns from Non-Tariff Measures (NTM).
- Provided guidance on a submission into the United Arab Emirates Comprehensive Economic Partnership Agreement.
- Supported a submission by GTA and direction on the low carbon liquid fuels (LCLF) industry and established a GTA Principles document relating to LCLF.
- Engagement with GTA members and industry on NRS outcomes and participation.
- Input into SPS issues across a number of markets.
- Engaged in discussion and supported a submission on DAFF's regulatory service delivery.
- Active engagement with DFAT on trade and stakeholder issues.

In addition, the TMAC maintained input across core activities including:

- DAFF - Grain and Plant Products Export Industry Consultative Committee (GPPEICC).
- Global policy developments through active participation in the International Grain Trade Coalition (IGTC).
- Participation in free trade agreement discussions and submissions to Government agencies.
- Submissions on behalf of GTA members to Government agencies and global institutions, including DAFF, DFAT, Productivity Commission.



GTA will proactively manage trade & market access issues and provide guidance and advocacy for members and industry stakeholders.

GTA provides leadership to the Australian grain industry maximising value and optimising outcomes in relation to Trade & Market Access.

# INFORMATION TECHNOLOGY ADVISORY COMMITTEE

## Objectives

- Advise the GTA Board of opportunities to collaboratively investigate system, process and research initiatives that may resolve common grain industry information, process and transactional issues.
- Foster communication among GTA members and seek opportunities to share information, ideas, and learnings across companies in the development of industry reference material, including common transactional processes.
- Report and make recommendations to industry on potential changes to process and systems that may reduce impediments and support the improved facilitation of trade.
- Identification of risks, gaps, and opportunities for the grain industry from a data and information technology perspective.
- Provide a consultative and advisory function to GTA's Board, Technical Committees and, on behalf of industry to stakeholders including Government departments, agencies, and other relevant stakeholders to improve data exchange across industry and Governments (local and global) to improve the efficient facilitation of trade.
- review and release of the Common Industry Varietal Code Master List and establishing common data codes for all receival sites listed in the GTA Location Differentials, Port Codes, Port Zones and Site Codes.
- Considered the impact on industry from requirements from a new European Union Database for Biofuels.
- Engaged across industry on the 'Information Technology Road Map' strategy to provide context for GTA members and to highlight the synergies achievable through technology across industry and Government.
- Providing a forum to engage with Government and international bodies to discuss and progress the introduction of new systems, processes and data security issues.
- Input into DAFF's, Agricultural Traceability Branch project to identify improvements to cross-commodity traceability, data-led decision making, emerging standards, regulations and compliance, data collection and barriers to market access.
- Facilitating industry and Government collaboration on digital image analysis for grain assessment and Government certification.

## Information Technology Advisory Committee (ITAC) Activities

ITAC had several areas of focus during the 2024/25 year including:

- Prioritisation of industry technology improvements, innovation and opportunities for standardisation.
- Continued the introduction of industry Standardised Reference Data including naming conventions and code nomenclature for standard items. This included the annual

ITAC continues to be the focal point for progress on modifications to the DAFF Management Systems (PEMS) the upgrade to the legacy export trade systems (EXDOC), and the introduction of electronic phytosanitary certificates. This Committee and other GTA Technical Committees will continue to provide assistance and input into these important Government initiatives.

ITAC also provides a forum to improve GTA members awareness of trade engagement via IGTC of the global Government to Government e-Phyto project. This project facilitates the harmonised exchange of electronic phytosanitary certificates (ePhytos) between countries.

### ATTENDANCE - INFORMATION TECHNOLOGY ADVISORY COMMITTEE MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Richard Perkins	Chair - GTA Director	3	3
Ole Houe	Deputy Chair - GTA Director	3	1
Nathan Cattle	Clear Grain Exchange	3	0
Ian Dalgleish	Rise Agri	1	0
Sam Nelson	GrainGrowers	3	1
Emma Weston	AgriDigital	1	0
Darren Douglas	Cargill Australia	1	0
Ian Sproul	CBH Grain	3	3
David Houghton	AgRisk	3	2
Jay Holland	National Grower Register	3	2
Julie O'Dea	Viterra	3	2
Anna Falkiner	Cropify	2	2
David Taylor	AgCRM	2	2
Michael Shanahan	Five Under 30 Observer	1	1



The Committee continues to seek opportunities to leverage Government IT initiatives and strategy including the Government traceability programs and other initiatives. This work is important as it enables an understanding of Government direction and to build industry/Government rapport.







# GTA SECTOR COUNCILS

- GTA facilitates three Sector Councils. The Australian Grain Exporters Council (AGEC) commenced in 2018/19 as the inaugural Sector Council.
- In 2020/21 GTA established the Domestic Sector Council, comprising food and feed manufacturers and processors. This Council recognises the domestic market is collectively the largest market for the consumption of Australian grain.
- In 2024/25 GTA established the AOF Sector Council as part of its operating MOU with Australian Oilseeds Federation.

A Sector Council is a proven, flexible framework, well-suited for consideration by industry participants with substantial involvement in a specific sector. Its formation and continuation are driven by the industry and GTA members.

## Charter for the GTA Sector Councils

The Charter of GTA Sector Councils is composed of:

1. Common section which contains a description of the role of the Sector Councils; its Membership and meeting conduct
2. Terms of Reference for specific Sector Councils
3. Terms of Reference for Sub-Committees; and a
4. Confidentiality Agreement.

## Key points of the GTA Sector Councils

- GTA Sector Councils provide a platform and an industry model for all existing industry member associations to integrate into and gain support from the existing GTA structure, resources and its proven governance arrangements.
- GTA Sector Councils, approved by the GTA Board consider those issues relevant to its particular area of expertise/interest. During establishment a GTA Sector Council's scope and direction will be agreed and included into its Terms of Reference.
- GTA Sector Councils are skills based and consist of a Council and an Executive Committee. The Sector Council will either elect via member vote the Chair or a GTA Director will assume the role.
- The Sector Council Executive Committee may invite any member of the industry to join the Executive Committee in an advisory capacity and determine their ongoing involvement in the committee.
- GTA Sector Council Members agree to participate for the benefit of all members, and they do not represent the interests of a private or public organisation.
- All Sector Council members agree to be bound by the GTA Anti-competitive Clause as tabled on the agenda at all meetings.

A foundation for success for all is a strong and robust industry. GTA recognises the ongoing importance of industry groups, associations and organisations coming together to strive for broader industry benefit. In its role to facilitate trade GTA provides governance and support to specific market sectors and existing industry groups through the Sector Council model.

# AUSTRALIAN GRAIN EXPORTERS COUNCIL (AGEC)

# AGEC

The purpose of Australian Grain Exporters Council (AGEC) is to make recommendations to the Board on issues that are of importance and direct impact on exporters of grain from Australia including issues within the supply chain, trade policy matters, sanitary and phytosanitary measures and issues of Government policy or practice that may impact the sector.

AGEC focuses on matters with operational risk and commercial impact.

## Objectives:

- Act as an advocate and provide leadership for the Australian grain export sector.
- Monitor local and international grain environments and policies and develop appropriate responses for the Australian grain industry where required.
- Where required assist GTA to liaise and collaborate with industry supply chain organisations and/or Government in developing appropriate responses to developments in local and international grain environments and policies.
- Promote and encourage, (within a framework of free enterprise, facilitation of trade within Australia and internationally) the production, distribution, processing and marketing of grain both domestically and overseas.
- Assist and promote just and equitable trading relationships and discourage and oppose all types of restrictive trade practices.
- With a view to protecting the rights of (or assisting generally) exporters of grain, monitor and investigate existing and proposed legislation, rules or ordinances in Australia and internationally that may affect the Australian grain industry and make recommendations to address concerns.
- Engage with stakeholders to encourage increased efficiency and productivity in the Australian grain industry while also encouraging increased respect, understanding and cooperation with all parties in the grain supply chain.
- Communicate the views and policies of the Council through the executive committee developing submissions, presentations, participating in discussions and making comments as appropriate to industry associations, forums, Government and media.







## AGEC Activities

AGEC conducted two meetings of the full membership during the year, with topics including:

- The tariff environment in India, Australian pulse supplies and negotiations on the Australia-India Comprehensive Economic Cooperation Agreement, with the DAFF Agriculture Counsellor based in India joining the meeting.
- Market access issues in Indonesia, China and India, with Grains Australia representatives at each meeting to report on progress and discuss issues.
- Progress on the Wheat Port Code review.
- Quarantine non-conformance reports and industry strategy to address them.
- Improving dialogue with China on many grain industry issues and the success of visits to China by GTA and Grains Australia.
- Discussion on various issues related to the DAFF plant exports division, including finance and messaging to authorised officers.
- Discussion on broader GTA activities on various fronts.
- Participation in DAFF's Grains Industry Consultative Committee (GPPEICC).

### ATTENDANCE - AGEC SECTOR COUNCIL MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
<b>Executive Committee</b>			
Mark Lewis		2	1
Steve Bennett		2	1
Michael Cole-Sinclair		2	1
Simon Gellert		2	2
Tim Henry		2	1
Peter McMeekin		2	1
Sam Napier		2	1
Ben Tiller		2	2
<b>Members</b>			
	ADM	2	2
	AGE	2	1
	Arrow Commodities	2	1
	Bunge	2	2
	Cargill Australia	2	1
	CBH Group	2	2
	CHS Broadbent	2	2
	COFCO International	2	0
	ETG World	2	1
	GrainCorp	2	2
	Louis Dreyfus Company	2	2
	Riordan Grains	2	1
	Riverina	2	1
	Viterra	2	2
	Wilmar Trading	2	1



# DOMESTIC SECTOR COUNCIL

The GTA Domestic Sector Council is formed of GTA members with significant involvement in domestic grain consumption and processing.

The Domestic Sector Council shall make recommendations to the Board on issues that are of importance and direct impact on domestic consumption and processing of grain in Australia.

This may include issues within the supply chain, policy matters, grain quality, and issues of Government policy or practice that may impact the sector. The Council will focus on matters with operational risk and commercial impact.

- With a view of generally assisting consumers of grain, monitor and investigate existing and proposed legislation, rules or ordinances in Australia that may affect the Australian grain industry and make recommendations to address concerns.
- Investigate and develop actions as may be available against the implementation of unreasonable taxes or levies upon the use of grain.
- Engage with stakeholders to encourage increased efficiency and productivity in the Australian grain industry while also encouraging increased respect, understanding and cooperation with all parties in the grain supply chain.
- Communicate the views and policies of the Council through the executive committee developing submissions, presentations, participating in discussions and making comments as appropriate to industry associations, forums, Government, and media.

## Domestic Sector Council Activities

Council activities included input into a broad range of domestic related issues during the year including:

- Continued to progress a joint Government and Sector Council Industry Consultative Committee and Working Group with the task of reviewing the process associated with the importation of whole grain and plant protein meal to seek efficiency and reduce the time from application to completion of the import permit process. This is a critical process as delays to imports during periods of low production can severely impact the domestic feed sector.
- Considered and provided input into activity to assess technology proposed as a field reference method for barley variety assessment.
- Discussed the proposal to establish industry protocols for the management of trucks rejected due to high phosphine readings.
- Provided domestic sector views to assist the development of a principles document to provide guidance to industry in relation to low carbon liquid fuels (LCLF).
- Reviewed and supported the establishment of market regions to assist with contract delivery in NSW.
- Reviewed and provided input into GTA projects the Grain Assessment Technology Standard and the Grain Storage Assets Management Standard.

## Objectives

- Monitor local grain environments and policies and develop appropriate responses for the Australian grain industry where required.
- When required assist GTA to liaise and collaborate with industry supply chain organisations and/or Government in developing appropriate responses to developments in local grain environments and policies.
- Promote and encourage, within a framework of free enterprise, facilitation of trade within the Australian grain industry, the production, distribution, processing and marketing of grain and value-added products (including feed, livestock, aqua and processed products) where grain is utilised as a key input.
- Assist and promote just and equitable trading relationships and discourage and oppose all types of restrictive trade practices.

### ATTENDANCE - DOMESTIC CONSUMER SECTOR COUCL (EXCECUTIVE COMMITTEE)

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Andrew Goyder	Chair - GTA Director	1	1
Cameron Pratt	GrainCorp	1	1
Matt Clarke	Inghams	1	1
Andrew McMaster	MSM Milling	1	0
Katrina Liston	Cargill Australia	1	1
Lauren Martin	Viterra	1	1
Brett Duzmal	Allied Pinnacle	1	0
Dean Ganino	Barrett Burston Malting	1	1
Rosemary Richards	Australian Oilseeds Federation	1	1
Simon Robertson	Boortmalt	1	1
Reagan Stroud	Ridley Agriproducts	1	1
Chris Kochanski	George Weston Foods	1	1

# AOF SECTOR COUNCIL

In October 2024, GTA partnered with Australian Oilseeds Federation (AOF) to deliver some of the AOF functions. As part of this partnership, AOF's existing Advisory Group transitioned to an AOF Sector Council under the GTA sector council model. The Chair of AOF sits as the Chair of AOF Sector Council. The Council includes a GTA Director.

The AOF Sector Council represents the common interests of the Australian oilseed industry participants and works to promote the development, expansion and improvement of Australian oilseed production.

The AOF Sector Council has met 3 times since its establishment in October 2024.

## ATTENDANCE - SECTOR COUNCIL MEMBERS

NAME	ORGANISATION	MEETINGS ELIGIBLE TO ATTEND	MEETINGS ATTENDED
Rosemary Richards	Chair - Australian Oilseeds Federation	3	3
Matt Kelly	GTA Director (All other committees)	3	3
Lachlan Herbert	Lachstock Consulting	3	3
Ellen Buckle	SFMCA	3	0
Henry Weddell	Cargill Australia	3	3
Cameron Pratt	GrainCorp	3	3
Michael Tighe	Peerless Foods	3	1
Eleanor Lee	Nuseed Australia	3	2
Dan Morgan	Cargill Australia	3	1
Jon Slee	Alba Edible Oils	3	0
Chris Haire	Barenburg	3	0
Rob Hall	Corteva	3	2
Simon Crane	Seednet	3	0
Peter Bostock	GIWA	3	0
Neil Bowman	GrainCorp	3	1
Stephen Howells/Sarah Clarry	Australian Oilseeds Federation	3	3



# DISPUTE RESOLUTION SERVICE (DRS)

GTA has dispute resolution processes in place for all grain related transactions, including grain contracts, financial products, or storage agreements.

GTA’s Dispute Resolution Service instils commercial confidence underpinning and providing surety of commercial contracts in the Australian grain industry.

When contract performance is in dispute or delinquent there is a recognised process to seek financial compensation, ensuring contract integrity.



- 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 involve international parties and the GTA FOB contract are conducted under the International Arbitration Act 1974 (Cth).
- Parties utilising DRS must cover all the inherent costs associated with conducting arbitration without cross subsidisation from other GTA revenue streams.
- As a principle the GTA DRS must be competitive to other forms of dispute resolution, particularly court proceedings.
- GTA dispute resolution services are recognised by industry as the most efficient process to resolve commercial disputes. GTA awards are legally robust and when aligned to GTA contracts and agreements, ensure contracting integrity and market confidence.
- GTA Arbitrators are industry practitioners acting impartially in a voluntary capacity.

## Arbitration summaries

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

Only a small proportion of the estimated annual number of grain contracts executed in Australia require use of the GTA Dispute Resolution Service. The contractual rigour and integrity of GTA contracts, along with established Trade and Arbitration Rules, minimises the need for formal disputes resolution within the industry.

ARBITRATIONS	2023/2024	2024/2025
No of arbitrations commenced	4	3
No of arbitrations settled		
- Awards released	3	5
- Commercially settled prior to hearing	3	1
Active arbitrations as at 30 June 2024 & 2025	5	1

AWARDS RELEASED				
TYPE OF ARBITRATION	CLAIMANT	RESPONDENT	AWARD IN FAVOUR OF	NUMBER
Fast Track	Grain Trader	Grain Producer	Claimant	1
Fast Track	Grain Trader	Grain Trader	Claimant	1
Full	Grain Trader	Grain Trader	Neither Party	1
Full	Grain Trader	Grain Trader	Claimant	1
Full	Grain Producer	Grain Trader	Claimant	1



# GTA BOARD APPROVED ARBITRATORS

AS OF 30 JUNE 2025

SURNAME	FIRST NAME	ORGANISATION
Allen	Guy	Advance Trading Australasia
Basnett	Tom	AgRisk Management
Barron	Graham	Grain Producer - NSW
Benecke	Lyndon	Crocker Grain
Benham	Jock	Robinson Grain
Brealey	Rob	Industry Consultant
Brittain	Michael	AGT Foods Australia
Burt	Steve	Industry Consultant
Carroll	Greg	M C Croker
Cattle	Nathan	Clear Grain Exchange
Clancy	Simon	Industry Consultant
Coventry	Charles	Broun & Co Grain P/L
Dalglish	Ian	Rise Agribusiness
Delahunty	Leo	Grain Producer - VIC
Dickie	Rob	CBH Group
Dubey	Sanjiv	Grain Trend
Fahy	Jack	Max Grains
Fry	Julian	Viterra
Furse	Anthony	Robinson Grain
Goyder	Andrew	Grain Link WA
Heinjus	Chris	Pinion Advisory
Houe	Ole	IKON Commodities
Howells	Stephen	Industry Consultant
Imray	Robert	Farmarco
Jones	Michael	Grain Focus
Kelly	Matthew	KM & WM Kelly & Sons
Kerr	Michelle	Riordan Grain Services
Langtry	Gerard	Langtry Logistics
Lengren	David	Industry Consultant
Leong	Ervin	Unigrain
Lewis	Mark	Riordan Grain Services
McMahon	Malcolm	Industry Consultant
McMullen	Gerard	McMullen Consulting
McNair	Simon	Industry Consultant
Mead	Andrew	ADM Trading Australia

SURNAME	FIRST NAME	ORGANISATION
Meyer	Stefan	Stone X
Murphy	Adrian	Riordan Grain Services
Notaras	Harry	GrainCorp Operations
O'Brien	Mark	Industry Consultant
Orr	John	Premium Grain Handlers
Peace	Colin	Industry Consultant
Perkins	Craig	Perkins Commodity Brokers
Pratt	Cameron	GrainCorp Operations
Reardon	Rebecca	Grain Producer - NSW
Schofield	Justen	AgLink CMS
Smibert	Tom	Viterra
Storey	Ron	Industry Consultant
Syme	David	Industry Consultant
Teague	Tim	Teague Australia
Tiller	Benjamin	CBH Group
Tonkin	Chris	Ten Tigers
Torrens	Mark	Real Pet Food Co
Wells	Henry	Industry Consultant
Whitwell	Chris	Basis Commodities
Wilsdon	Andrew	Viterra
Wilson	Pat	GrainCorp
Wood	Michael	Rural Logic

## GTA Board Approved Tribunal Chairs

(Export Contract disputes and Small Claims only)  
as of 30 June 2025.

These appointments are made by GTA.

SURNAME	FIRST NAME	ORGANISATION
Brasington	Hazel	Ashurst
Farnsworth	Geoff	Holding Redlich
Rosenthal	Jeremy	SBA Law
Thompson	Stephen	HFW

# GTA TRAINING & DEVELOPMENT PROGRAM

Training & Development Programs are part of the stewardship provided to Industry by GTA and an important part of the industry's self-regulatory framework.

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

GTA offers the following training and development courses:

- GTA Trade Rules and Contracts
- GTA Grain Trading Standards
- Grain Merchandising
- Understanding Grain Markets
- Grain Trading for Non-Traders
- Grain Finance & Risk Management
- GTA Arbitrators Workshop
- Grain Export Execution & Risk Management
- Advisory & Compliance Workshop
- Chain of Responsibility Program
- Code of Practice Assessment Program
- Grain Sampling Program
- Grower Workshops - Selling Grain using GTA Contracts
- In-house/customised training.

As a part of its industry stewardship role, GTA offers specialist grain industry training and development courses specifically targeted at participants in the grain value chain, from producers, transport operators, storage providers, marketers, consumers and regulators.

GTA Trainers have specialist expertise in the content of each course.

During 2024/25 GTA held 33 courses, with 501 students (198 of these students participated in the online training modules - Chain of Responsibility and Grain Sampling).

The most popular courses are:

- Grain Trading Standards
- Grain Trading for Non-Traders
- Grain Sampling.

GTA delivers in-house training which can be adapted for organisations that have a number of staff requiring upskilling in specific areas. This has proven to be successful in meeting individual organisations staff training and professional development goals.

The Grain Trading for Non-Traders course continued seeing strong uptake in 2024/25, following its initial introduction in 2022/23. This 2-day workshop is designed for anyone starting in the grain industry as well as participants from other sectors looking to get a general understanding of the grain industry.

It is a condensed, simplified version of 4 GTA core workshops and covers the "basics" of:

- Understanding Grain Markets
- Grain Merchandising
- Trade Rules & Contracts
- Dispute Resolution & Arbitration.

GTA delivered the Advisory and Compliance workshop in July 2024. It focused on compliance and advisory issues, arbitration outcomes, AFSL issues, Competition Law, insolvency issues during the pandemic, insurance industry issues and foreign currency and hedge correlations. These were delivered by highly respected presenters with specialist expertise in their fields.

Several training and development courses continue to be successfully delivered through online workshops. This has been well received by industry and students and allowed easier and time-effective access for participants from all regions.

The uptake of in-house training programs increased in 2024/25, providing participants with the flexibility and convenience of GTA workshops conducted at their own locations. This allowed large numbers of staff to benefit from the training without needing to travel or take extra time off work.

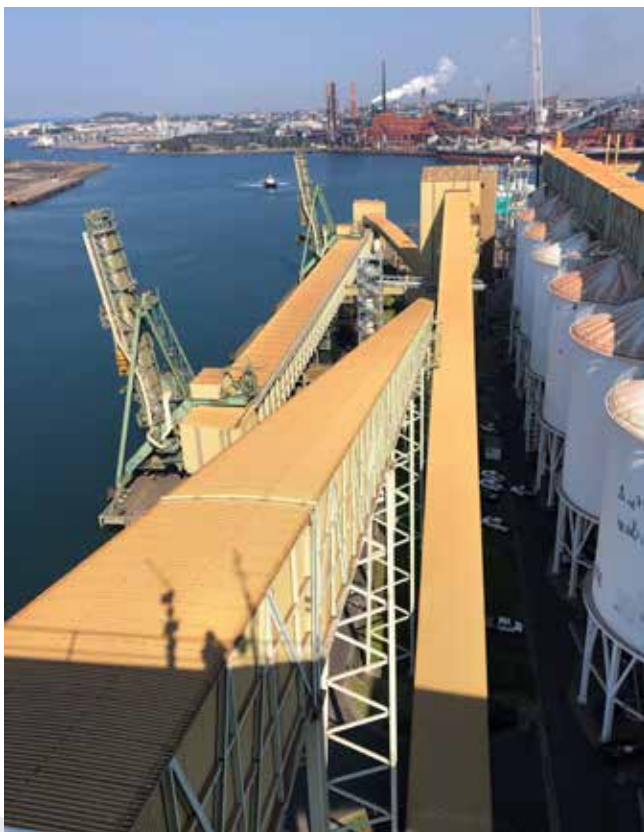
GTA has developed training and assessment programs to assist its members and industry participants in upskilling their staff and meeting the needs of the *Australian Grain Industry Code of Practice*. Grain Sampling and Chain of Responsibility Programs are online training tools comprising of assessment modules in specific grain value chain pathways. These online modules can be accessed through the GTA Website.

All GTA Training & Development Programs are available to all interested parties as well as GTA members.

The GTA Training & Development Program ensures that trade facilitation processes are well understood at all links in the grain value chain.

# TRADE & MARKET ACCESS

As a trade exposed sector, the Australian grain industry and GTA members, will always be dependent on open and fair access to international markets. GTA's Trade and Market Access (TMA) strategy seeks to develop domestic and global policies and approaches to position the industry to take advantage of trade opportunities, minimise impacts and constraints on trade, and to enable the trade of grain to continue in an efficient and equitable manner.



## Strategic Approach

GTA's vision is to promote an efficient, equitable and open commercial grain industry in Australia.

GTA's activity is focused in the key areas of:

### Policy Settings

- Ensuring policy settings are supportive of the grain industry and the facilitation of trade.

### Priorities

- Actively promoting and progressing the grain industry's priorities and position within domestic and global forums.

### Technical Support

- Providing technical support to industry to promote trade, address trade issues as they arise and assist the implementation of appropriate policies to maintain and enhance future trade.

### Consultation & Feedback

- Ensuring the industry has transparent and open mechanisms for providing input into and receiving feedback on trade and market access priorities and activities.

### Fact Based

- Advancing independent, fact-based dialogue and advocacy for members and industry stakeholders.

### New & Improved Access

- Improved market access outcomes for its members and the grain industry encompassing new access opportunities, improved access arrangements and maintaining existing market access.

### Collaboration

- Effective cooperation and coordination between and among Government and industry is critical to achieve, maintaining, and improving market access.

Management of trade and market access issues is critical for GTA members and all grain industry participants. The impacts of not proactively managing market access issues include:

1. Higher operational and commercial risk for exporters
2. Risk of trade ban or trade restriction
3. Increased costs (compliance, administration, production)
4. Loss of reputation and important markets and the potential for lower prices to growers and higher prices for consumers.

Based on the severity of these impacts on its members, GTA continues to focus significant activity and effort into trade and market access. GTA is ideally placed to address these issues as it operates (and has practical insight) across the supply chain with access to its members commercial skills, experience, and capabilities. GTA acknowledges the work



of other parties in relation to trade and market access and works closely with industry groups including GrainGrowers, Grains Australia, GPA, AEGIC and other stakeholders.

The prevalence in the use of non-tariff measures (NTMs) by Governments that impact and hinder trade continues to increase. NTMs are requirements that countries apply to traded goods separate to ordinary customs tariffs. GTA works collegiately and proactively with industry stakeholders and the Australian Government to counter the growth of NTMs by supporting international standards that are based on sound science. Both industry and Governments must work together to build and strengthen science-based trade.

GTA's trade and market access strategy is built around four pillars:

1. **Policy** – getting the policy settings right
2. **Advocacy** – in domestic and global forums
3. **Support** – technical and operational support
4. **Communication** – creating a collaborative and shared commitment to TMA activities.

## Practical Experience & Market Understanding

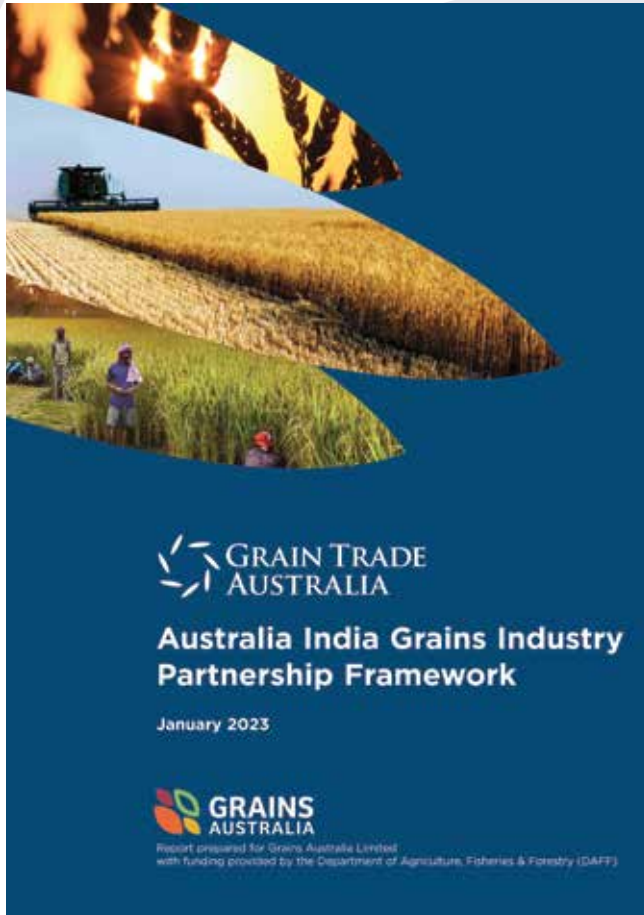
Complex international markets require an ongoing effort to maintain existing market access, and where possible, secure improved market access and global rules of trade.

Through its broad membership base of commercial companies and its experience GTA can provide a 'frontline perspective', input and information to Government in developing policies and global advocacy programs. A recent example is the development by GTA of the India-Australia Strategic Grains Partnership, an initiative to bring together Indian and Australian decision makers, foster relationships and to maximise the opportunity for development and collaboration amongst the relevant country grains, food processing and livestock sectors.

GTA has also been active across several other country trade opportunities in conjunction with industry counterparts. The focus of this activity has been promoting the Australian industry and its key strengths and how it can add value to these countries human consumption and animal feed industries.

GTA Trade and Market Access Strategic Framework			
Trade & Market Access Objective			
GTA provides leadership to its members and industry and works to maximise the position of the Australian grain industry and optimise outcomes for members and industry			
Four pillars underpinning GTA TMA Activities			
Policy	Advocacy	Support	Communication
<ul style="list-style-type: none"> <li>Ensuring policy settings are supportive of grain trade.</li> </ul>	<ul style="list-style-type: none"> <li>Proactively promoting grain industry priorities and positions in domestic and global forums.</li> </ul>	<ul style="list-style-type: none"> <li>Providing technical and operational support to the industry to address trade issues as they arise and assist to implement appropriate policies to maintain and enhance future trade.</li> </ul>	<ul style="list-style-type: none"> <li>Ensuring industry has transparent and open mechanisms for providing input into and receiving feedback on TMA priorities.</li> <li>Creating a collaborative and shared commitment to TMA activities.</li> </ul>
Key Strategies			
<ul style="list-style-type: none"> <li>Identify and communicate industry's position.</li> <li>Advise Government on the impact of trade barriers.</li> </ul>	<ul style="list-style-type: none"> <li>Monitor, articulate and address technical trade barriers.</li> <li>Engage with and influence trade negotiations, regional initiatives, and other market access initiatives.</li> <li>Build relationships with Government, cross sector representatives and global grain partners.</li> </ul>	<ul style="list-style-type: none"> <li>Provide informed analysis and support to Government and other initiatives.</li> </ul>	<ul style="list-style-type: none"> <li>Communicate the value of grain trade to global food security and the importance of market access.</li> <li>Foster strong engagement with Government and industry in Australia and globally.</li> </ul>

Promoting the attributes of the Australian grain and the surety of its supply chain and supporting industry and Government frameworks provides importers with confidence in the product and Australia's capability to deliver.



## International Linkages

GTA actively builds international linkages to promote the value of the Australian industry and to ensure access to and input into global decision-making associations and institutions whose frameworks and decisions can have far-reaching implications for the grain industry.

GTA has proactively initiated and facilitated roundtable industry/Government discussions in India, Indonesia, China, Thailand, Vietnam and the Philippines as part of the Australian Grains Industry Conference (AGIC) Asia program and AGIC Asia Roundtables.

GTA is a long-standing and active member of the International Grain Trade Coalition (IGTC). Commenced serving as IGTC President and on the Executive Committee and Management Council. The overarching objective of the IGTC is to achieve a market and regulatory environment supportive of trade that avoids disruptions in the international trade of grain, oilseeds, pulses and derived products. Through IGTC, the Australian grain industry increases its advocacy to multiple international institutions, bringing Australian issues to the global stage. These institutions include:



**IGTC**  
International Grain Trade Coalition

- World Trade Organisation (WTO)
- Codex Alimentarius Commission (CODEX)
- International Plant Protection Convention (IPPC)
- World Bank
- Food and Agriculture Organisation (FAO)
- International Grain Council (IGC)
- Asia Pacific Economic Cooperation (APEC)
- ASEAN forums.

IGTC has a global reputation of helping develop global grain trade solutions from its member driven consensus approach including:

1. Encouraging forward-looking policies in Free Trade Agreements to minimise NTMs:
  - Science based regulatory systems
  - Acknowledge “zero” risk does not exist
  - Commercially acceptable solutions
  - Risk mitigation methods.
2. Developing international initiatives:
  - Standardisation and adoption of internationally recognised methodologies and testing
  - Promotion of low-level presence policies
  - Mutual recognition of risk assessments.



## 2024/25 Trade & Market Access Activity Matrix

GTA has been active on TMA issues across a number of key areas as identified below.

ISSUE	CONTENT	2024/25 ACTIVITY
<b>Elimination of tariffs</b>	An ongoing priority addressed through WTO activities and Articles and Free Trade Agreements.	<ul style="list-style-type: none"> <li>GTA has engagement with WTO processes through Direct dialogue with DFAT and participation in DFAT &amp; IGTC activities, including a panel session at the International Grains Conference discussing 'Enabling Efficient Trade in a Complex Global Environment'. The session looked at the importance of efficient trade as part of global food security and the impact of NTMs on trade certainty and therefore food security.</li> <li>As part of its 'observer' status at the International Grains Council (IGC), IGTC President (GTA CEO) attended the 62nd Council session of the IGC in London and presented on the impact and proliferation of NTMs in grain trade.</li> <li>Input into policy in partnership with other industry stakeholders.</li> <li>GTA has led a 'Strategic Grain Partnership' approach with both China and India. This is a strategic 'umbrella' approach to address trade related issues and to improve market access.</li> </ul>
<b>FTAs (tariffs &amp; technical barriers)</b>	Free Trade Agreements are an opportunity to promote the elimination of tariffs/quotas and adoption of disciplines relating to non-tariff measures.	<ul style="list-style-type: none"> <li>GTA continues to work with the Government seeking access for Australian feed grain into Indonesia as part of the IA-CEPA feed grain market arrangements.</li> <li>Presentation to the WTO Markets Committee on the impacts of trade barriers on grain and food producers.</li> <li>Provided input to several FTA's including India, EU, UAE and IA-CEPA.</li> <li>Review and updating of disciplines in relation to MRLs, standards and testing and innovation.</li> </ul>
<b>Predictable and science based SPS regulations</b>	Concerns with certain Plant protection sanitary & phytosanitary (SPS) measures including plant diseases, weed seeds and pests remain a concern for the grain industry.	<ul style="list-style-type: none"> <li>Areas of focus include: <ul style="list-style-type: none"> <li>Increased transparency and harmonisation through recognition of sampling and testing methods/ equivalence of systems and processes/common language &amp; terminology</li> <li>Testing/sampling methods based on recognised science</li> <li>Recognise 'free from' or risk-based systems approach to certain pests or diseases of quarantine concern</li> <li>Adoption of international best regulatory and technical practices (e.g. CODEX)</li> <li>Use of risk and science-based assessments.</li> </ul> </li> <li>GTA works with Grains Australia and DAFF to address these issues as they arise. GTA also works with DAFF on regional and bilateral initiatives to create an improved operating environment.</li> <li>GTA works actively within IGTC to advocate at a global level for efficient trade frameworks. GTA is an active long-standing member of IGTC, currently serving as President and on its Management Council.</li> <li>GTA continues to develop and strengthen relationships with like-minded international trade associations in importing and exporting countries.</li> <li>GTA works with the Government through regional initiatives including the India-Australian Strategic Grain Partnership, where GTA lead the private and public sector engagement.</li> </ul>



ISSUE	CONTENT	2024/25 ACTIVITY
<b>Food safety regulations, in particular, Maximum Residue Limits (MRLs)</b>	MRLs are an increasing market risk. Aligning MRL levels in key markets is a major focus. The NWPGP is the lead domestic agency on chemical issues. Through IGTC GTA focusses on these chemical issues globally.	<ul style="list-style-type: none"> <li>• Areas of focus for GTA &amp; industry is advocating for a science-based approach to the establishment of MRLs, harmonisation/synchronisation of MRLs, and the adoption of IGTC policy principles on MRLs where appropriate. An objective is to harmonise with the CODEX standard.</li> <li>• GTA works in partnership with NWPGP (funded by Grains Australia) and provides administrative and conference management activities.</li> <li>• GTA actively engages with DAFF National Residue Survey (NRS) and with the APVMA.</li> <li>• Promoting Australia's food safety and quality assurance processes with international customers, including AGIC Asia and AGIC Asia Stakeholder Roundtable seminars.</li> <li>• Management of the Australian Grain Industry Code of Practice.</li> </ul>
<b>Harmonised international methodology</b>	Standards and testing methodologies can cause market access issues where these are not harmonised or consistent.	<ul style="list-style-type: none"> <li>• GTA works with the Government, and IGTC to address lack of harmonisation in relation to regulatory approaches, frameworks, and regulations (e.g. inconsistent terminology, product testing, and product labelling, inconsistent or no MRLs, inconsistent sampling and testing procedures) and promote a principle and system-based approach to improve alignment and harmonisation.</li> <li>• Food security presentation to International Grains Conference and the General Assembly of the International Grains Council.</li> </ul>
<b>Biotech &amp; new innovation regulations</b>	Regulation of biotech products or new plant breeding innovations should be based in science and not restrict market access. Zero tolerance policies and asynchronous authorisations are increasing compliance risk and costs.	<ul style="list-style-type: none"> <li>• Maintain <i>the Grain Industry Stewardship Framework for New technologies</i> and its <i>Market Choice Framework for GM Crops</i> and implementation of related policies and response plans.</li> <li>• Key priorities are synchronous approval of biotech traits, joint recognition of risk assessments for new technologies and harmonised regulatory approaches to new innovations including low level presence policies. GTA works on these issues through IGTC.</li> <li>• Engaged with the International Seeds Federation, through IGTC and with Australian Seed Federation and Australian Crop Breeders on information sharing of traits in innovative plant technology.</li> <li>• GTA has developed a consultative model to look at market access impacts and information sharing for the Australian industry arising from innovative breeding technologies.</li> </ul>
<b>Increase in regulatory rules and burden</b>  <b>Lack of transparency &amp; predictability of changes in market access rules &amp; regulations</b>	<p>Key issues include:</p> <ul style="list-style-type: none"> <li>- A lack of transparency around conditions and criteria of import permits</li> <li>- Different documentation needed across regions/markets</li> <li>- Inconsistent certification requirements</li> <li>- Differences in definitions, methodologies and recognition of certifying bodies</li> <li>- Adoption of consumer driven regulations that are not based on science.</li> </ul>	<ul style="list-style-type: none"> <li>• E-documentation a key focus for clearer visibility of quality assurance processes through the supply chain. Adoption of digital processes (e.g. e-Phyto) will assist to streamline trade transactions and improve data validation.</li> <li>• GTA works with the Government, and with IGTC on these issues.</li> <li>• Continue the grain industry focus on NTMs to capture and raise awareness of the impact of these issues on industry.</li> <li>• Food security presentation to the International Grains Conference and the General Assembly of the International Grains Council.</li> </ul>

ISSUE	CONTENT	2024/25 ACTIVITY
<b>Sustainability</b>	Lack of alignment of environment, social and agriculture goals in ways of demonstrating compliance and associated costs for certification. Sustainability standards imposed by customers can become market access barriers when they are not coordinated or are not informed by industry best practices.	<ul style="list-style-type: none"> <li>• <i>Australia's Grain Supply Chain and its Environmental, Social &amp; Governance Credentials</i> are aligned to the United Nations 17 Sustainability Goals.</li> <li>• Promoted the industry commitment to ESG and highlighted existing initiatives, practices and structures supportive of favourable ESG outcomes.</li> <li>• Focus on objective and fact-based dialogue and stakeholder communications.</li> <li>• Promote awareness of Food Safety and reliability of the grain value chain through NWPGP, AGIC Conferences, delegation presentations and the <i>Australian Grain Industry Code of Practice</i>.</li> </ul>
<b>Capacity Building</b>	<p>Provide leadership and capability development to mitigate risk and improve quality assurance processes in the supply chain.</p> <p>Developing solutions to many NTMs will require capacity building with trade partners to promote international best practice.</p>	<ul style="list-style-type: none"> <li>• Work with the Government to identify international best practice, develop capacity building activities, consultation with stakeholders, and alignment with international and trading partner regulation.</li> <li>• GTA has led several industry working groups including: <ul style="list-style-type: none"> <li>- Developed a grain industry 'Emerging Technology Roadmap'</li> <li>- Preparation of Food Grade Shipping Container standard</li> <li>- Development of Grain Sampling Methodology and Procedural guidelines (TGD No 21)</li> <li>- Export Permit Process (RFP) Review</li> <li>- Mobile Bulk Loading Guidelines</li> <li>- Ship Inspection using video capture</li> <li>- Development of Grain Assessment Technology Standard and a supporting framework</li> <li>- Development of Grain Storage Asset and Management Standards</li> <li>- Reviewed and updated the GTA Safety Guidelines</li> <li>- Improvements to the procedures for the importation of whole grain and protein meals.</li> </ul> </li> </ul>
<b>Quality Assurance and Market Access</b>	Ensure the quality assurance processes and outcomes in the Australian grain supply chain are efficient, cost effective, and meet Government regulatory requirements to maintain market access for Australian grain.	<ul style="list-style-type: none"> <li>• Manage the <i>Australian Grain Industry Code of Practice</i>.</li> <li>• Active member of Grain and Plant Products Export Industry Consultative Committee (GPPEICC). This is DAFF's principal consultation forum with grain industry stakeholders.</li> <li>• Major issues addressed by the GPPEICC: <ul style="list-style-type: none"> <li>- Review of the Fumigation protocols for Methyl Bromide used for import country mandated treatments</li> <li>- Development of revised fees and charges for the grain export program</li> <li>- Revision of inspection and documentation IT systems to facilitate exports</li> <li>- Ongoing review of Request for Permit processes</li> <li>- Authorised Officer (AO) training and interaction with DAFF and industry</li> <li>- Ongoing assistance with the introduction of global e-Phytos</li> <li>- Review of existing sampling processes and development of guidelines outlining the desired process for obtaining representative samples of export cargoes</li> <li>- Ensuring surplus Export Cost Recovery Funds remain committed to grain industry needs and requirements.</li> </ul> </li> <li>• Active member of the Bulk Imports of Grain and Meal Industry Consultative Committee (BIGMICC) a consultative forum between DAFF and industry involved in the import of bulk plant-based protein meal and grain.</li> </ul>

# NATIONAL WORKING PARTY ON GRAIN PROTECTION



The *National Working Party on Grain Protection (NWPGP)* is the industry body responsible for providing management and leadership to industry in the areas of grain storage, chemical use, market requirements and chemical regulations. This activity relates to stored grain protection as well as chemical use in-crop and all areas of the supply chain as it relates to market access.

The Chair of NWPGP is funded by Grains Australia. GTA acts as the secretariat for the NWPGP, supporting the Chair and the activities of the Strategic Working Group and various NWPGP Working Groups formed to address specific issues.

The *Australian Grain Storage and Protection Conference* is the annual conference of the NWPGP. GTA convenes and administers this event on behalf of industry. The 2025 conference was held in June 2025 and was attended by a record number of 200 attendees. Attendees were from all sectors of the supply chain, highlighting the importance of the conference in providing participants with information as it relates to managing market access in the chemical space. Various presentations highlighted the latest research and developments in the area of pre-and post-harvest storage and hygiene, chemical usage, changes in international and domestic market requirements and chemical regulations.

An emphasis was also on the implementation of systems to assist industry to meet both market and regulatory requirements, highlighting the need for industry to continue to improve its performance through the adoption of those systems. Given the ever-changing nature of chemical regulations in many overseas markets, speakers encouraged the audience to continually monitor those systems and adopt a range of measures in order to maintain our success in meeting market access maximum residue limits (MRLs) for chemicals used both in-crop and post-harvest.

A range of activities occurred during the year in preparation for the annual conference. To assist industry in meeting those market requirements a number of speakers highlighted areas of focus. These included:

- Speakers referenced the reasoning behind the various changes in domestic and export regulations. The Chair NWPGP, highlighted key chemistry reviews underway that will impact access and ability to use chemicals both in-crop and post farmgate. The strong relationship between industry and the Australian Government in reviewing those changes and coordinating a response was highlighted as a valuable tool to assist industry in managing continued compliance with market MRLs.

- Advocacy with various sectors of the supply chain continued to ensure all were aware of their role in meeting market requirements for MRLs. This activity included providing a range of chemical information in various forms such as presentations to key stakeholders along the supply chain involved in chemical use and decision making of selecting grain that meets market requirements. These stakeholders included chemical registrants and those responsible for providing advice to chemical users, being re-sellers, growers and grower advisors, who work closely with users of those chemicals.
- The NWPGP webpages were updated on the GTA website ([www.graintrade.org.au/nwpgp](http://www.graintrade.org.au/nwpgp)) with a range of material to support those industry advocacy efforts. This included a revised Australian Grains Industry Post Harvest Chemical Usage Recommendations and Outturn Tolerances document detailing changes to MRLs by commodity and market for chemicals permitted for use post-harvest.
- A focus of the conference this year was the changing workplace, health and safety regulations for a key fumigant phosphine, and the operational impact of those changes once implemented on all sectors of the supply chain. A range of measures being developed to manage those changes was highlighted, with the need for all of industry to be involved in developing practical solutions to meet those new regulations and ensure worker safety when working around grain that has been fumigated.





# AUSTRALIAN GRAINS INDUSTRY CONFERENCE

The Australian Grains Industry Conference (AGIC) is a key activity for GTA each year.

The annual program includes conferences targeted at both domestic and international audiences. AGIC receives strong support from sponsors and delegates from across the grain value chain and related service industries.



## The Australian Grains Industry Conference

# 2024

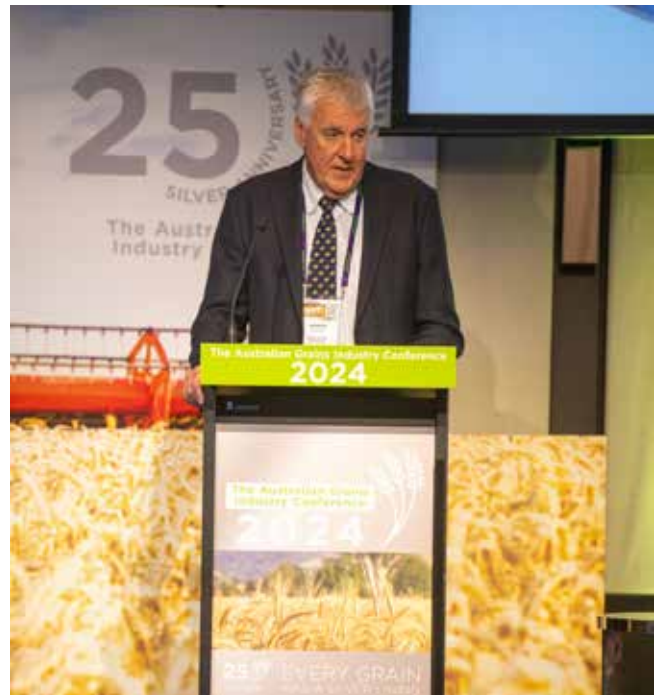


AGIC 2024 marked its 25th anniversary in Melbourne under the theme *Every Grain Has a Silver Lining*. The conference brought together over 600 delegates from 17 countries to connect, exchange ideas and address the most pressing issues shaping the grain sector.



The program explored the global market outlook, including supply, demand and price drivers for the 2024/25 season and examined the importance of open, efficient supply chains in maintaining Australia's role in global food security. International perspectives included first-hand insights into the resilience of Ukraine's grain sector during conflict, as well as the need to strengthen partnerships with key markets such as China, India and Indonesia. Advances in plant breeding and the application of machine learning for grain quality assessment were highlighted, with a focus on transparency and stewardship in adoption. Industry leaders discussed the importance of diversity and inclusion in building a gender-balanced workforce, while sessions on bioenergy examined its role in helping meet environmental targets, including sustainable aviation fuel goals.

Keynote presentations featured the Hon. Kevin Hogan MP on trade's role in economic growth and poverty reduction; Professor Rory Medcalf on the geopolitical landscape, former Cabinet Minister Christopher Pyne in conversation with journalist Hugh Riminton, AFL Chair Richard Goyder AO on leadership challenges; and cricket legend Glenn McGrath, who shared leadership insights from his sporting career. A highlight of the program was GTA's inaugural Five Under 30 initiative, which showcased the aspirations of emerging industry leaders and fostered the creation of an alumni network to support the sector's future.



AGIC 2024 reinforced Australia's commitment to delivering a trusted, sustainable and innovative grain supply chain that supports trade partners, strengthens industry relationships, and meets the growing global demand for safe, high-quality grain.

GTA is proud to lead AGIC events, which provide industry networking opportunities and important part of industry cohesiveness.





## The Australian Grains Industry Conference Asia 2025



AGIC Asia 2025 was held in Bangkok, Thailand, and Shanghai, China, under the theme *Shaping the Future through Quality, Insight, Confidence*. The events brought together over 600 attendees, including local industry executives, Government agencies, Australian growers and exporters, flour and feed mill processors, consumers, regulators, and value chain service providers.



The conferences were officially opened by the Australian Ambassador to Thailand, Dr Angela Macdonald PSM, and the Australian Ambassador to China, H E Mr Scott Dewar, reflecting the prominence and importance of grain trade in strategic relationships with key Asian markets.

AGIC Asia provided a platform for engagement between the Australian grains sector and major customers in the region, highlighting Australia's competitive edge in grain quality, reliability, and supply chain assurance. The program featured presentations and panel discussions on market trends, trade developments, and emerging opportunities, as well as roundtable meetings between Australian industry leaders,




Government agencies, regulators, and industry counterparts to strengthen strategic and consumer outcomes.

GTA Chair Andrew Goyder and CEO Pat O'Shannassy emphasised the value of AGIC Asia in fostering long-standing partnerships built on confidence and trust, and in showcasing the Australian grain value chain to key markets. The events underscored Australia's proximity and strategic advantage in Asia, supporting the continued growth of trade and reinforcing the reputation of Australian grain in the global marketplace.

In April 2025, the AGIC program expanded with the inaugural AGIC India, held in Mumbai. The event brought together Indian grain industry representatives, Government officials, regulators, and Australian exporters to strengthen commercial connections and share insights on trade opportunities. Discussions covered India's role as a major consumer market, evolving import requirements, and opportunities for collaboration in food security, quality assurance, and supply chain reliability. The conference provided a valuable platform for mutual learning and engagement, reinforcing India's importance as a growing market for Australian grain and extending AGIC's reach into another key regional economy. AGIC India was well supported by Australian exporters, Austrade, and the Australian High Commission in New Delhi.







# 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 also reflects a reasonable return on funds invested by the broader membership.

## Financial position

The company has generated a surplus of \$475,246 as compared to a surplus of \$625,511 in the previous year. Net equity at 30/6/25 is \$3,171,284.

As a not-for-profit organisation, GTA cannot distribute profits.

The following factors contributed to the financial accounts:

- Strong production levels and consequently stronger supply chain throughput have generated buoyant industry conditions in 2024/25.
- Training and Development margin was stronger due to good participant volumes (likely in response to better seasonal/industry conditions).
- While conference and event income was higher than previous years, with return to in-person events, that has seen encouraging support from sponsors and delegates, and effective cost management.
- Staff and Director travel and accommodation costs have returned to more normal (pre-COVID-19) levels.

The following information was extracted from the financial statements of Grain Trade Australia Ltd for the year ended 30 June 2025 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 2025

	2025	2024
	\$	\$
<b>REVENUE</b>	<b>3,370,100</b>	3,060,243
Interest revenue calculated using the effective interest method	174,114	126,487
<b>EXPENSES</b>		
Direct expenses	(1,044,789)	(850,478)
Employee benefits expense	(935,842)	(875,757)
Depreciation and right of use assets	(47,861)	(50,118)
Rental and lease costs	-	-
Consultancy and legal expenses	(177,298)	(115,100)
Travel and accommodation	(189,913)	(199,417)
Special projects	(340,740)	(161,337)
Other expenses	(316,008)	(291,280)
Finance costs	(16,517)	(17,732)
Total expenses	(3,068,968)	(2,561,219)
<b>SURPLUS/(DEFICIT) BEFORE INCOME TAX EXPENSE</b>	<b>475,246</b>	625,511
Income tax expense	-	-
<b>SURPLUS AFTER INCOME TAX EXPENSE FOR THE YEAR</b>	<b>475,246</b>	625,511
Retained earnings at the beginning of the financial year	2,696,038	2,070,527
<b>RETAINED EARLINGS AT THE END OF THE FINANCIAL YEAR</b>	<b>3,171,284</b>	2,696,038

# STATEMENT OF FINANCIAL POSITION

For the year ended 30 June 2025

	2025 \$	2024 \$
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	412,711	708,797
Trade and other receivables	139,089	324,016
Contract assets	2,750	37,910
Other financial assets	2,755,098	3,131,736
Prepayments	270,006	301,335
Total current assets	3,579,654	4,503,794
<b>Non-current assets</b>		
Right-of-use assets	195,431	243,292
Other financial assets	1,000,000	-
Total non-current assets	1,195,431	243,292
<b>Total assets</b>	<b>4,775,085</b>	<b>4,747,086</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Trade and other payables	235,934	191,036
Contract liabilities	967,213	1,438,757
Lease liabilities	48,226	40,706
Employee benefits	109,736	110,136
Total current liabilities	1,361,109	1,780,635
<b>Non-current liabilities</b>		
Lease liabilities	172,075	218,102
Employee benefits	70,617	52,311
Total non-current liabilities	242,692	270,413
<b>Total liabilities</b>	<b>1,603,801</b>	<b>2,051,048</b>
<b>Net Assets</b>	<b>3,171,284</b>	<b>2,696,038</b>
<b>EQUITY</b>		
Retained earnings	3,171,284	2,696,038
<b>Total Equity</b>	<b>3,171,284</b>	<b>2,696,038</b>



# STATEMENT OF CHANGES IN EQUITY

<b>2024</b>	<b>Retained earnings</b>	<b>Total equity</b>
	<b>\$</b>	<b>\$</b>
Balance at 1 July 2023	<b>2,070,527</b>	2,070,527
Surplus after income tax expense for the year	<b>625,511</b>	625,511
Other comprehensive income for the year, net of tax	-	-
<b>Total comprehensive income for the year</b>	<b>625,111</b>	625,111
<b>Balance at 30 June 2024</b>	<b>2,696,038</b>	2,696,038

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<b>2025</b>	<b>Retained earnings</b>	<b>Total equity</b>
	<b>\$</b>	<b>\$</b>
Balance at 1 July 2024	<b>2,696,038</b>	2,696,038
Surplus after income tax expense for the year	<b>475,246</b>	475,246
Other comprehensive income for the year, net of tax	-	-
<b>Total comprehensive income for the year</b>	<b>475,246</b>	475,246
<b>Balance at 30 June 2025</b>	<b>3,171,284</b>	3,171,284

# STATEMENT OF CASH FLOWS

For the year ended 30 June 2025

	<b>2025</b>	<b>2024</b>
	<b>\$</b>	<b>\$</b>
<b>Cash flows from operating activities</b>		
Receipts from customers (inclusive of GST)	<b>3,301,556</b>	3,683,134
Payments to suppliers and employees (inclusive of GST)	<b>(3,093,394)</b>	(2,854,801)
Interest received	<b>150,825</b>	45,998
Interest on leases	<b>(16,493)</b>	(17,732)
Net cash from operating activities	<b>342,494</b>	856,599
<b>Cash flows from investing activities</b>		
Investment in term deposits	<b>(1,000,073)</b>	(700,00)
Proceeds from matured term deposits	<b>400,000</b>	
Net cash used in investing activities	<b>(600,073)</b>	(700,00)
<b>Cash flows from financing activities</b>		
Repayment of lease liabilities	<b>(38,507)</b>	(35,513)
Net cash used in financing activities	<b>(38,507)</b>	(35,513)
Net increase/(decrease) in cash and cash equivalents	<b>(296,086)</b>	121,086
Cash and cash equivalents at the beginning of the financial year	<b>708,797</b>	587,711
Cash and cash equivalents at the end of the financial year	<b>412,711</b>	708,797

# GTA MEMBERS

Membership List as at 30 June 2025

## ORDINARY MEMBER

### LEVEL A1

(over 7 Million Tonnes)

CBH Group  
GrainCorp Australia  
Vittera Australia

### LEVEL A3

(3-5 Million Tonnes)

Cargill Australia

### LEVEL A4

(1.5-3 Million Tonnes)

ADM Trading Australia  
Australian Grain Export Pty Ltd  
Bunge Agribusiness Australia  
Louis Dreyfus Company Emerald  
Australia

### LEVEL B1

(1.0-1.5 Million Tonnes)

Arrow Commodities  
CHS Broadbent  
George Weston Foods  
Manildra Group  
Riordan Grain Services

### LEVEL B2

(500,000-1 Million Tonnes)

Centre State Exports  
ETG Commodities  
Inghams Enterprise Pty Ltd  
J K International Pty Ltd  
Ridley Agriproducts  
Riverina (Australia)  
Wilmar Trading (Australia) Pty Ltd

### LEVEL B3

(250,000-500,000 Tonnes)

Allied Pinnacle  
Brahman Commodities  
Cofco International Australia  
Demeter Grains  
KM & WM Kelly & Sons  
Quadra Commodities  
Qube Logistics (SB) Pty Ltd  
T/A Qube Agri  
Robinson Grain Trading

### LEVEL C1

(over 10 employees,  
under 250,000 Tonnes)

Agracom  
Agrisk (Market Check)  
AGT Foods Australia  
Associated Grain  
T/A Agrocrops Processing Australia  
Australian Food & Fibre Processing  
Australian Fresh Milk Holdings (AFMH)  
BFB Pty Ltd  
Blairs Produce Company  
Boolah Farms Pty Ltd  
Castlegate James Australasia Pty Ltd

### COPRICE

Darwalla Milling Co Pty Ltd  
DDT Holdings  
Deckert Group Pty Ltd  
Esperance Quality Grains Pty Ltd  
Fletcher International Exports  
Fodder Link Pty Ltd  
Hanlon Enterprises  
Hazeldenes Chicken Farm  
IGH Commodities  
Inari Australia  
Irwin Stockfeeds  
Itochu Australia Ltd  
Jerilderie Grain Storage & Handling  
Laucke Flour Mills Pty Ltd  
Lawson Grains  
LPC Trading Pty Ltd  
Malteurop Australia Pty Ltd  
MC Croker  
MSM Milling Pty Ltd  
Namoi Cotton Ltd  
Pentarch Agricultural Pty Ltd  
Premium Grain Handlers Pty Ltd  
Queensland Cotton Corporation  
Reid Stockfeeds Pty Ltd  
Rex James Stockfeed  
Rivalea (Australia) Pty Ltd  
- Animal Nutrition  
Riverina Oils & Bioenergy  
SunPork Farms Feed Mills  
Thompson & Redwood Pty Ltd  
ThriveAgri Pty Ltd  
TSS Grain  
(Tasmanian Stockfeed Services)  
Unigrain Pty Ltd  
Viridis Ag  
W B Hunter Pty Ltd  
Wilken Grain  
Woods Grain Pty Ltd  
XLD Commodities

### LEVEL C2

(under 10 employees,  
under 250,000 Tonnes)

Access Grain Pty Ltd  
Adams Australia Pty Ltd  
Aditi UVG  
Aditya Birla Global Trading  
(Australia)  
Advantage Grain Pty Ltd  
Ag Connex Pty Ltd  
Agmark Commodities  
Agri Om Australia Pty Ltd  
Agri-Oz Exports (Aust) Pty Ltd  
Agromin Australia Pty Ltd  
Alliance Grains  
Arya Pulses Australia Pty Ltd  
A T Waterfield & Son Pty Ltd  
Australian - Asian Agricultural  
Exports (AAAX)  
Australian Choice Exports Pty Ltd  
Australian Grain Storage  
Australian Growers Direct Pty Ltd

Australian Mungbean Company Pty Ltd  
A W Vater & Co  
Baker Grain  
Boort Grain Co-Operative  
Broun & Co Pty Ltd  
C & S Trading Pty Ltd  
Carpendale Agri Pty Ltd  
Carson Stockfeed Pty Ltd  
Chester Commodities  
C K Tremlett Pty Ltd  
CL Commodities  
Coorow Seeds  
Cory Johnston (Aust) Pty Ltd  
Defiance Maize Products Pty Ltd  
Direct Commodities  
DSL Pacific  
East Coast Stockfeeds  
Ellerslie Free Range Farms Pty Ltd  
ETG Processing Pty Ltd T/A Wimpak  
Excel Farms  
Export Import Australia  
Export Trading Group  
Australia Pty Ltd  
Fanmac Logistics Pty Ltd  
Feed Central Pty Ltd  
Findlays Barellan  
Gold Star International Pty Ltd  
Grainforce Pty Ltd  
Grain Link WA Pty Ltd  
Grenfell Commodities Pty Ltd  
GV Grain & Fodder  
Harwood Grains & Stockfeeds  
Horizon Commodities Pty Ltd  
Jatlee Australia  
JH Grain Pty Ltd  
J W Koek & Company  
Kangaroo Island Pure Grain  
KB Agri Services Pty Ltd  
Kennett Rural Services Pty Ltd  
Lachlan Commodities Pty Ltd  
Lane Grain Pty Ltd  
Mahonys Transport Services  
Mallon AgCommodities  
Mandala Trading  
Marina Commodities (Australia)  
Matthews Transport  
and Grain Traders  
Max Grains Pty Ltd  
Mckenzie Ag Services  
McNaughts Grain & Fertilizer Pty Ltd  
Melaluka Trading Pty Ltd  
Mellco Pty Ltd  
Nandaly Grain Co-Operative  
Network Grains Pty Ltd  
Norco  
Northbound Trading Pty Ltd  
T/A WA Lupins  
Origin Grain Pty Ltd  
Outlook Commodities  
Pacific Global Sprouts Pty Ltd  
Parkinson Bros  
PB Seeds  
Pearson's Grain

Peters Commodities  
Pinnacle Grains Pty Ltd  
Plum Grove  
Pure Grain Network Pty Ltd  
QS Commodities Pty Ltd  
RP Grain Pty Ltd  
Rural Logic (Aust) Pty Ltd  
Shannon Bros Bulk Storage Pty Ltd  
Silo Bag Grain (NSW QLD) Pty Ltd  
Societa Cofica  
Southern Grain Pty Ltd  
Southern Grain Storage Pty Ltd  
Spagrimon Australia  
Standard Commodities  
    Australia Pty Ltd  
Sudima Australia  
Sun Euro Australia  
Sunny Trading Group  
Tamma Grains Australia Pty Ltd  
Tiller Commodities Pty Ltd  
TRC International  
Trentham Grazing Pty Ltd  
    T/A Godde's Grain & Fertiliser Pty Ltd  
Ulupna Pastoral Co Pty Ltd  
Ulusoy Asia Pacific  
Universal Commodity Management  
Ward McKenzie  
Waterfall Australia  
Watsons Bulk  
WHG Oceania Pty Ltd  
Wirrinourt Transport & Trading  
Wycheproof Grain Handling

#### TRANSPORT OPERATOR

Crawfords Freightlines Pty Ltd  
Gehrke Grains & Transport Pty Ltd  
Hamilton Contracting (NSW) Pty Ltd  
Horne Ag Logisitics Pty Ltd  
Pacific National (NSW) Pty Ltd  
SEAWAY Intermodal Pty Ltd

#### BROKER

##### Meduim

Fox Commodities Pty Ltd  
Grain Brokers Australia  
Horizon Grain Brokers Pty Ltd  
Quest Commodities  
Rain Agribusiness  
StoneX Financial  
Teague Australia Pty Ltd

##### Sole Operator

A C Grain  
Allied Grain Pty Ltd  
Cogeser (Australia) Pty Ltd  
Farm Tender  
Lotema Pty Ltd  
Mallon Commodity Brokering  
McDonald Pelz Australia  
Perkins Commodity Brokers  
Sunrise Commodities  
Wardi Broking  
Woodside Commodities Pty Ltd

#### CORPORATE

##### Large

ASX  
Australian Grain Technologies  
Barrett Burston Malting Co.  
BoortMalt Asia Pacific Pty Ltd  
CIS Control Union Australia  
Commonwealth Bank of Australia  
Nestlé Australia  
NSW Ports  
Regulator Markets  
Sanitarium Health Food Company  
Symbio Laboratories

##### Medium

AgriFood Technology  
Amspec Australia  
Australian Superintendence  
    Company (ASC)  
Clear Grain Exchange  
Foss Pacific  
HFW Australia  
Holding Redlich  
Intertek  
Mars Petcare Australia  
    T/A Mars Birdcare  
Oldendorff Carriers Melbourne  
PSC Griffith Goodall  
    Insurance Brokers  
SBA Law  
SGS Australia  
T-Ports

##### Small

Advance Trading Australasia  
AEGIC  
AgriDigital  
Ag Scientia  
AgVise (WA) Pty Ltd  
Aperture Ag Pty Ltd  
Basis Commodities  
BSM Global  
Cloudbreak Grain Marketing  
Cropify  
Delta Agribusiness  
E P Integrated Commodities  
Farmanco Marketing Pty Ltd  
FARMARCO Australia Pty Ltd  
Finesse Solutions  
Flexi Grain Pty Ltd  
Futari Grain Technology Services  
Goldstar Commodities  
Gaintec Scientific  
Grainx  
Greenoaks Agriculture Pty Ltd  
Harvestcheck Pty Ltd  
Hay Plains Grain Storage Pty Ltd  
IKON Commodities  
Indyn  
Lachstock Consulting  
MarketAg Pty Ltd  
McMullen Consulting  
Mercari Pty Ltd

Mirfak Pty Ltd  
National Grower Register  
OMIC Australia Pty Ltd  
Perten Instruments  
Pinion Advisory  
Planfarm Marketing Pty Ltd  
Priag Marketing Pty Limited  
Primal Foods Group  
Profarmer and Australian  
    Crop Forecasters  
Rise Agribusiness  
Saputo Dairy Australia  
SGA Solutions Pty Ltd  
Sizer & Cogill T/A NQ Bulk  
Ten Tigers  
TE Storage & Logistics Pty Ltd  
TT Club Mutual Insurance  
Ultimate Global Trading Pty Ltd  
Wattletree Consulting  
Windarra Grain Storage

#### INTERNATIONAL AFFILIATE

CIS Commodity Inspection Services

#### INDUSTRY ASSOCIATION

Grain Growers Limited (GGL)  
Grain Industry Association  
    of WA (GIWA)  
Grain Producers Australia Ltd (GPA)  
NSW Farmers Association  
Stock Feed Manufacturers'  
    Council of Australia (SFMCA)

#### MERCHANT ASSOCIATION

Grain Industry Association of SA  
    (GIASA)  
Grain Industry Association of VIC  
    (GIAV)  
Grain NSW  
Queensland Agricultural Merchants  
    (QAM)

#### LIFE MEMBERS

Mr Mervyn May  
Mr Christopher Kelly  
Mr Geoff Honey  
Mr Terry Deacon  
Mr Geoff Farnsworth  
Mr Lyndon Asser





**GRAIN TRADE  
AUSTRALIA**

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