



Chair's Address – 2025 AGM

Good morning, everyone.

It is my pleasure to address you today as Chair of Grain Trade Australia and reflect on another significant year for GTA and the broader grain industry.

GTA remains the focal point for the commercial grain industry within Australia. Our role is to facilitate trade and provide leadership, advocacy, and an industry-driven self-regulatory framework.

This includes the Australian Grain Industry Code of Practice, Trading Standards, Contracts, and Advocacy.

Together, these elements underpin an efficient, equitable, and open trading environment.

The 2024/25 season again delivered strong results. 64.5 million tonnes of grain was produced, this was the third largest crop on record, with exports reaching 42 million tonnes with an industry valued of A\$26 billion.

It was another year that demonstrated the capacity, capability and resilience of our supply chain. While large production volumes presented challenges in some states, the industry once again managed to deliver quality food-safe grain to domestic and international markets and customers. This performance reinforces the value of GTA's self-regulatory framework and the suite of tools that support it.

The industry continues to evolve, seeking greater productivity and improved ways to operate. In October 2024 and following the retirement of long-serving CEO Nick Goddard, GTA has partnered with the Australian Oilseeds Federation. This partnership enables AOF to continue operating efficiently and effectively through a streamlined model that supports members, Sustainable Grain Australia activities, and the broader oilseed industry.

GTA also started the review and update of the Australian Grain Industry Code of Practice in late 2024. This work, undertaken with full industry consultation, ensures the Code remains relevant and continues to provide integrity and confidence for the Australian grain industry.

Innovation and technology integration remain a key focus. GTA's Technology Sub-Committee has developed a protocol to evaluate machine-aided varietal purity assessment technologies, ensuring accuracy and reliability of each sample. A trial of one such technology took place in early 2025, with further work underway to develop a similar framework for technologies that assess defects and contaminants using digital imaging.

Another major initiative under development is the Grain Storage Assets and Management Standard - GSAMS - in partnership with the Department of Agriculture, Fisheries and Forestry. GSAMS will provide clear and auditable standards for storage, sampling and handling, designed to enhance customer confidence and streamline regulatory processes. Final arrangements are expected to be completed in 2025, supported by industry training, guidance and oversight.

International engagement continues to be a key strength. In November 2024, GTA's CEO, Pat O'Shannassy, was elected President of the International Grain Trade Coalition. This is an important recognition of Australia's leadership in promoting open and rules-based trade. Under Pat's leadership, GTA is helping shape discussions on global food security, supply chain resilience and fair-trade frameworks, ensuring Australian priorities are heard internationally.

March 2025 again saw record attendances at AGIC Asia events in both Thailand and China and smaller but enthusiastic numbers at the inaugural AGIC India event. The theme for AGIC ASIA was "Shaping the Future through Quality, Insight and Confidence. These conferences allowed the Australian grain industry to engage directly with customers, build relationships, and strengthen confidence in our quality assurance systems and supply chain reliability.

Building on this success, GTA also led industry Roundtable sessions in Beijing, supported by Australian Government representatives. These discussions deepened relationships with the Chinese industry and government, reinforcing Australia's reputation as a trusted supplier of high-quality grain.

Domestically, AGIC Australia 2024 marked the 25th anniversary of the Australian Grains Industry Conference in Melbourne - held under the theme "Every Grain Has a Silver Lining" The event brought together more than 600 delegates from 17 countries to exchange ideas and address key issues shaping the global grain sector.

GTA also continues to demonstrate its commitment to industry stewardship through training and capability building. Our professional development and technical programs help ensure the ongoing strength, professionalism and competitiveness of the Australian grain industry. The Five Under 30 program entered its second year, supporting emerging leaders through mentorship, networking and engagement with industry activities.

Sustainability remains a key focus area for GTA. We continue to provide active stewardship in areas such as chemical reviews, fumigation protocols and crop breeding innovation - ensuring science-based, practical and commercially sound outcomes for the industry.

In policy and advocacy, GTA represented members through submissions and participation in the Department of Agriculture's review of the Bulk Wheat Code of Conduct. GTA's position remains clear: there is no evidence of market failure warranting increased regulation. We continue to advocate for self-regulation as the most effective approach and are working with the government on the development of an industry-based Port Protocol.

The success of GTA depends on the commitment of many. I extend my sincere thanks to the GTA Board, Technical Committees, Sector Councils, Working Groups, and Arbitrators, whose expertise and voluntary contributions underpin the strength and credibility of our organisation.

At AGIC 2024, it was a great pleasure to present GTA Life Membership to Geoff Farnsworth and Lyndon Asser, both of whom have made and continue to make exceptional contributions to GTA and our industry.

As many of you know, this will be my final AGM as Chair of Grain Trade Australia. I advised the Board earlier this year of my intention to retire from the role after serving as Chair since 2018, and four years before that as an elected Director representing Level C Members. It has been an honour and a privilege to serve GTA, our members, and this fantastic organisation and industry. I thank you all - our members, the GTA staff, and the many volunteers - for your dedication, expertise, and ongoing support. I am confident GTA remains in strong hands and will continue to thrive into the future.

Thank you.

Andrew Goyder

Chair – Grain Trade Australia