

26th March 2026

National Transport Commission
Level 3, 600 Bourke Street
Melbourne VIC 3000

Via email: enquiries@ntc.gov.au

Dear Commissioners,

Re: Updating the National Voluntary Guidelines for Landside Stevedore Charges and Expansion to Empty Container Park Charges

Grain Trade Australia (GTA) welcomes the opportunity to provide input into the National Transport Commission's (NTC) consultation on updating the voluntary guidelines for landside stevedore charges and their proposed expansion to include empty container park (ECP) charges.

GTA recently provided a submission to the Senate Select Committee on Productivity in Australia (attached), which highlighted several structural inefficiencies in Australia's containerised supply chains. In particular, Section 6 of our submission outlines material concerns regarding landside container terminal charges and empty container park practices, which are directly relevant to this consultation.

GTA's members continue to experience increasing cost pressures associated with landside charges. These costs disproportionately impact low-value, high-volume export commodities such as grain and are eroding the competitiveness of containerised export pathways.

A key concern is that current pricing structures do not reflect efficient economic principles. Flat, non-contestable per-container charges are typically imposed on transport operators and exporters, rather than being aligned with commercial contracting arrangements across the supply chain. This disconnect reduces price discipline and limits the ability of parties who can influence service levels—such as shipping lines and their Australian customers—to negotiate on price and performance.

GTA considers that this represents a fundamental misallocation of costs and reflects a **broader breakdown in normal commercial disciplines** within the supply chain. Charges should be applied to, and negotiated by, those parties best placed to influence operational efficiency and productivity outcomes. In the absence of this alignment, there is reduced incentive for efficiency, resulting in higher costs and poorer productivity across the supply chain.

In addition, operational challenges associated with empty container parks—including capacity constraints, congestion, and inconsistent practices—are contributing to delays and further inefficiencies. The proposed inclusion of ECPs within the scope of this work is appropriate; however, addressing these issues will require more than an extension of existing voluntary frameworks.

While the current guidelines seek to improve transparency and consultation, GTA does not consider that incremental improvements to voluntary guidance will address the **underlying structural issues** present in the market. The persistence of non-contestable charges, limited bargaining power, and the inability of affected parties to negotiate outcomes are indicative of a **market failure** that is unlikely to be resolved through voluntary measures alone. **Fundamental reform is required.**

In particular, GTA considers that effective reform must deliver:

- **Stronger alignment between pricing and commercial contracting arrangements**, ensuring that charges are borne and negotiated by those able to influence service delivery
- **Pricing mechanisms that reflect efficient cost allocation**, rather than indiscriminate, non-contestable charges
- **Clear accountability within the supply chain**, restoring normal commercial disciplines and incentives for productivity
- **A framework capable of addressing market power imbalances**, including consideration of regulatory oversight where appropriate

Without such changes, there is a material risk that inefficiencies will persist, with ongoing impacts on export competitiveness and national productivity.

GTA encourages Government and the NTC to consider **more substantive reform** options, including formal regulatory or monitoring mechanisms, should voluntary guidelines prove insufficient to address these entrenched issues.

GTA would welcome the opportunity to continue engaging with the NTC on this issue and to provide further detail where this may assist.

Yours faithfully,



Pat O'Shannassy
Chief Executive Officer

Attachment:

1. GTA Submission - Senate Select Committee on Productivity in Australia

Ends:

12th February 2026

Select Committee on Productivity in Australia
PO Box 6100
Parliament House
Canberra ACT 2600
Via email: productivity.sen@aph.gov.au

cc:

RE: Productivity in Australia – Grain Industry Perspective

Dear Senators,

Executive Summary

The Australian grain¹ industry is one of the nation's most productive and trade-exposed agricultural sectors, exporting over 70 per cent of production in an average season and forecast to contribute 23.1 billion in export value in the 2025-26 season. (ABARES, 2025). Grain Trade Australia (GTA), as the peak post-farm gate industry body, welcomes the opportunity to respond to the Senate Select Committee on Productivity in Australia discussion paper.

Recent production growth in the grain sector has been driven by innovation, scale, and supply chain efficiency. Future productivity gains will increasingly depend on access to:

- **innovation,**
- **efficient regulation,**
- **coordinated policy,**
- **technology adoption,**
- **infrastructure performance, and**
- **access to open, rules-based global markets.**

This submission responds directly to the Committee's focus on:

- a) Economy-wide productivity constraints
- b) The role of regulation and competition
- c) Infrastructure and supply chain performance
- d) Technology diffusion and innovation
- e) Policy coordination and institutional effectiveness

GTA submits there is opportunity to increase productivity in post-farm gate supply chains which will not only be beneficial for the grain industry, but also to other sectors (including meat, pork, poultry, food processing, beverages) that are dependent on the grain industry as an input, and the broader Australian economy. Regulatory misalignment and incoherence, infrastructure inefficiencies, trade friction, and market distortions – particularly in ports, coastal shipping, and container logistics – are eroding productivity gains achieved in the sector.

The submission sets out practical, evidence-based recommendations that align with the Committee's discussion paper and support measurable productivity improvements across agriculture and

¹ "grain" means cereals (excluding rice), coarse grains, pulses, oilseeds and their products

downstream sectors. This supports GTA’s policy stance and builds on its 10th of November 2025 letter to Minister Collins and through contribution at the DAFF Productivity Roundtable in August 2025.

1. Introduction and Context

Grain Trade Australia (GTA) welcomes the opportunity to provide input into the Senate Select Committee on Productivity in Australia. This submission draws on GTA’s extensive engagement with government, regulators, and international institutions and reflects long-standing and consistent positions on productivity, trade facilitation, and supply chain efficiency.

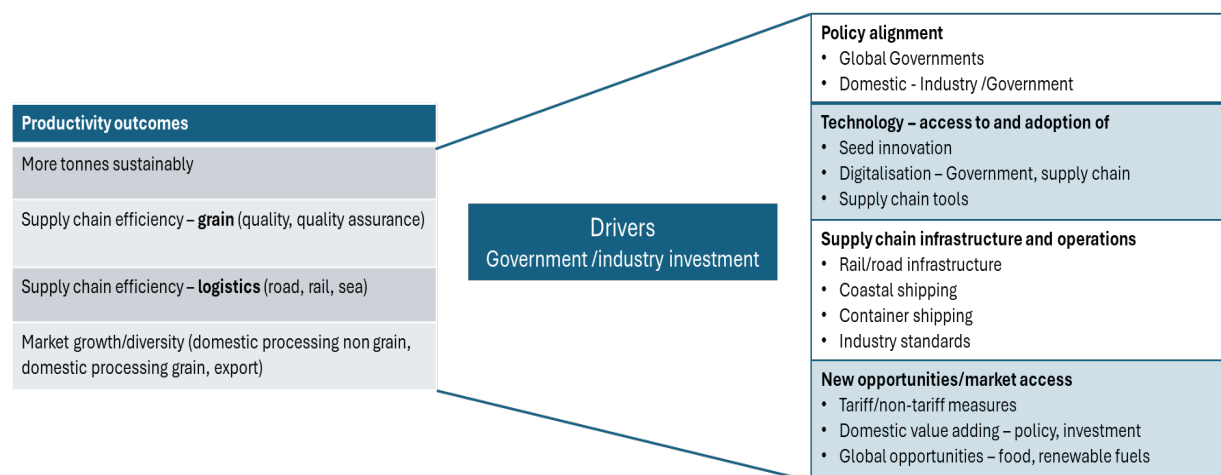
Productivity in agriculture – and particularly in export-oriented sectors such as grain – is increasingly shaped by **system-wide performance** rather than individual farm or firm behaviour. While farm-level productivity remains strong, post-farm gate constraints are counterproductive to national productivity outcomes.

This submission highlights the importance of:

- Aligning government policy with industry-led productivity initiatives and strategies
- Supporting industry driven self-regulatory frameworks to reduce red tape and compliance costs
- Investing in supply chain efficiency, infrastructure, and technology
- Ensuring open, fair, and predictable access to international markets
- Embedding sustainability policies that support, rather than distort, trade and productivity

GTA believes there needs to be a comprehensive and consistent strategy across the industry to support productivity outcomes. This approach is shown in figure 1.

Figure 1 –Productivity & Policy Alignment Summary



2. The Grain Sector and National Productivity

The Australian grain sector is one of Australia’s largest agricultural industries, exporting over 70 per cent of production in a normal season. In 2025/26, grain production is forecast to total approximately **70.5 million tonnes**, with exports of **48.8 million tonnes**, valued at **\$22.8 billion** (ABARES, 2025).

The grain industry:

- Is an important contributor to economic growth and resilience for rural and regional Australia, and to Australia’s export income

- Underpins other key agricultural and manufacturing sectors, including meat, livestock, pork, poultry, brewing, food processing, and aquaculture.
- Is a critical contributor to food security and economic stability in the Asia-Pacific region; and
- Operates in highly competitive, price-taking global markets

As global population growth and rising incomes increase demand for food, productivity growth — rather than expansion of resource use — will be essential. The United Nations Food & Agriculture Organisation (FAO) estimates global food production must increase by **50 per cent by 2050 than it produced in 2012**, (FAO, 2021).

Australia’s ability to meet this demand competitively depends on **efficient supply chains and conducive policy settings**, to support on-farm- innovation.

3. About Grain Trade Australia

GTA is the leading post-farm gate industry association in the Australian grain sector, representing over 295 member organisations (see attachment) across trading, storage, handling, processing, and logistics.

GTA’s core purpose is to **facilitate efficient, transparent, and competitive grain trade**, domestically and internationally. This is achieved through:

- An industry-managed framework including the **Grain Industry Code of Practice**, endorsed by the Department of Agriculture, Fisheries and Forestry (DAFF)
- Dispute Resolution services and supply chain assurance frameworks
- Trade and market access advocacy
- International engagement through the **International Grain Trade Coalition (IGTC)**, where GTA currently holds the Presidency.

GTA’s role is directly aligned with the Committee’s focus on institutional effectiveness, regulatory efficiency, and productivity-enhancing governance.

4. Supply Chains as the Primary Productivity Lever

The Committee’s discussion paper highlights infrastructure, regulation, and coordination failures as key contributors to Australia’s productivity slowdown. GTA strongly agrees.

For the grain sector, **supply chain performance is now a dominant productivity constraint**. Every inefficiency adds cost to a low-margin, high-volume industry and reduces competitiveness in global markets.

GTA’s **Modernising the Grain Supply Chain Strategy** identifies four productivity growth pillars:

1. Skills and capability
2. Quality and market access
3. Technology adoption
4. Transport and logistics

Improvements in supply chain efficiency add value to **every tonne of grain**, delivering compounding productivity benefits across agriculture and downstream sectors.

5. Policy and Regulatory Opportunities to Lift Productivity

5.1 Industry–Government Policy Alignment

Productivity outcomes are strongest where government policy supports and aligns with industry-driven strategies. GTA’s collaboration with DAFF on the **Grain Storage Assets and Management Standard (GSAMS)** is a practical example. GSAMS is an innovative and collaborative project between DAFF and GTA under which DAFF recognises the application of GTA’s Australian Grain

Industry Code of Practice aligns with DAFF’s regulatory requirements. This alignment enables streamlining of regulatory and industry quality assurance practices.

GSAMS:

- Improves compliance consistency
- Reduces regulatory intervention through assured systems
- Lowers transaction costs for both industry and government
- Reduces duplication and repetition in audit, compliance and quality assurance processes.

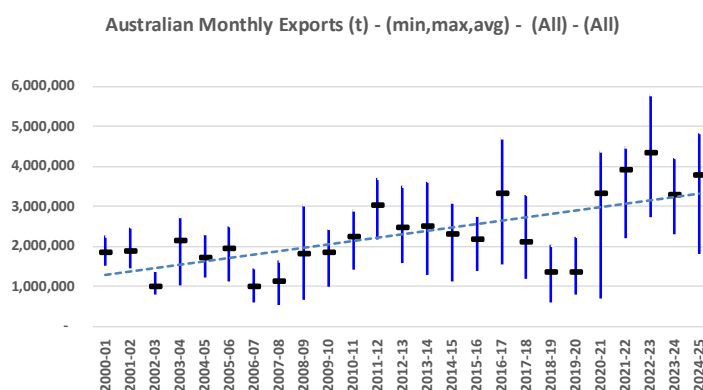
Ongoing and further government support for GSAMS adoption would directly lift supply chain productivity and regulatory efficiency.

5.2 Self-Regulation and Competition

The DAFF review of the **Port Terminal (Bulk Wheat) Code of Conduct** highlights the productivity benefits of self-regulation:

- In 2008 when the “Single Desk” for wheat exports was removed there were 17 port terminals operated by 4 PTSPs.
- In 2024, there are 32 port terminals, operated by 18 PTSPs,
- a consequential increase in annual **export capacity from around 2 million tonnes in the early 2000’s to almost 6 million tonnes in 2022-23.**

Figure 2. Australian Monthly Grain Exports 2000/01 to 2024/25



Source: ABS statistics

This expansion reflects capital investment, innovation, and increased competition as core drivers of productivity (DAFF, 2024).

To further streamline industry process, GTA is developing an industry Port Protocol with the view to seeking the Government’s support for this to replace the current Port Terminal Access (Bulk Wheat) Code of Conduct which will further strengthen the self-regulatory framework, and industry driven productivity growth.

5.3 Technology Adoption and Digital Trade

Technology diffusion is a central theme in the Committee’s discussion paper which is supported by GTA. Government plays a critical role in the efficiency of international trade. We note digitalisation of **trade documentation for export grain** is an opportunity to reduce regulatory burden and significantly improve efficiency for the industry.

Industry is seeking the rapid deployment of ePhyto within the Australian system, with current limited implementation by DAFF putting the Australian industry at a **competitive disadvantage**. The grain industry globally has identified a number of other opportunities for digitalisation of documentation to follow e-Phyto.

5.4 Trade and Market Access

Open, rules-based trade is fundamental to productivity in export sectors. The proliferation of **non-tariff measures (NTMs)** increases compliance costs, distorts markets, and reduces productivity.

Through the International Grain Trade Coalition (IGTC), GTA advocates for risk and science-based approach at global forums including:

- World Trade Organisation (WTO)
- Codex Alimentarius (Codex)
- International Plant Protection Convention (IPPC)
- UN Food and Agriculture Organisation (FAO)
- International Grains Council (IGC)

Trade policy coherence globally is essential to maintaining productivity growth.

Additionally, addressing existing trade barriers for Australian grains and modernising free trade agreements (FTAs) is essential to ensure that the grains industry can continue access markets to support productivity growth. This will require a multi-pronged approach by the Government focused on improved market access, improved pathways for addressing NTMs and prevention of future NTMs.

Although existing FTAs provide preferential tariff access, modernisation is needed to ensure FTAs reflect contemporary supply chains, technology and biosecurity needs. Activities to deliver enhanced outcomes for the Australian grains industry include ensuring effective implementation of existing FTAs, addressing NTMs and trade barriers, continuing to negotiate new FTAs and establishing a trade facilitative environment through modernisation of FTAs. GTA has provided a comprehensive set of recommendations to the Government across these issues as part of the southeast Asia modernisation review.

6. Supply Chain Productivity Constraints

6.1 Container Port Charges

Australia's ports are critical assets and require a concerted industry and government focus to ensure efficiency is maximised. Container stevedore's terminal service **fees applied to landside services are threatening to impact access to valuable international markets** that are serviced through the container supply chain. This is likely to have a consequential impact on:

- the level of competition in the Australian grain supply chain
- investment and employment in rural and regional communities.

Landside container terminal charges disproportionately impact low-value, high-volume exports such as grain. Flat per-container fees distort competition and represent inefficient cost allocation.

This misalignment reduces containerised grain exports and undermines supply chain productivity and consequently reduce the shipment of grain in containers.

Indiscriminate allocation of costs, without regard for where costs are incurred is a fundamental breach of basic economic principles of the efficient allocation of resources. These **costs should be apportioned based on where they are incurred**, so as not to exacerbate economic distortions and inefficiencies.

From GTA's perspective, fees and charges, including landside fees, should in principle align with commercial contracting arrangements across the supply chain, ensuring those who pay the fees can negotiate service productivity. This is currently not the case with grain container exports. GTA's members who export grain should be able to contract directly with shipping lines for services, and shipping lines should then negotiate and contract landside services with stevedores and container parks, as they can apply commercial and operational pressure to ensure efficiency.

Pricing should be determined through negotiation by parties who can influence service levels and productivity outcomes, rather than being imposed as non-contestable costs on exporters. This will lead to a more efficient and productive sector.

This issue warrants the immediate attention of the committee and Government.

6.2 Coastal Shipping Reform

Proposed reforms to coastal shipping licensing would reduce flexibility and increase costs. During the 2017–19 drought, temporary licensing arrangements enabled the movement of over **6 million tonnes of grain** to the east coast.

Restrictive licensing would materially reduce productivity and resilience.

In GTA's submission to the Department of Transport *Independent Review of the Coastal Trading Act – Phase 2 Consultation* GTA noted particular concerns with proposed coastal shipping reforms including:

- Trade requires, (and functions best when there is) regulatory certainty and simplification for business and its processes. GTA's position has always been that an efficient supply chain is based on reducing cost, complexity, and the burden of un-necessary regulation.
- The grain trade will look to move grain interstate based on market signals, predominantly as a reaction to a severe drought in the eastern states where domestic demand for grain is the strongest. The requirement for transshipment due to drought occurs irregularly, particularly via coastal shipping. These movements will not occur until the market prices supports the additional cost of the freight and logistical costs associated with transshipment.
- The coastal shipping reforms proposed by the Government around licencing on a vessel-by-vessel basis, by the shipowner/charterer, rather than cargo owner are totally impractical and will either increase cost of transshipment of grain or stop it altogether.

6.3 Land Freight Infrastructure

Road and rail infrastructure constraints directly limit throughput and increase costs. Productivity improvements require:

- Coordinated national freight planning
- Harmonised regulation across jurisdictions
- Improvement to “below rail” (i.e. Government owned) infrastructure to increase efficiency. For example, “weak links” such as poor bridges, or track that can only support low axle weights impact efficiency on a whole rail line. Rail movements are constrained by the weakest point in the overall rail route.

6.4 Regulatory Alignment (Phosphine WELs)

Regulatory direction and change must be sympathetic to the practicalities of industry. Safe Work Australia (SWA) are proposing changes for the Workplace Exposure Limits (WEL) for the fumigant Phosphine to take effect from 1 December 2026. Phosphine is a common fumigation treatment used in the grain industry to protect grain quality and treat insect infestation.

SWA has recently changed its framework for Workplace Exposure Standards (WES), and for its own efficiency reasons have streamlined the methodology to review and update the WES. Under the old methodology it takes approximately \$825,000 and 2.5 years for government to update a single workplace exposure standard.

The new methodology is a broad approach that seeks to leverage existing sources of information for setting workplace exposure limits (WEL) and is expected to make wholesale (278) changes to WELs. There appears to be no individualized risk and feasibility analyses for each substance.

Phosphine, noted as a commonly used grain fumigation treatment has had its WELs drastically

lowered. While worker safety is a key principle of the grain industry, we question the evidence and the process utilised that resulted in the reduction in the WEL. This will have a dramatic impact on the efficiency of the grain industry supply chain.

Failure to have in place cost-effective and practical solutions for the industry to meet new SWA regulations by 1 December 2026 has the potential to negatively impact not only the availability of phosphine for use by industry but also will damage the excellent reputation the grain industry has in managing chemical compliance. The cost is likely to be significantly more to industry and the economy than the \$825,000 SWA is said to be seeking to save.

GTA seeks the committee’s support for a review of the SWA decision and as a minimum an extension beyond the 1 December 2026 implementation date to allow further engagement and discussion and a proper proportionate risk and evidence-based approach to be undertaken.

6.5 Enabling New Markets – Low Carbon Liquid Fuels

Low Carbon Liquid Fuels (LCLF) present an opportunity to create new domestic demand for grain, improving the energy sector resilience and value-adding to the Australian economy. The opportunity exists to develop a sustainable, export-aligned LCLF industry in Australia underpinned by reliable, scalable and certified oilseed feedstocks

The domestic oilseed crushing sector is expanding and these investments should be supported through **clear policy settings and demand signals** that incentivise long-term local processing and biorefining.

Policy settings must ensure:

- Market neutrality; and
- Efficient supply chain integration

GTA encourages the Committee and Government to consider a principled, flexible and market-aware approach to policy design to support LCLF production. Consideration of the full supply chain and emerging technologies will be critical to maximising the Program’s long-term value and effectiveness.

7. Recommendations

GTA recommends that the Committee:

Sound Policy principles & Settings

- a) Support industry-led self-regulatory frameworks** to reduce red tape and compliance burden
- b) Regulatory direction and change** must be sympathetic to the practicalities of industry
- c) Strengthen trade and market access policy coherence, to address/prevent trade barriers**
- d) Review of the Safe Work Australia proposed changes to the grain fumigant Phosphine** workplace reforms, which has significant potential to impact the Australian grain supply chain.

Supply Chain Efficiency

- a) Ensure coastal shipping reforms enhance, not restrict,** supply chain flexibility
 - b) Improve port and container pricing transparency** to remove productivity-distorting charges, and recommend the price model connecting pricing with commercial contracts to enable contractual parties to commercially negotiate services and productivity
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- c) Development of a **land freight policy** and strategy to improve road and rail networks and regulations (including cross jurisdictional regulations)
 - d) **Accelerate trade digitalisation**, including full implementation of ePhyto
 - e) **Support infrastructure investment and regulatory harmonisation** across road and rail freight

Leverage Opportunities

- f) **Align sustainability policy with productivity and trade principles** to enable new/expanded opportunities including LCLF.
 - g) In partnership with industry, continuing Australia's global **leadership in advocating** for the multi-lateral rules based global trade system
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Areas of concern requiring the **immediate focus of this Committee** include:

1. Landside **container terminal charges**
2. Safe Work Australia revised **Workplace Exposure Limits for phosphine**, and
3. Progressing Government policy to support the **development of the LCLF sector**.

8. Conclusion

The Australian grain industry offers a clear case study of how productivity gains can be unlocked through better policy alignment, efficient regulation, and competitive supply chains.

GTA welcomes ongoing engagement with the Committee and stands ready to provide further evidence and practical insight to support its inquiry.

Thank you for your consideration of this submission.



Pat O'Shannassy
Chief Executive Officer

Attachment:

1. GTA Member List



GRAIN TRADE AUSTRALIA

Membership List as of 14 January 2026

Member Type	Member Level	Account Name	Primary Contact	Website
Ordinary Member	A1	Bunge Australia	Stephen Bennett	https://www.bunge.com/Australia
		CBH Group	Ben Macnamara	www.cbh.com.au
		GrainCorp Australia	Robert Spurway	www.graincorp.com.au
			3	
	A3	Cargill Australia	Zsolt Kocza	www.cargill.com.au
			1	
	A4	ADM Trading Australia	Darryl Borlase	www.adm.com
		Louis Dreyfus Company	David Johnson	www ldc.com
			2	
	B1	Arrow Commodities	Dom Vanzella	www.arrowcom.com.au
		Australian Grain Export Pty Ltd	Tim Martin	www.australiangrainexport.com.au
		CHS Broadbent	Steve Broadbent	www.broadbentgrain.com.au
		George Weston Foods	Michael Schmidt	www.gwf.com.au
		Manildra Group	Peter Sloan	www.manildra.com.au
		Riordan Grain Services	Jim Riordan	www.riordangrains.com.au
			6	
	B2	Centre State Exports	Nick Lange	www.centrestateexports.com.au
		ETG Commodities	Peter McMeekin	www.etgworld.com
		Inghams Enterprise Pty Ltd	Matthew Clarke	www.ingham.com.au
		J K International Pty Ltd	Sandeep Mohan	www.jki.com.au
		Ridley Agriproducts	Reagan Stroud	www.agriproducts.com.au
		Riverina (Australia)	Jon Mulally	www.riverina.com.au
	Wilmar Trading (Australia) Pty Ltd	Matt Albion	www.wilmargavilon.com	
			7	
	B3	Allied Pinnacle	Brett Duczmal	www.alliedmills.com.au
		Brahman Commodities	Michael Aikman	www.brahmancommodities.com.au
		Cofco International Australia	Sarah Pan	www.cofcointernational.com
		Demeter Grains	Barry Mansfield	www.demetergrains.com.au
		K M & W M Kelly & Sons	Matt Kelly	www.kellygrains.com.au
		Quadra Commodities	Robin Cassar	www.quadra.com
		Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Jeremy Brown	www.qube.com.au
		Robinson Grain Trading	Adam Robinson	www.robinsongrain.com.au
			8	
	C1	Agracom	Joe Hallman	www.agracom.com.au
		Agrisk (Market Check)	Brett Stevenson	www.marketcheck.com.au
		AGT Foods Australia	Michael Brittain	www.agtfoods.com/australia
		Associated Grain T/A Agrocorp Processing Australia	Russell Darbey	www.agrocorp.com.au
		Australian Food & Fibre Processing	Peter Webb	www.australianfoodandfibre.com.au
		Australian Fresh Milk Holdings (AFMH)	Jill Smith	www.afmh.com.au
		BFB Pty Ltd	Shane Bird	www.bfb.com.au
		Blairs Produce Company	Sean Blair	crt.com.au/store/blairs-produce-company/
		Boolah Farms Pty Ltd	Stuart Tighe	www.boolah.com.au
		Castlegate James Australasia Pty Ltd	Kevin O'Brien	www.castlegatejames.com.au
		COPRICE	Kirsty Cutter	www.coprice.com.au
		Darwalla Milling Co Pty Ltd	Gary Heidenreich	www.darwalla.com.au
		DDT Holdings	Rajeev Saraff	www.ddtholdings.com.au
		Deckert Group Pty Ltd	Chris Deckert	www.deckerts.com.au
		Esperance Quality Grains Pty Ltd	Neil Wandel	www.esperancequalitygrains.com
		Fletcher International Exports	Joe Masters	www.fletchint.com.au
		Fodder Link Pty Ltd	Cameron Angel	www.fodderlink.com.au
		Hanlon Enterprises	Chris Coates	www.hanlonenterprises.com.au
		Hazeldenes Chicken Farm	Marcus Dingle	www.hazeldenes.com.au
		IGH Commodities	Brad Bryant	www.igh.net.au
		Inari Australia	Karan Singh	www.inariaustralia.com.au
		Irwin Stockfeeds	Bryan Irwin	www.irwinstockfeeds.com.au
		Itochu Australia Ltd	Nick Poutney	www.itochu.com.au
		JBS Pork Australia Pty Ltd	Andrew Philpotts	www.rivalea.com.au
		Jerilderie Grain Storage & Handling	Tyler Caddy	www.jgsh.com.au
		Laucke Flour Mills Pty Ltd	David Harris	www.laucke.com.au
		Lawson Grains	John Marshall	www.lawsongrains.com
		LPC Trading Pty Ltd	Simon Langfield	www.lpctrading.com.au
		Malteurop Australia Pty Ltd	Eric Fisher	www.malteurop.com/en/australia
		MC Croker	Jason McPherson	www.crockergrain.com.au
		MSM Milling Pty Ltd	Peter MacSmith	www.msmmilling.com.au
		Namoi Cotton Ltd	Nathan Hunter	www.namoi cotton.com.au
		Pentarch Agricultural Pty Ltd	Simon Yuncken	https://pentarchagricultural.com.au/
		Premium Grain Handlers Pty Ltd	John Orr	www.pgh.com.au
		Queensland Cotton Corporation	Ashish Govil	www.qcotton.com.au
		Reid Stockfeeds Pty Ltd	Ian Reid	www.reidstockfeeds.com.au
		Rex James Stockfeed	Natasha Davies	www.jamesstockfeed.com.au
		Riverina Oils & Bioenergy	Krissy Campbell	www.riverinaoils.com
		SunPork Farms Feed Mills	Mark Young	www.sunporkgroup.com.au
		Thompson & Redwood Pty Ltd	Stephen Lamond	https://thompsonandredwood.com.au/
		ThriveAgri Pty Ltd	Charlie Brown	www.thriveagri.com
		TSS Grain (Tasmanian Stockfeed Services)	Trevor Macleod	www.tasstockfeed.com.au
	Unigrain Pty Ltd	Ervin Leong	www.unigrain.com.au	
	Viridis Ag	Chris Reeves	www.viridisag.com	
	W B Hunter Pty Ltd	Stewart Coombes	www.wbhunter.com.au	
	Wilken Grain	Richard Wilken	www.wilkens.com.au	

	Woods Grain Pty Ltd	Bruce Woods	www.woodsgroup.com.au
	XLD Commodities	John Tuskin	www.xldgrain.com.au
		48	
C2	Access Grain Pty Ltd	Wade Humphries	www.accessgrain.com.au
	Adams Australia Pty Ltd	Ian Mack	www.adamsaustralia.com.au
	Aditi UVG	Harshad Kale	www.aditiuvg.com
	Aditya Birla Global Trading (Australia)	Surya Jain	www.abgtrading.com
	Advantage Grain Pty Ltd	Chris Nikolaou	www.advantagegrain.com.au
	Ag Connex Pty Ltd	Geoff Barker	www.agconnex.com.au
	Agmark Commodities	Richard Alcorn	www.agmark.com.au
	Agri Om Australia Pty Ltd	Kishore Bulchandani	www.agriom.com.au
	Alliance Grains	Luke Walker	www.alliancegrains.com.au
	Arya Pulses Australia Pty Ltd	Aravindhan Ravindraraj	www.aryapulses.com.au
	A T Waterfield & Son Pty Ltd	Brad Waterfield	linkedin.com/in/brad-waterfield-8767869b
	Australian Choice Exports Pty Ltd	James Hunt	www.australianchoiceexports.com.au
	Australian Country Choice Feedlots	Brad Taylor	https://www.accbeef.net.au/
	Australian Grain Storage	Matt Bailey	www.sunrice.com.au
	Australian Growers Direct Pty Ltd	Tyrone Stowers	www.ausgrowersdirect.com.au
	Australian Mungbean Company Pty Ltd	Damien White	www.australianmungbean.com.au
	A W Vater & Co	Kim Vater	www.vater.com.au
	Baker Grain	Richard Baker	www.bakergrain.com.au
	Ballarat Grain	Ashley Haase	
	Boort Grain Co-Operative	Jon Bucknall	www.boortco-op.com.au
	Broun & Co Pty Ltd	Charles Coventry	www.brounandco.com.au
	C & S Trading Pty Ltd	Craig Scholz	www.scholzbh.com.au
	Carpendale Agri Pty Ltd	Andrew Kluck	www.carpendale.com.au
	Carson Stockfeed Pty Ltd	John Carson	03 6634 7376
	CHA Pacific Pty Ltd	Ryan Yang	http://www.chapacific.com.au/
	Chester Commodities	Richard Black	www.chestercommodities.com.au
	C K Tremlett Pty Ltd	Andrew Tremlett	linkedin.com/in/andrew-tremlett-36a06385
	CL Commodities	Robert Lean	www.clcommodities.com.au
	Coorow Seeds	Brian Pover	www.coorowseeds.com.au
	Cory Johnston (Aust) Pty Ltd	Alicia Dolan	www.coryjohnston.com.au
	Defiance Maize Products Pty Ltd	Rodney Walker	www.corson.co.nz
	Direct Commodities	Hamish Robertson	www.directcommodities.com.au
	DSL Pacific	Katarina Lindkvist	https://www.dslpacific.com/
	East Coast Stockfeeds	Stuart Dolden	www.ecsf.com.au
	Ellerslie Free Range Farms Pty Ltd	Maria Sue-Tin	www.dahall.com.au
	ETG Processing Pty Ltd T/A Wimpak	Brock Tait	www.wimpak.com.au
	Excel Farms	Nicholas Paterson	excelfarms.com.au
	Export Import Australia	Dhanesh Kumar	www.exportimportaustralia.com.au
	Export Trading Group Australia Pty Ltd	Cassandra Tipler	www.etgworld.com
	Fanmac Logistics Pty Ltd	Chris Fanning	www.fanmacag.com.au
	Feed Central Pty Ltd	Tim Ford	www.feedcentral.com.au
	Findlays Barellan	Neil Findlay	www.findlay.world/about-us
	Frey Commodities Australia	Campbell May	freycommodities.com
	Gold Star International Pty Ltd	Abhishek Kotkar	www.goldstarinternational.com.au
	Grainforce Pty Ltd	Stella Larnach	www.grainforce.com
	Grain Link WA Pty Ltd	Andrew Goyder	www.grainlink.com.au
	Grenfell Commodities Pty Ltd	Peter Gordon Mawhinney	www.grenfellcomm.com.au
	GV Grain & Fodder	Joanne Harry	linkedin.com/in/joanne-harry-707119116
	Harrold Pastoral Co	Patrick Harrold	
	Harwood Grains & Stockfeeds	Paul Harwood	www.harwoodgrains.com.au
	Horizon Commodities Pty Ltd	Aaron Jones	www.horizoncommodities.com.au
	Jatlee Australia	Sunil Kumar	www.jatleecorp.com
	JH Grain Pty Ltd	Geoff Zhou	www.jhgrain.com.au
	J W Koek & Company	Brian Algate	07 3341 4548
	Kangaroo Island Pure Grain	Emma Tonkin	www.kipuregrain.com
	KB Agri Services Pty Ltd	Karl Bliss	linkedin.com/in/karl-bliss-916bb679
	Kennett Rural Services Pty Ltd	Andrew Kennett	www.kennetrural.com.au
	Lachlan Commodities Pty Ltd	Tony Cogswell	www.lachlancommodities.com
	Lane Grain Pty Ltd	Garry Lane	linkedin.com/in/gary-lane-82635b88
	Mahonys Transport Services	Luke Mahony	https://www.mahonystransport.com.au
	Mallon AgCommodities	Blake Mallon	mallonag.com.au
	Mandala Trading	Jay Saraff	www.mandalatrading.com.au
	Marina Commodities (Australia)	Palwinder Singh	www.marinacommodities.com
	Max Grains Pty Ltd	Jack Fahy	www.maxgrains.com.au
	Mckenzie Ag Services	Lachlan Mckenzie	www.mckenzieag.com.au
	McNaughts Grain & Fertilizer Pty Ltd	Daniel Mcnaught	www.mcnaughts.com
	Melaluka Trading Pty Ltd	Simon Pritchard	www.melalukatradng.com.au
	Mellco Pty Ltd	Steve Mellington	www.mellco.com.au
	Nandaly Grain Co-Operative	Jon Bucknall	www.nandalyco-op.com.au
	Network Grains Pty Ltd	Craig Dennis	www.networkgrains.com.au
	Norco	Michael Hampton	https://www.norco.com.au/agrisolutions/grain-team.php
	Northbound Trading Pty Ltd T/A WA Lupins	Daniel Marshall	www.walupins.com.au
	Origin Grain Pty Ltd	Marcus Currie	www.origingrain.com
	Outlook Commodities	Dominic Hogan	https://facebook.com/Outlookcommodities
	Pacific Global Sprouts Pty Ltd	Prashant Kewlani	www.pacificglobalsprouts.com
	Parkinson Bros	Rohan Parkinson	linkedin.com/in/rohan-parkinson-a76a761b4
	PB Seeds	Peter Blair	www.pbseeds.com.au
	Pearson's Grain	Darren Pearson	www.pearsonsgroup.com.au
	Peters Commodities	Michael Oxley	www.petcom.com.au
	Pinnacle Grains Pty Ltd	Sonal Vij	www.pinnaclegrains.com.au
	Plum Grove	Rikki Foss	www.plumgrove.com.au
	QS Commodities Pty Ltd	Nick Slipper	www.qscommodities.com
	RP Grain Pty Ltd	Gordon Pulham	randpcarriers.com.au/r-p-grains

		Rural Logic (Aust) Pty Ltd	Michael Wood	www.rurallogic.com.au
		Shannon Bros Bulk Storage Pty Ltd	Clayton Shannon	www.shannonbros.com.au
		Silo Bag Grain (NSW QLD) Pty Ltd	Lesley Kilby	www.silobaggrain.com.au
		Societa Cofica	Dia Ram Sharma	www.societacofica.com.au
		Southern Grain Pty Ltd	Tim Gross	www.southernstockfeeds.com.au
		Southern Grain Storage Pty Ltd	Campbell Brumby	www.southerngrains.com.au
		Spagrimon Australia	Jiger Kotecha	www.spagrimon.com.au
		Standard Commodities Australia Pty Ltd	Elizabeth Bozinoska	www.stancom.com.au
		Sudima Australia	James Garvey	www.sudima.com
		Sun Euro Australia	Tarun Saxena	www.suneuro.com.au
		Tamma Grains Australia Pty Ltd	Kim Packer	www.tammagrains.com.au
		Tasman Agri	Stuart Clarke	https://www.tasmanagri.com.au/
		TRC International	Yohan Goonetilleke	www.trcglobal.com.my
		Trentham Grazing Pty Ltd T/A Godde's Grain & Fertiliser Pty Ltd	Barry Fisher	www.goddesgrainandfertiliser.com.au
		Ulupna Pastoral Co Pty Ltd	Carly-Lee Perkins	www.ulupna.com.au
		Ulusoy Asia Pacific	Muhammet Genc	www.ulusoyflour.com
		Universal Commodity Management	Tim Dean	www.commoditymanagement.com.au
		Ward McKenzie	Greg Howe	www.mckenziefoods.com.au
		Waterfall Australia	Ian Mallon	ian@waterfallaustralia.com.au
		Watsons Bulk	Joel Watson	www.wbl.net.au
		WHG Oceania Pty Ltd	Gesheng Shen	shen@whgoceania.com.au
		Wycheproof Grain Handling	Bayden Durie	www.wychegrain.com.au
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Transport Operator		Crawfords Freightlines Pty Ltd	Phillip Davis	www.crawfordsfreightlines.com.au
		Gehrke Grains & Transport Pty Ltd	Julian Gehrke	www.gehrke.com.au
		Pacific National (NSW) Pty Ltd	Paul Scurrah	www.pacificnational.com.au
		SEAWAY Intermodal Pty Ltd	Bikash Ram	www.seawayintermodal.com.au
			4	
Broker	Medium	Fox Commodities Pty Ltd	Paul Cochrane	www.foxcommodities.com.au
		Grain Brokers Australia	Jeff Winspear	www.grainbrokers.com.au
		Horizon Grain Brokers Pty Ltd	Ash Munro	www.horizongb.com.au
		ICAP Futures (Australia)	Brett Cooper	www.tpicap.com
		Pure Grain Network Pty Ltd	Stuart Tighe	www.puregrain.com.au
		Quest Commodities	Jayne Barker	www.questcommodities.com.au
		Rain Agribusiness	Ian Grellman	www.rainag.com.au
		StoneX Financial	Stefan Meyer	www.intlfcstone.com
		Teague Australia Pty Ltd	Tim Teague	www.teague.com.au
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	Sole Operator	A C Grain	Adam Clarke	www.acgrain.com
		Allied Grain Pty Ltd	Angus Wettenhall	www.alliedgrain.com.au
		Cogeser (Australia) Pty Ltd	Robert Luetolf	www.cogeser.com.au
		Farm Tender	Matt Henke	www.farmtender.com.au
		Lotema Pty Ltd	Todd Lees	
		Mallon Commodity Brokering	Ian Mallon	www.mcbrokering.com
		McDonald Pelz Australia	Stuart Richardson	www.mcdonaldpelz.com
		Perkins Commodity Brokers	Craig Perkins	linkedin.com/in/craig-perkins-9a27211a
		Sunrise Commodities	Scott Merson	www.sunrisecommodities.com.au
		Wardi Broking	Sam Ward	www.wardi.com.au
		Woodside Commodities Pty Ltd	Hamish Steele-Park	www.woodcomm.com.au
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Corporate	Large	ASX	Ian Waddell	www.asx.com.au/grainfutures
		Australian Grain Technologies	Tristan Coram	www.agtbreeding.com.au
		Barrett Burston Malting Co.	Dean Ganino	www.bbmalt.com.au
		BoortMalt Asia Pacific Pty Ltd	Simon Robertson	www.boortmalt.com
		CIS Control Union Australia	Ashok Rana	cis-controlunion.com
		Commonwealth Bank of Australia	Tom Morgan	www.commbank.com.au
		NSW Ports (Port Kembla Unit Trust)	Joshua Lawrence	www.nswports.com.au
		Regulator Markets	Angus Knight	www.regulatormarkets.com
		Sanitarium Health Food Company	Nathan Bullock	www.sanitarium.com.au
		Symbio Laboratories	Kristian Just	www.symbiolabs.com.au
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	Medium	AgriFood Technology	Doreen Fernandez	www.agrifood.com.au
		Amspec Australia	Lee Shilvock	www.amspecgroup.com.au
		Australian Superintendence Company (ASC)	Andrew Parry	www.austsupco.com.au
		Clear Grain Exchange	Nathan Cattle	www.cleargrain.com.au
		Foss Pacific	Rod Gleeson	www.foss.com.au
		HFW Australia	Stephen Thompson	www.hfw.com
		Holding Redlich	Geoff Farnsworth	www.holdingredlich.com
		Intertek	Deborah Millard	www.intertek.com
		Mars Petcare Australia (T/A Mars Birdcare)	Kurt Sosinski	www.mars.com.au
		Oldendorff Carriers Melbourne	Allen Dewhirst	www.oldendorff.com
		PSC Griffith Goodall Insurance Brokers	Mandy Gladman	www.pscggib.com.au
		SBA Law	Jeremy Rosenthal	www.sbalaw.com
		SGS Australia	Trent Charlton-Maughan	www.au.sgs.com
		T-Ports	Nathan Kent	www.tports.com
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	Small	Advance Trading Australia	Andrew Woodhouse	www.advance-trading.com.au
		AgriDigital	Emma Weston	www.agridigital.io
		Ag Scientia	Lloyd George	www.agscientia.com.au
		AgVise (WA) Pty Ltd	Shane Sander	www.agvise.com.au
		Aperture Ag Pty Ltd	Alex Campbell	www.apertureag.com.au
		Basis Commodities	Chris Whitwell	www.basiscommodities.com
		Bendigo & Adelaide Bank Ltd Agribusiness Insights Pro	Rod Baker	www.bendigobank.com.au/business/industries/agribusiness/agriculture-insights/
		BSM Global	Jason Flemming	www.buysellmove.com
		Cloudbreak Grain Marketing	Ed Scamps	www.cloudbreak.com.au
		Cropify	Anna Falkiner	www.cropify.io

		Delta Agribusiness	Michael Parry	www.deltaag.com.au
		E P Integrated Commodities	Tracey Lehmann	epicbrokers.biz
		Farmanco Marketing Pty Ltd	Don McTaggart	www.farmanco.com.au
		FARMARCO Australia Pty Ltd	Rob Imray	www.farmarco.com.au
		Finesse Solutions	Malcolm Finlayson	malcolm@finessesolutions.com.au
		Flexi Grain Pty Ltd	Jarrold Tonkin	www.flexigrain.com.au
		Futari Grain Technology Services	Leah Petrie	www.futari.com.au
		Goldstar Commodities	Geoff Webb	www.goldstarcommodities.com.au
		Graintec Scientific	Lucas Anstiss	www.graintec.com.au
		Grainx	Judi Morgan	www.grainx.com.au
		Greenoaks Agriculture Pty Ltd	Richard Perkins	www.greenoaksag.com.au
		Harvestcheck Pty Ltd	Stephen Schumacher	www.harvestcheck.com.au
		Hay Plains Grain Storage Pty Ltd	Ron Harris	www.fellowsbulk.com.au/grainstorage
		IKON Commodities	Ole Houe	www.ikoncommodities.com.au
		Indyn	Rob Martin	www.indyn.net
		Lachstock Consulting	Nick Carracher	www.lachstockconsulting.com.au
		MarketAg Pty Ltd	Mark Martin	www.marketag.com.au
		McMullen Consulting	Gerard McMullen	www.mcmullengrainagricultural.com
		National Grower Register	Debbie Newmarch	www.ngr.com.au
		OMIC Australia Pty Ltd	Koji Nakashima	www.omicaustralia.com.au
		Perten Instruments	Raul Ovelar	www.perten.com
		Pinion Advisory	Chris Heinjus	www.pinionadvisory.com
		Planfarm Marketing Pty Ltd	Jerome Critch	www.planfarm.com.au
		Priag Marketing Pty Limited	Kevin Schwager	www.priag.com.au
		Saputo Dairy Australia	Ashley Denishensky	www.saputo.com
		SGA Solutions Pty Ltd	David Hudson	linkedin.com/in/david-hudson-8240b913
		Sizer & Cogill (T/A NQ Bulk)	Chris Sizer	www.sizercogill.com.au
		Ten Tigers	Chris Tonkin	www.tentigers.com.au
		TE Storage & Logistics Pty Ltd	Tom Hage	www.testorage.com.au
		TT Club Mutual Insurance	Rhys Richards	www.ttclub.com
		Wattletree Consulting	Joe Righetti	www.wattletree.net.au
		Windarra Grain Storage	Jessica Russ	https://www.facebook.com/p/Windarra-Grain-Storage-Pty-Ltd-61553819494644/
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International Affiliate		CIS Commodity Inspection Services	Paul Schweitzer	www.cis-inspections.com
			1	
Industry Association		Grain Growers Limited (GGL)	Shona Gawel	www.graingrowers.com.au
		Grain Industry Association of WA (GIWA)	Peter Nash	www.giwa.org.au
		Grain Producers Australia Ltd (GPA)	Colin Bettles	www.grainproducers.com.au
		NSW Farmers Association	Elen Welch	www.nswfarmers.org.au
		Stock Feed Manufacturers' Council of Australia (SFMCA)	Ellen Buckle	www.sfmca.com.au
			5	
Merchant Association		Grain Industry Association of SA (GIASA)	Marie Cunningham	www.giasa.org.au
		Grain Industry Association of VIC (GIIV)	Georgie van Beek	www.giiv.com.au
		Grain NSW	Joanne Ware	www.grainnsw.com.au
		Queensland Agricultural Merchants (QAM)	Rob Imray	www.qam.org.au
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