

20th September 2023

The Committee Secretariat
The Joint Standing Committee on Trade & Investment
PO Box 6021
Parliament House
Canberra ACT 2600

Via Email: jsctig@aph.gov.au

Re: Inquiry into the Australian Government's approach to negotiating Trade & Investment Agreements

1.0 About GTA

Grain Trade Australia (GTA) is the focal point for the commercial grains industry within Australia. It facilitates trade and works to provide an efficient, equitable and open trading environment by providing leadership, advocacy, and commercial services to the Australian grain value chain.

GTA members are responsible for over 95% of all grain storage and freight movements made each year in Australia. Over 95% of the grain contracts executed in Australia each year refer to GTA grain standards and/or trade rules.

GTA members are drawn from all sectors of the grain value chain from production to domestic end users and exporters. GTA members are involved in grain trading activities, grain storage, grain for human consumption and stock feed milling. A list of GTA member is attached as an addendum to this submission.

GTA welcomes the opportunity to make this submission to the Inquiry into the Australian Government's approach to negotiating Trade & Investment Agreements.

2.0 Introduction

The Australian grain industry¹ is a major economic contributor in regional Australia and to export revenue, with annual value of production in 2022/23 forecast (excluding rice) to be a record \$30.7 billion at the farm gate and \$28.3 billion of exports², meaning the grain industry is the highest value industry in the agriculture sector, contributing more than 33% of Australia's agricultural gross value of production annually.

The industry achieved record summer and winter production in 2022/23 of 71.7 million tonnes (mmt) following two prior large crops with 68.0 mmt in 2021/22, and 59.9 mmt in 2020/21.

Trade and an efficient supply chain is vital for the Australian grain industry and regional communities, with the Australian grain industry being highly export oriented e.g., 65 -75% of grain is exported.

3.0 Trade Opportunities

Maintaining and improving existing markets in addition to opening new export market opportunities for Australian grains and products and reducing distortions in global markets are key priorities for the

¹ Grains include wheat, coarse grains, oilseeds, oilseed meals and pulses

² Source: ABARES, 2023

grain industry. In GTA's view successful bilateral agreements with importing countries has potential to provide a significant increase in export value to the Australian grain industry.

Trade of Australian grain in the global export markets is challenging, largely due to the tariffs, and increasingly non-tariff measures including technical barriers to trade, domestic price supports, subsidies on crop inputs (such as fertiliser, chemicals) and other protectionist measures that importing countries may apply.

GTA supports comprehensive and high-quality trade agreements with importing countries that provide improved market access outcomes for grain and grain products. However, for market access opportunities to be profitable for growers and lower risk for exporters, there needs to be a focus on comprehensive reform of both tariff and non-tariff barriers to trade. Non-tariff barriers remain a significant impediment and any trade agreement must include a focus on the development and implementation of a systematic approach to addressing these barriers.

Existing and future trade agreements will support a new wave of prosperity in grain trade and investment between Australia and importing countries. Several existing markets for Australian grain are opportunistic due to a range of domestic support and tariff policies and the negotiation of trade agreements may allow more diversity, certainty, lower risk and consequently growth in Australia's grain trade with these countries. Trade agreements will potentially boost opportunities for the Australian grain industry and support growth, development and trade opportunities for other sectors. Given the industry's significance and broad footprint, this provides significant benefit not only to Australia's economy, but importantly to rural and regional Australia.

4.0 Government & Industry Process

Historically GTA and the Department of Agriculture, Fisheries and Forestry (DAFF) and the Department of Foreign Affairs and Trade (DFAT) have enjoyed an excellent working relationship and share the common goals of supporting and facilitating trade. GTA has been an active contributor to Government trade discussions and the development of multiple Free Trade Agreements including recently ChAFTA IA-CEPA, A-UKFTA, EU FTA and AI-ECTA. During the development phase of these trade agreements GTA was able to engage and provide input into priorities for the grain sector.

GTA, in 2017, with funding support from the then Department of Agriculture, Water & Environment (DAWE), worked with the grains industry to undertake a major study to identify commercially significant non-tariff barriers or measures (NTMs) for the grains industry. This report was pivotal in establishing a baseline for NTMs impacting the grains industry and the industry continues to work closely with DAFF and DFAT to identify and address NTMs. The forementioned NTM report is still relevant today and is available on the GTA website or by contacting GTA.

The world has a wide range of non-tariff barriers or measures (NTMs) that hinder and distort trade. The impact of these NTMs include no/restricted market access, distorted supply/demand balances, and increased uncertainty, risk and compliance costs. It needs to be recognised these NTMs have broad impact across the value chain, impacting not only producers and exporters in origin countries, but also importers, consumers, and value-adding/processing industries in destination countries.

The Government should consider negotiating collaborative processes, such as strategic partnerships and agreements for technical exchange, collaboration, and capacity growth, into the bi-lateral agreements. These can assist to strengthen relationships, common understandings to assist in addressing NTMs, as a "bi-product" of the FTA. This will add additional value to industry from these bi-lateral trade negotiations.

GTA has also recently completed a project, funded by DAFF's ATMAC program, to develop a framework for a Strategic Grains Partnership between India and Australia. GTA sees this as a critical opportunity for implementation and progression of improved relationship and trade facilitation

between India and Australia's grain industries. GTA is working closely with DAFF and DFAT regarding the CECA negotiations in relation to a full Australia India FTA.

5.0 FTA Implementation

GTA, whilst supportive of Trade Agreements and Government's role, believes the opportunity associated with comprehensive trade agreement between trade partners can be weakened when the implementation and the operations of these agreements is not closely managed by Government in partnership with industry. Effective oversight and management of the trade agreements is critical to ensure the identified significant potential benefits for both countries are realised.

By way of example as part of the IA-CEPA agreement, GTA and the grain industry had established a well-constructed and considered implementation and extension plan for grain including engagement and training programs with Indonesian grain industry counterparts. However, as part of the IA-CEPA, the planning and implementation process was allocated to an independent consultant Katalis and the grain industry design plan became largely redundant and funds were consumed by consultants and bureaucratic processes rather than being spent on "front line" programs.

Similarly the IA-CEPA implementation has been frustrated through the inability for Australian feed grain to trade into Indonesia due mainly to internal Indonesian political policy. These are examples that whilst trade agreements are beneficial, some of the benefits are not realised when the implementation phase is not managed appropriately and in particular when the strong collaborative and cooperative working relationship between industry and Government that formed as part of the negotiations is not maintained in implementation. It is recommended that the Government and industry partnership approach should include both negotiation and implementation of trade agreements.

6.0 Conclusion

In terms of meaningful market access outcomes, we encourage the Australian Government to continue to proactively progress Free Trade Agreements and seek tariff-free market access for Australian grain. All trade agreements once executed must be implemented with due care and effort and this is best performed through a Government and industry partnership approach to ensure the benefits of the agreements are realised.

We believe there are realistic opportunities for the Australian Government and the grain industry through this collaborative approach to support and grow trade in Australian grain.

We encourage the inclusion of collaborative arrangements or strategic partnerships to strengthen trade relationships and assist in addressing NTMs as additional value to be derived from FTAs.

We thank you for the opportunity to make this submission. We request that you keep us updated on developments and progress in this important inquiry.

Please do not hesitate to contact GTA should you have any queries or should we be able to be of assistance.

Yours faithfully,

Pat O'Shannassy
CEO, Grain Trade Australia



Membership List as of 5 September 2023

Organisation	Contact	Website /Phone
Ordinary Member (Trading)		
Level A1 (over 7 Million Tonnes)		
CBH Grain Pty Ltd	Mr Jason Craig	cbh.com.au
Viterra Australia Pty Ltd	Mr Philip Hughes	glencoreagriculture.com.au
Graincorp Operations Ltd	Mr Robert Spurway	graincorp.com.au
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Level A2 (5 - 7 Million Tonnes)		
		0
Level A3 (3 - 5 Million Tonnes)		
Cargill Australia Limited	Mr Zsolt Kocza	cargill.com.au
		1
Level A4 (1.5 - 3 Million Tonnes)		
ADM Trading Australia Pty Ltd	Mr Darryl Borlase	adm.com
Louis Dreyfus Emerald Australia Pty Ltd	Mr David Johnson	emeraldgrain.com
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Bunge Agribusiness Australia Pty Ltd	Mr Stephen Bennett	bunge.com/agribusiness
Australian Grain Export Pty Ltd	Mr Tim Martin	australiangrainexport.com.au
		5
Level B1 (1.0 - 1.5 Million Tonnes)		
Manildra Group	Mr Peter Sloan	manildra.com.au
CHS Broadbent Pty Ltd	Mr Steve Broadbent	broadbentgrain.com.au
Riordan Grain Services	Mr Mark Lewis	riordangrains.com.au
George Weston Foods Limited	Mr Mark O'Brien	gwf.com.au
		4
Level B2 (500,000 - 1 Million Tonnes)		
Centre State Exports Pty Ltd	Mr Jeff Voigt	centrestateexports.com.au
Inghams Enterprises Pty Ltd	Mr Matt Clarke	ingham.com.au
Ridley Agriproducts Pty Ltd	Mr Michael Reeves	agriproducts.com.au
Riverina (Australia) Pty Ltd	Mr Gareth Stapleton	riverina.com.au
Wilmar Gavilon Pty Ltd	Mr Matt Albion	07 3713 8700
J K International Pty Ltd	Mr Sandeep Mohan	jki.com.au
ETG Commodities Pty Ltd	Mr Peter McMeekin	peter.mcmeekin@etgworld.com
		8
Level B3 (250,000 - 500,000 Tonnes)		
Allied Pinnacle Pty Ltd	Mr Brett Duczmal	alliedpinnacle.com
Cofco International	Ms Sara Pan	cofcoagri.com.au
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Quadra Commodities Pty Ltd	Mr Robin Cassar	quadra.com
Brahman Commodities Pty Ltd	Mr Michael Aikman	brahmancommodities.com.au
Boolah Farms Pty Ltd	Mr Stuart Tighe	02 6754 0343
Fletcher International Exports Pty Ltd	Mr Joe Masters	fletchint.com.au
K M & W M Kelly & Sons	Mr Matt Kelly	kellygrains.com.au
Demeter Grains	Mr David Oates/Barry Mansfield	08 9410 5818
		9
Level C1 (over 10 employees, under 250,000 Tonnes)		
Adams Australia Pty Ltd	Mr Ian Mack	adamsaustralia.com.au
Agracom Pty Ltd	Mr Joe Hallman	agracom.com.au
Agrisk Management Pty Ltd	Mr Brett Stevenson	02 9499 4199
AGT Foods Australia	Mr Michael Brittain	agtfoods.com/australia
Associated Grain t/a Agrocorp Processing Australia	Mr Bhuvan Gandhi	07 4662 1999
Australian Food and Fibre	Mr Peter Webb	australianfoodandfibre.com.au
Australian Fresh Milk Holdings (AFMH)	Ms Jill Smith	02 6344 8462
BFB Pty Ltd	Mr Shane Bird	bfb.com.au
Blairs Produce Company	Mr Sean Blair	02 6025 4600
Castlegate James Australasia Pty Ltd	Mr Ross Giovanetti	castlegatejames.com.au
Coprice	Ms Krissy Campbell	coprice.com.au
Darwalla Milling Co Pty Ltd	Mr Gary Heidenreich	07 3822 0527

Deckert Group Pty Ltd	Mr Chris Deckert	deckerts.com.au
DDT Holdings Pty Ltd	Mr Rajeev Saraff	ddtholdings.com.au
Esperance Quality Grains	Mr Neil Wandel	members.westnet.com.au/egg
Fodder Link Pty Ltd	Mr Cameron Angel	fodderlink.com.au
Hanlon Enterprises Grain	Mr Chris Coates	hanlonenterprises.com.au
Hazeldenes Chicken Farm Pty Ltd	Mr Marcus Dingle	hazeldenes.com.au
Independent Grain Handlers Pty Ltd	Mr Brad Bryant	igh.net.au
Irwin Stockfeeds	Mr Bryan Irwin	irwinstockfeeds.com.au
Itochu Australia Ltd	Mr Ayush Rajvanshi	itochu.com.au
Inari Australia Pty Ltd	Mr Karan Singh	inariaustralia.com.au
Rex James Stockfeed Pty Ltd	Ms Natasha Davies/Samuel James	jamesstockfeed.com.au
Jerilderie Grain Storage & Handling	Mr David Barlow	03 5886 0344
Laucke Flour Mills P/L	Mr Roger Laubsch	laucke.com.au
Lawson Grains Pty Ltd	Mr Angus Blair	lawsongrains.com
LINX Cargo Care	Mr David Simpson	linxcc.com.au
LPC Trading Pty Ltd	Mr Simon Langfield	02 6383 7222
Malteurop Australia Pty Ltd	Mr Trevor Perryman	03 5277 1950
MC Croker Pty Limited	Mr Greg Carroll	crokergrain.com.au
MSM Milling Pty Ltd	Mr Peter MacSmith	02 6364 5999
Namoi Cotton Ltd	Mr Shane McGregor	namoicotton.com.au
Newcastle Agri Terminal	Mr Earl	www.naterminal.com.au
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Quattro Ports	Mr Dave Allen	quattroports.com.au
Queensland Cotton Corporation Pty Ltd	Mr Ashish Govil	qcotton.com.au
Reid Stockfeeds Pty Ltd	Mr Nick Reid	reidstockfeeds.com.au
Rivalea (Australia) Pty Ltd - Animal Nutrition	Mr Andrew Philpotts	rivalea.com.au
SunPork Farms Feed Mills	Mr Mark Young	08 8532 4434
ThriveAgri	Mr Charlie Brown	thriveagri.com
TSS Grain (Tasmanian Stockfeed Services)	Mr Trevor Macleod	tasstockfeed.com.au
Unigrain Pty Ltd	Mr Ervin Leong	unigrain.com.au
W B Hunter Pty Ltd	Mr Stewart Coombes	03 5821 5744
Wilken Grain	Mr Richard Wilken	wilkens.com.au
Woods Grain Pty Ltd	Mr Bruce Woods	woodsgrain.com.au
XLD Commodities	Mr Lachie Stevens	xldgrain.com.au
Viridis Ag	Mr Chris Reeves	viridisag.com

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Level C2 (under 10 employees, under 250,000 Tonnes)

A T Waterfield & Son Pty Ltd	Mr Brad Waterfield	03 5382 3725
A W Vater and Co	Mr Kim Vater	vater.com.au
Advantage Grain Pty Ltd	Mr Chris Nikolaou	advantagegrain.com.au
Access Grain Pty Ltd	Mr Wade Humphreys	accessgrain.com.au
Aditya Birla Global Trading (Australia) Pty Ltd	Surya Jain	www.abgtrading.com
Agmark Commodities	Mr Richard Alcorn	agmark.com.au
Agri Om Australia Pty Ltd	Mr Kishore Bulchandani	agriom.com.au
Agri-Oz Exports Pty Ltd	Mr Francois Darcas	03 9830 7021
Agromin Australia Pty Limited	Mr Rajni Patel	agromin.com.au
Australian - Asian Agricultural Exports Pty Ltd	Mr Mick Connolly	aaax.ws
Australian Choice Exports Pty Ltd	Mr James Hunt	australianchoiceexports.com.au
Australian Grain Storage	Mr Matt Bailey	sunrice.com.au
Australian Growers Direct Pty Ltd	Mr Tom Lucas	ausgrowersdirect.com.au
Australian Mungbean Company Pty Ltd	Mr Damien White	australianmungbean.com.au
Avoca Grain Storage Pty Ltd	Ms Julie Bartlett	03 5465 3633
Baker Grain	Mr Richard Baker	bakergrain.com.au
Boort Grain Co-Operative	Mr Jon Bucknall	02 9875 3919
Broun and Co Grain Pty Ltd	Mr Charles Coventry	brounandco.com.au
C & S Trading Pty Ltd	Mr Craig Scholz	scholzbh.com.au
C K Tremlett Pty Ltd	Mr Andrew Tremlett	08 8524 9050
Carpendale Agri Pty Ltd	Mr Andrew Kluck	0448 761 246
Carson Stockfeeds Pty Ltd	Mr John Carson	0429 601 201
Chester Commodities Pty Ltd	Mr Richard Black	chestercommodities.com.au
CL Commodities Pty Ltd	Mr Robert Lean	clcommodities.com.au
Coorow Seeds	Mr Brian Pover	coorowseeds.com.au
Cory Johnston (Aust) Pty Ltd	Mr Justin Fay	coryjohnston.com.au
Craig Tyack Grain Trading	Mr Craig Tyack	0428 729 167
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Direct Commodities Pty Ltd	Mr Hamish Robertson	directcommodities.com.au

East Coast Stockfeed Pty Ltd	Mr Stuart Dolden	ecsf.com.au
Ellerslie Free Range Farms Pty Ltd	Mr Bruce Holden	07 4695 5777
ETG Processing Pty Ltd T/A Wimpak	Mr James French	wimpak.com.au
Export Import Australia Pty Ltd	Mr Dhanesh Kumar	exportimportaustralia.com.au
Export Trading Group Australia Pty Ltd	Mr Shayne Clark	etgworld.com
Fanmac Logisitics Pty Ltd	Mr Chris Fanning	fanmaclogistics.com.au
Feed Central Pty Ltd	Mr Tim Ford	feedcentral.com.au
Findlays Barellan	Mr Neil Findlay	02 6963 9246
Forest Enterprises Development & Consulting Pty Ltd	Mr Charles Lowe	02 6662 8261
Grenfell Commodities Pty Ltd	Mr Glenn Beasley	grenfell.com.au
GO Resources Pty Ltd	Mr Murray Gannon	go-resources.com.au
Godde's Grain & Fertiliser Pty Ltd	Ms Bec Leitch	02 6029 8332
Gold Star International Pty Ltd	Abhishek Kotkar	goldstarinternational.com.au
Grain Link WA Pty Ltd	Mr Andrew Goyder	grainlink.com.au
Grainforce Pty Ltd	Mr Derek Larnach	02 6331 4880
GrainTrend Pty Ltd	Mr Sanjiv Dubey	graintrend.com
GV Grain & Fodder	Ms Joanne Harry	03 5828 3063
Hartree Partners (Australia) Pty Ltd	Mr Daniel Miller	hartreepartners.com
Harwood Grains Pty Ltd	Mr Paul Harwood	harwoodgrains.com.au
Horizon Commodities Pty Ltd	Mr Aaron Jones	horizoncommodities.com.au
HX Food Group (Aus) Pty Ltd	Mr Dong Zhao	hxfoodgroup.com.au
J W Koek & Company	Mr Brian Algate	07 3341 4548
KB Agri Services Pty Ltd	Mr Karl Bliss	07 4634 4320
Kangaroo Island Pure Grain Pty Ltd	Ms Emma Tonkin	kipuregrain.com
Kennett Rural Services Pty Ltd	Mr Andrew Kennett	kennetrural.com.au
Lachlan Commodities Pty Ltd	Mr Tony Cogswell	02 6851 2077
Lake Grain Pty Ltd	Mr Derek Davis	lakegrain.com.au
Lane Grain Pty Ltd	Mr Garry Lane	02 6887 3309
Laragon Almond Processors Pty Ltd	Mr Mark Webber	laragon.com.au
Mandala Trading Pty Ltd	Mr Jayjeev Saraff	mandalatrading.com.au
Marina Commodities	Mr Palwinder Singh	marinacommodities.com
McKenzie Ag Services	Mr Lachlan McKenzie	mckenzieag.com.au
McNaughts Grains & Fertilizer Pty Ltd	Mr Daniel McNaught	mcnaughts.com
Matthews Transport and Grain Traders	Mr Neville Matthews	08 9831 1021
Max Grains Pty Ltd	Mr Jack Fahy	maxgrains.com.au
Melaluka Trading Pty Ltd	Mr Simon Pritchard	melalukatrading.com.au
Mellco Pty Ltd	Mr Steve Mellington	0419 867 971
Nandaly Grain Co-Operative Ltd	Mr John Bucknall	03 5078 1217
Network Grains Pty Ltd	Mr Craig Dennis	07 4637 8500
Origin Grain Pty Ltd	Mr Peter Brick	03 5720 8500
Outlook Commodities Pty Ltd	Mr Dominic Hogan	0419 351 845
Pacific Global Sprouts Pty Ltd	Mr Prashant Kewlani	pacificglobalsprouts.com
Parkinson Bros	Mr Rohan Parkinson	parkinsonbros.com.au
PB Seeds Pty Ltd	Mr Peter Blair	pbseeds.com.au
Pearson's Grain Pty Ltd	Mr Darren Pearson	pearsonsgroup.com.au
Peters Commodities Pty Ltd	Mr Michael Oxley	petcom.com.au
Pinnacle Grains Pty Ltd	Mr Sonal Vij	0451 002 482
Plum Grove Pty Ltd	Ms Rikki Foss	plumgrove.com.au
Pure Foods Eggs Pty Ltd	Ms Charmain Cain	purefoods.com.au
QS Commodities Pty Ltd	Mr Nick Slipper	0439 173 907
Quirindi Grain & Produce	Mr John Webster	02 6746 1911
RP Grain Pty Ltd	Mr Gordon Pulham	rpgrain.com.au
Rural Logic (Aust) Pty Ltd	Mr Michael Wood	rurallogic.com.au
Shannon Bros Bulk Storage Pty Ltd	Mr Clayton Shannon	03 5390 2264
Silo Bag Grain (NSW QLD) Pty Ltd	Ms Lesley Kilby	02 6847 1788
Societa Cofica Pty Ltd	Mr Dia Ram Sharma	societacofica.com.au
Southern Cross Agricultural Exports P/L	Mr Syd Parsons	southerncrossag.com.au
Spagricon Australia Pty Limited	Mr Jiger Kotecha	spagricon.com.au
Standard Commodities Australia Pty Ltd	Ms Elizabeth Bozinoska	stancom.com.au
Sudima Australia Pty Ltd	Mr Jim Garvey	sudima.com
Southern Grain Pty Ltd	Mr Tim Gross	southernstockfeeds.com.au
Southern Grain Storage Pty Ltd	Mr Campbell Brumby	03 5267 2351
Tamma Grains Australia Pty Ltd	Mr Kim Packer	0428 887 026
Targray Australia Pty Ltd	Mr Srinivas Boyapalli	targray.com
Tiller Commodities Pty Ltd	Mr Brett Cooper	tillercommodities.com
TRC International Pty Ltd	Mr Yohan Goonetilleke	0412 921 812

Ulusoy Asia Pacific	Mr Mark Madjarevic	ulusoyflour.com
Universal Commodity Management	Mr Tim Dean	commoditymanagement.com.au
Ward McKenzie Pty Ltd	Mr Geoff Hammon	mckenziefoods.com.au
Watson's Bulk Logistics	Mr Joel Watson	wbl.net.au
WHG Oceania Pty Ltd	Mr Gesheng Shen	02 8040 3030
Wirrinour Transport & Trading	Mr Karl Hendy	wirrinourtransport.com.au
WW Agri Pty Ltd	Mr Steve Sloss	wwagri.com.au
ZTC Australia	Mr Tim Byass	ztcaus.com

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Transport Operator

Crawfords Freightlines Pty Lts	Mr Phillip Davis	crawfordsfreightlines.com.au
Gehrke Ag Pty Ltd	Mr Julian Gehrke, Nicholas Gehrke	www.gehrke.com.au
Hamilton Contracting (NSW) Pty Ltd	Ms Jodie Hamilton	hamiltoncontracting.com.au
Horne Ag Logistics Pty Ltd	Mr Jeremy Horne	horneaglogistics.com.au
Pacific National (NSW) Pty Ltd	Mr Nick Ryder	pacificnational.com.au
SEAWAY Intermodal Pty Ltd	Mr Bikash Ram	seawayintermodal.com.au

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Broker

Large **0**

Medium

Fox Commodities Pty Ltd	Mr Paul Cochrane	foxcommodities.com.au
Grain Brokers Australia	Mr Jeff Winspear	grainbrokers.com.au
Horizon Grain Brokers Pty Ltd	Mr Ash Munro	horizongb.com.au
iGrain.com.au Pty Ltd	Ms Emily Fleming	igrain.com.au
Rain Argibusiness	Mr Ian Grellman	rainag.com.au
StoneX Financial Pty Ltd	Mr Stefan Meyer	intlfcstone.com
McDonald Pelz Australia	Mr Peter Geary	mcdonaldpelz.com
Pure Grain Network Pty Ltd	Mr Stuart Tighe	puregrain.com.au
Quest Commodities Pty Ltd	Ms Jayne Barker	questcommodities.com.au
Teague Australia Pty Ltd	Mr Tim Teague	teague.com.au

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Sole Operator

A C Grain	Mr Adam Clarke	0400 065 763
Allied Grain Pty Ltd	Mr Angus Wettenhall	alliedgrain.com.au
Cogeser (Australia) Pty Ltd	Mr Robert Luetolf	cogeser.com.au
Farm Tender	Mr Matt Henke	farmtender.com.au
Lotema Pty Ltd	Mr Todd Lees	lotema.com.au
Mallon Commodity Brokering	Mr Ian Mallon	
Perkins Commodity Brokers	Mr Craig Perkins	03 9645 6846
Woodside Commodities Pty Ltd	Mr Hamish Steele-Park	woodcomm.com.au

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Corporate

Large		
ASX Limited	Mr Ian Waddell	asx.com.au/grainfutures
Australian Grain Technologies Pty Ltd	Mr Tristan Coram	agtbreeding.com.au
Barrett Burston Malting Co Pty Ltd	Mr Dean Ganino	bbmalt.com.au
Boortmalt Asia Pacific Pty Ltd	Mr Simon Robertson	boortmalt.com
Commonwealth Bank of Australia	Mr Samuel Chambers	commbank.com.au
NSW Ports	Mr Campbell Mason	nswports.com.au
Symbio Laboratories	Mr Ian Nenke/Kristian Just	symbiolabs.com.au

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Medium

AgriDigital	Mr Henry McKay	agridigital.io
AgriFood Technology Pty Ltd	Mr Rob Anderson	03 9742 0589
Amspec Australia Pty Ltd	Mr Lee Shilvock	amspecgroup.com
Australian Superintendence Company	Mr Andrew Parry	07 3391 8640
Commodity Inspection Services (Australia) Pty Ltd	Mr James Saunderson	commodityinspection.com.au
Foss Pacific Pty Ltd	Mr Phil Soderberg	foss.com.au
Holding Redlich	Mr Geoff Farnsworth	holdingredlich.com
HFW Australia	Mr Stephen Thompson	hfw.com
Intertek	Ms Debbrah Millard	intertek.com
Mars Petcare t/a Mars Birdcare	Mr Kurt Sosinki	07 3719 0100
Oldendorff Carriers	Mr Ben Harper	oldendorff.com
SBA Law	Mr Jeremy Rosenthal	sbalaw.com
SGS Australia Pty Ltd	Mr Scot Paterson	au.sgs.com
T-Ports Pty Ltd	Mr Nathan Kent	tports.com

Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Mr Jeremy Brown	qube.com.au/logistics/agri/	15
Small			
Advance Trading Australasia	Mr Andrew Woodhouse	advance-trading.com.au	
Ag Scientia Pty Ltd	Mr Lloyd George	03 9598 1980	
Agvise (WA) Pty Ltd	Mr Shane Sander	agvise.com.au	
Aperture Ag Pty Ltd	Mr Alex Campbell	0450 201 103	
Basis Commodities Pty Ltd	Mr Chris Whitwell	basiscommodities.com	
BSM Global Pty Ltd	Mr Jason Fleming	buysellmove.com	
Clear Grain Exchange	Mr Nathan Cattle	cleargrain.com.au	
CloudBreak Grain Marketing Pty Ltd	Mr Ed Scamps	08 8388 8084	
Delta Agribusiness Pty Ltd	Mr Michael Parry	02 6772 0000	
EP Integrated Commodities Pty Ltd	Ms Tracey Lehmann	08 8627 2304	
Farmanco Marketing Pty Ltd	Mr Donald McTaggart	farmanco.com.au	
FarMarCo Australia Pty Ltd	Mr Robert Imray	07 4637 6400	
Finesse Solutions Pty Limited	Mr Malcolm Finlayson	02 9872 9270	
Flexi Grain	Mr Jarrod Tonkin	flexigrain.com.au	
Futari Holding Pty Ltd	Ms Leah Petrie	futari.com.au	
Goldstar Commodities	Mr Geoff Webb	goldstarcommodities.com.au	
Graintec Scientific Pty Ltd	Mr Lucas Anstiss	graintec.com.au	
Grainx	Mr Chris Hood	grainx.com.au	
Guud Asset Cerium Pty Ltd	Mr Eric Chen		
HarvestCheck Pty Ltd	Mr Stephen Schumacher	0418 199535	
Hay Plains Grain Storage Pty Ltd	Mr Ron Harris	0404 444 600	
IKON Commodities Pty Ltd	Mr Ole Houe	ikoncommodities.com.au	
Indyn Pty Ltd	Mr Rob Martin	indyn.net	
Lachstock Consulting Pty Ltd	Mr Nick Carracher	lachstockconsulting.com.au	
Longbridge Commodities Pty Ltd	Ms Kareen Durr	longbridge.com	
MarketAg Pty Ltd	Mr Mark Martin	02 6747 1590	
McMullen Consulting Pty Ltd	Mr Gerard McMullen	03 8300 0108	
Mercari Pty Ltd	Mr Daniel Marsh	mercari.com.au	
Mirfak P/L	Mr Mark Murphy	mirfak.com.au	
National Grower Register Pty Ltd	Ms Debbie Newmarch	ngr.com.au	
OMIC Australia Pty Ltd	Mr Yasuhide Okumura	omicaustralia.com.au	
Perten Instruments Australia Pty Ltd	Mr Raul Ovelar	02 9870 3400	
Planfarm Marketing Pty Ltd	Mr Jerome Critch	planfarm.com.au	
Priag Marketing Pty Limited	Mr Kevin Schwager	praig.com.au	
Primal Foods Group	Mr Peter Longhurst	primalfoodsgroup.com	
Profarmer Australia Pty Ltd	Mr James Maxwell	australiancropforecasters.com.au	
Rise Agribusiness Pty Ltd	Mr Ian Dalgliesh	riseagri.com.au	
Pinion Advisory	Mr Chris Heinius	ruraldirections.com	
Saputo Dairy Australia Pty Ltd	Mr Ashley Denishensky	1800 643 333	
SGA Solutions Pty Ltd	Mr David Hudson	03 5428 4990	
TE Storage & Logistics Pty Ltd	Mr Tom Hage	08 8762 2188	
Ten Tigers	Mr Chris Tonkin	tentigers.com.au	
TT Club Mutual Insurance	Mr Rhys Richards	ttclub.com	
Ultimate Global Trading Pth Ltd	Mr Andrew Alexopoulos	ultimategt.com.au	
Wattletree Consulting Pty Ltd	Mr Jon Bucknall		45
International Affiliate			
CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com	1
Industry Association			
Australia Export Grain Innovation Centre	Ms Courtney Draper	aegic.org.au	
Grain Growers Limited	Ms Shawna Gawel	graingrowers.com.au	
Grain Industry Association of WA	Mr Peter Nash	giwa.org.au	
Grain Producers Australia Ltd	Mr Colin Bettles	grainproducers.com.au	
NSW Farmers Association	Mr Peter Arkle	02 9478 1000	
Stock Feed Manufacturers' Council of Australia	Mr Duncan Rowland	www.sfmca.com.au	6
Merchant Association			
Grain Industry Association of SA	Ms Marie Cunningham	+61 8 8361 5601	
Grain Industry Association Of Victoria	Mr Colin Peace	giav.com.au	
Grain NSW Inc	Ms Joanne Ware	grainnsw.com.au	
Queensland Agricultural Merchants Inc.	Mr John Francis	qam.org.au	4
Life Members			
Mr Mervyn May			Awarded 1998

Mr Christopher Kelly
Mr Geoff Honey
Mr Terry Deacon

Awarded July 2015
Awarded July 2016
Awarded August 2019

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