



Mr Peter Reading retires as GTA Chairman

'Passion for agriculture underscores high-profile agribusiness career'

- First published by Grain Central and reproduced with permission. By Neil Lyon, 15 August 2018
- Peter Reading's passion and enthusiasm for Australian agriculture, and the cropping industry in particular, continues to burn fiercely after a long career at the upper levels of Australia's agribusiness sector.
- The outgoing chairman of Grain Trade Australia (GTA) plans to maintain a close interest in the ongoing evolution of the Australian grain industry as he eases towards retirement.
- Through a career spanning five decades, he has played an integral part in shaping the course of Australian agriculture through leadership roles in key agribusiness entities such as Cyanamid, Incitec, CIG, Grain Pool, GRDC, Botanical Resources Australia and GTA.
- The full article can be found here: <https://www.graincentral.com/news/agribusiness/passion-for-agriculture-underscores-high-profile-agribusiness-career//>.
- Mr Goyder, the new Chairman of GTA said, 'On behalf of GTA and the grain industry, I would like to acknowledge and thank Peter Reading for his enormous contribution to our industry. Not only has Peter provided great leadership to GTA, but he has also lead GRDC and played a key role in important moments in the industry's history such as the merger of CBH and WA Grain Pool'.



Figure 1: Peter Reading, outgoing GTA Chairman

AGIC Melbourne

- The Australian Grains Industry Conference held in Melbourne on the 1 & 2 August 2018 welcomed another highly successful year.
- Over 800 Australian and international delegates and speakers met to hear the latest on grain trends around the world.
- The Conference was opened by Australian Minister for Trade and Investment, the Hon Steven Ciobo, and was followed by Assistant Minister to the Deputy Prime Minister, the Hon Keith Pitt, who both discussed trade and trade policy, as well as development opportunities for Australia.
- AGIC welcomed high-profile domestic and international speakers, including Mr Bill Lapp from Advanced Economic Solutions and Mr Nikolay Gorbachov, President of Ukrainian Grain Association.
- The program also featured 'Industry Leaders in Profile', a panel discussion chaired by Virginia Trioli, and included the chairman of GrainCorp, Mr Graham Bradley, and



Figure 2: Pat O'Shannassy, GTA CEO presenting at AGIC Melbourne

CEO of CBH Group, Mr Jimmy Wilson. Discussions around lifting productivity, supporting innovation and the need for governments around the world to encourage open trade were heard.

- GTA would like to thank all speakers for high-calibre presentations and to all sponsors and delegates for making the conference possible.

GTA appoints a new Chairman

- GTA announced Mr Andrew Goyder as its new Chairman this month.
- The announcement was made at AGIC in Melbourne on August 1, 2018.
- Mr Goyder has a long and successful record in the grains industry. He is currently the principal of GrainLink WA Pty Ltd, a grain marketing business in Western Australia; as well as sitting on the GTA Board.
- "I am humbled and gracious that the GTA Board has shown confidence in me to provide leadership to GTA and the grains industry. I look forward to working with the Board, staff and, importantly, Members and continuing the focus on delivering value to GTA members and the grains industry" Mr Goyder said.



Figure 3: Andrew Goyder, the new GTA Chairman

Warnings of grain industry scams

The amount of money involved in grain purchases and sales is substantial and, unfortunately, is a target for scammers and fraudsters. To state the obvious, it means that companies and people involved in the processing of grain payments need to be vigilant to protect against fraud, as it can have severe impacts their own and their customers business from both a financial and reputation perspective. From time to time GTA Members raise real cases they have experienced, to help raise awareness and vigilance across industry and, hopefully, avoid someone else getting caught out and losing money. Recently a member reported a case where a regular client's computer and email accounts were hacked by a scammer, who then generated what appeared to be genuine paper work (including letterheads) asking for bank account details to be changed. This resulted in payments being made into a local Australian bank account, before being transferred off-shore. The fraud was later identified. Police and insurers were called in and people were charged but not without impact on those involved.

The learnings from this are:

- It can and does happen!
- Be vigilant;
- Have robust verification processes and procedures in place, particularly around bank details; and
- Seek to utilise central payee registers such as NGR and ensure payee details are current (synced) before processing payments.

GTA Reminders

GTA would like to remind GTA Members of the following:

1. Delivered Container Terminal (DCT) Contract Review Submissions - called for via [Member Update No. 19 of 18](#). Submissions close on the **31 August 2018**.
2. GTA Member Principal and General Survey - released to Members on Tuesday 14 August 2018, followed by a reminder on Tuesday 21 August 2018. Members are encouraged to complete the short survey, assisting GTA in ensuring it continues to deliver value to Members. Please contact the GTA Office if you did not receive the Survey.
3. The Code Assessment Program is now open. Information regarding the program can be found in [Member Update 20 of 18](#). The Code Assessment Program can be found on the GTA Website here: <http://www.graintrade.org.au/%5Bmenupath-raw%5D/code-assessment-program>