

GTA 2022 AGM - Chair's address

I am pleased to provide the 2021/22 annual address as Chair of Grain Trade Australia (GTA). Coming off the 30th Anniversary of the formation of NACMA/GTA* and being a part of successive record crops traded domestically and exported is a momentous and auspicious time for myself as Chair.

2021/2022 has been a year of celebration as GTA has hit the 30-year mark - our Pearl Anniversary, which was celebrated in style in March 2022 at the Crown ballroom in Sydney. Thirty years ago, GTA (or NACMA as it was known then) started to put in place the frameworks to transition the Australian grain industry from government regulation to the current industry driven and managed self-regulatory framework. Our gratitude must go to the visionary industry leaders, all those years ago that laid the pathway to the current trade association with over 280 members that GTA is today

Everyone that has been involved in GTA and the industry over the last 30 years should feel very proud of the framework that has been developed and the achievements of GTA.

The 2021/22 season has been exceptional. Australia produced a record crop of 67.4 MT (12% above the previous record of 59.9 MT in 2020/21). The industry has never been in better shape, with ABARES estimate of industry value at a record \$27.5 billion for 2021/22.

Congratulations to all the Australian grain supply chain participants, who have managed the monumental task to receive, store and move more grain than ever before, while ensuring the grain quality and food safety throughout the supply chain.

AGIC Asia was held in March 2022 as a virtual conference with over 650 delegates from 25 countries. The event continues to highlight Australian grain and the quality assurance process in the grain supply chain and has resulted in tangible trade and market access outcomes supporting the maintenance and growth of these important markets

Due to the COVID-19 Pandemic the 2021 Australian Grains Industry Conference (AGIC), the premier event on the grain industry calendar, was held successfully on a special virtual platform for the second year running. More recently we held AGIC 2022 as an in-person event, which also proved to be very well supported and successful. The AGIC programs remain exceptionally strong with cabinet ministers, local and international business leaders and speakers providing riveting insights on global markets, trade, politics, and the business challenges associated with supply chain constraints.

An important ongoing task is GTA's strategic focus under the "Modernising the grain supply chain", strategy designed to enhance industry through strategic efficiency gains in the value chain. The rationale is simple - improving the efficiency of the grain supply chain improves the value of every tonne of grain that moves through it. That value will flow to all participants in the supply chain.

Quality assurance processes in the supply chain including chemical residue levels continue to be a key focus of GTA to ensure Australian grain is compliant with our international customer requirements and regulations. GTA and all grain supply chain participants are well supported in this area through the National Working Party on Grain Protection (facilitated by GTA) who held its 49th consecutive Australian Grain Storage & Protection Conference on the 15th and 16th June 2022.

GTA's focus remains to advocate for open, competitive markets, regulatory coherence based on sound science and risk-based assessments. This includes being actively involved in the International Grade Trade Coalition (IGTC), of which GTA is a long standing and active member. GTA serves on the global Management Council and as Secretary on the IGTC Executive Committee. Through the IGTC and its own work, GTA has brought issues of importance to Australian industry to several influential global policy forums including concerns with Non-Tariff Measures (NTMs). NTMs including government tools or policy measures that impact trade, have emerged, and remain a significant issue in terms of transparency, risk and cost for the grain industry. GTA in 2021 released an updated Grains NTM Project report.

The Australian Grain Exporters Council (AGEC) and the Domestic Sector council have both had another successful year. AGEC has continued its very important export orientated work again this year and the Domestic Council albeit in its infancy has also managed some important topics that are specific to the Domestic market which is the largest destination for Australian grain. GTA is very thankful for the time and effort that members bring to these committees and all of other Technical Committees

I'm very pleased to report that the GTA Environment, Sustainability and Governance (ESG) committee has been established and has already undertaken work to incorporate the Anti-Slavery and anti-corruption clauses into the GTA Trade Rules and standard form contracts. These will be published in the near future. The committee also has several other projects on the go, that will on fruition I'm sure be of great benefit to our members providing consistency across industry and especially assist smaller organisations with less corporate resources.

GTA continues our active role on the Grains Australia Advisory Committee. Grains Australia (GAL) continues to find its feet following the integration of Wheat Quality Australia and GIMAF with Barley Australia. GTA looks forward to the continuing consolidation that GAL is tasked to do.

An aware and educated industry is one that supports growth. The Training and Professional Development programs, delivered by GTA, are an important part of industry stewardship and the self-regulatory framework. These training programs provide professional development opportunities for industry participants and importantly improve industry capability. Technology has been leveraged during 2021/22 to enhance the GTA training offering with the release of two free on-line training modules available to industry in grain sampling and transport safety compliance.

Over the 30 years of GTA's existence the key to its success is and will continue to be based on the support and efforts of all the knowledgeable and skilled industry participants who volunteer their time and expertise as members of the various GTA Technical Committees and Industry Working Groups, as well as the GTA Arbitrators.

GTA as an organisation works because of its “can do” attitude and the extraordinary hours of paid and volunteer and the commitment we have for our members. We don’t have a right to exist we have to earn that right and I believe we have done this again this past year.

Special thankyou must go to the Board who all offer their time on a voluntary basis. I can attest GTA Directors leave their egos and company commercial interests at the door to make decisions that are in the best interest of GTA members. Thankyou from me in particular, our Board is a forthright collegiate and intelligent group and I’m privileged to be your Chair.

The GTA management and staff have again put in some extraordinary hours and again mostly from home offices. We are very thankful and sometimes amazed at all the work our small team gets done each year but in particular the last 2 years during exceptional circumstances.

GTA Board and management commit to continuing the vision and the hard work commenced 30 years ago by the founding members of the NACMA Board. We aim to be effective in providing products and services that facilitate trade and therefore support our members and in-turn the Australian grain industry. The grain industry will continue its growth whilst facing increasingly complex challenges including the current world tension and trade impacts. GTA must continue to respond and adapt in meeting the needs of members and to facilitate trade. Your Board is committed to building on the base developed over the last 30 years to ensure GTA continues to support members and the facilitation of trade.

Before closing I just wanted to note the worsening situation in the Ukraine.

Although the Australian grain supply chain is a competitor, we are also a great friend to the Ukrainian people and in particular the Ukrainian Grain Association and its President Nikolay Gorbachov. GTA hopes that the conflict ends sooner rather than later and Nickolay and his family remain safe.

Thank you,

Andrew Goyder

Chair, Grain Trade Australia.