

# GRAINMatters



EDITION 65 MAY 2022

## UPCOMING EVENTS

- Grain Merchandising Workshop 22-23 June 2022
- Advisory & Compliance Day 14 July 2022
- Australian Grains Industry Conference 27-28 July 2022
- Semester 2—Training & Development Workshop Schedule

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## GOYDER'S LINE— CONNECTIONS & COMMUNITY



Dear GTA Members

I am always encouraged by the sense of community and camaraderie that is exhibited in the grain industry. This is especially the case for those who must manage the vagaries of the supply chain at the coal face within regional Australia.

Many of our members located in rural areas are required to manage the demand pressures and the constant supply change interruptions and balance these against supply constraints and their relationships with grain producers. Not an easy task!

During this month the GTA Board and management has taken the time to recognise the importance to an effective supply chain our rural based members provide us and how worse off we would be without their support.

At both Toowoomba, Queensland and Horsham, Victoria, management, and Board members met with GTA members and some of their grower clients to acknowledge and thank them for their involvement and the key role they provide within the grain supply chain.

Some consistent messages across both meetings were:

- The supply chain continues to be chaotic and challenging;
- Finding labour, and especially truck drivers is ongoing; and
- The supply chain cannot realistically work any harder than it is.

The crop outlook is also excellent in both areas so the pressure may continue into 2023. Times will continue to be challenging, however as a wise man once said – 'No Problems – No Job' !

Can I ask that all GTA members continue to manage their role in these busy times with a focus on respect and support for all participants in the supply chain and keep everyone safe. On behalf of the Board and Management I look forward to continuing to take the opportunity to meet with GTA members in other rural locations in the future.

**Andrew Goyder**  
Chair—Grain Trade Australia



## SUBMISSION TO BIOSECURITY TASMANIA—DRAFT BIOSECURITY REGULATIONS

The Australian grain industry's profitability, competitiveness and sustainability has been based on continual **innovation and adoption of new technologies**. New grain varieties developed through innovative breeding technology are one such technology that have significant potential to create productivity and market opportunity and growth for Australian grains.

GTA works with the grain industry to ensure that it has access to and implements systems and processes to maintain choice for innovative seed breeding and to ensure that customer requirements in domestic and export markets can be met.



In 2018 a review by the Office of Gene Technology Regulator (OGTR) of the 2001 Regulations led to the exclusion of SDN-1 modified organisms including grain from the GM regulation. This decision reflected the principle that regulation should be commensurate with the risks posed by gene technology. This was agreed by the Commonwealth and supported by the States.

The gene editing technique known as SDN-1 is used to speed up the naturally occurring genetic changes. It is an aid to natural breeding techniques.

Despite the OGTR decisions the Tasmanian Government has recently proposed to deal with SDN-1 modified organisms by labelling these varieties as a 'biosecurity impact' in Tasmania. In the case of grain this implies grain bred using the SDN-1 approach will be classified as:

- A plant disease;
- A plant that is contaminated;
- A plant that is unfit or unsuitable for use in any commercial or other activity in which it would normally be used; or
  - a risk to human health, human safety or the environment; or
  - unfit for export or other trade for which it would normally be used.
- GTA's Plant Breeding for Innovation Committee considers the Tasmanian decision as inappropriate and does not support the inclusion of SDN-1 crops as being classified as a biosecurity issue.
- GTA (as have several other organisations) has provided a [submission](#) to the Tasmanian government questioning its proposed approach.

## EXPRESS YOUR INTEREST—GRAINS AUSTRALIA WHEAT COMMODITY COUNCIL



Grains Australia Limited (GAL) was launched in 2020 as the vehicle for Industry Good Functions within the Australian supply chain. GAL receives funding from the Grains Research and Development Corporation (GRDC) under a multi-year agreement.

Industry good functions are the areas of grain variety classification, trade and market access, and market information and education.

GAL has decided to establish Commodity Councils for individual grain commodities and is calling for Expressions of Interest to join its Wheat Commodity Council.

The Wheat Commodity Council will assume the industry role previously managed by Wheat Quality Australia.

GAL states the Wheat Commodity Council will be responsible for:

- *Considering and evaluating strategic priorities identified by the GAL Executive in respect of industry good functional areas and providing advice to the Board.*
- *Providing advice on and supporting technical and consultative committee structures to ensure delivery of effective, efficient, and enhanced industry good outcomes.*
- *Identifying additional activities, opportunities or roles aligning with GAL's purpose and providing advice to the Board.*
- *Assisting Grains Australia in achieving desired industry good outcomes.*
- *Liaising with wider industry and other stakeholders on relevant issues raised, as requested by GAL.*

Under the GAL Constitution representatives of industry organisations are open to apply to sit on a Commodity Council. Individual employees of GTA members may consider applying [HERE](#)





Currently the Australian market value of grain exports to India is around \$550million, down from a previous high of \$1.8 billion. Trade in grains with India is currently underdeveloped, largely due to the tariffs, domestic price supports, subsidies on crop inputs (such as fertiliser, chemicals) and other protectionist measures that India applies to imports.

In April 2022 Australia and India signed an interim Australia-India Economic Cooperation and Trade Agreement (AI-ECTA).

To further the relationship, it was jointly decided to:

- Explore the **development of a Grains Partnership on grains management and logistics** to reduce India's post-harvest losses, rationalise costs and ensure farmer income is not affected by supply chain disruptions (particularly in light of the COVID-19 pandemic).
- Whilst GTA supports this as a positive, it falls short in terms of capitalising on the mutual opportunities for growth and food security. GTA believe there are real opportunities for the Australian Government to support a collaborative approach to improving skills, capability and understanding of our respective grain industries in support of growth in trade.
- To further assist the grains industry in enabling a continued focus on building relationships and establishing a strong two-way dialogue with India GTA has requested through a [Submission](#) support to **establish an annual AGIC India Initiative** that includes an:
  1. AGIC India Conference; and
  2. An Industry/Government Roundtable.

It is anticipated this Grains Partnership and the AGIC India Initiative will position the Australian grain industry as a long-term preferred trading partner with India





# Australian Government

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## The Treasury

The Australian Government Treasury Department has asked for comment on the issues raised in its Quality of Advice Review Issues Paper March 2022 ([Link: here](#)).

GTA has provided a [submission](#) into this Issues Paper. This Review is important to GTA and its members that provide advisory services to Australian grain producers.

These grain market advisors are acutely aware of the impact of the current regulatory framework on the ability to maintain advisory services for the grain industry. The advice they provide is scoped and focussed and is provided by advisors with experience in grain markets with an ability to relate and communicate with their grain producer clients.

The following three points summarise the priorities of this submission:

1. GTA strongly suggests this review consider how best to align and contextualise the AFSL framework to the specific forms of advice that is provided, and the particular conditions imposed by the conditions of a grain advisory services AFSL.
2. GTA and its members who provide grain marketing advice broadly agree many areas of the current framework are not “fit for purpose”, disproportionate and results in excessive regulation and cost burden for advisors providing focussed advice on specific commodity and foreign exchange derivatives to grain growers.
3. GTA is of the view the impact of the current ‘one size fits all’ regulatory and policy approach (especially towards education standards and Continuing Professional Development (CPD)) will lead to a lack of knowledgeable, specialist advisors available (or willing) to advise grain growers. This will be detrimental for grain producers and likely, and ironically, lead to an increase in the incidence of growers receiving poor and inappropriate advice on commodity price risk management for grain.

GTA’s and its grain marketing advisor members will continue to work with the Australian Treasury to seek an improved outcome for GTA members and grain producers.



## GTA & ARC SUPPORT FOR TRAINING FOR FUTURE CROP DEVELOPMENT

In late 2020, GTA agreed to support a bid for **Australian Research Council (ARC)** funding to establish a **Training Centre for Future Crop Development**. This bid was led by **Australian National University (ANU)** and supported by a range of research providers, seed/technology companies and industry organisations.

The Centre was viewed as an important initiative for supporting access to plant breeding innovations and stewardship of new technologies coming to market.

*The bid was successful in winning funding.*

The purpose of the Centre is to train a new generation of researchers in the implementation of socially responsible advanced gene technologies to develop more profitable and resilient crops for Australian agriculture.

The proposed Centre will build academic/industry capability to accelerate crop genetic improvement pipelines by training a future workforce in emerging genetic technologies and socio-economic and regulatory frameworks. It will also innovate genetic, machine learning and analytical technologies and evaluate them against socio-economic, regulatory and market drivers to maximise adoption by industry and delivery of benefits to consumers and the Australian economy.

GTA through its Technical Committees, Trade and Market Access and Plant Breeding for Innovation has actively led discussion around the grains industry's priorities in the innovation space and supported this industry initiative. GTA is also an active member of the International Grain Trade Coalition (IGTC) and the IGTC is a key organization engaging in discussions with international decision makers in this space.



## REVIEW OF THE AUSTRALIAN PESTICIDES REGULATORY SYSTEM—AGVET REVIEW

The Federal Government in late 2019 launched an independent review of the pesticides and veterinary medicines regulatory system (AgVet) in Australia. The review examined the pesticides and veterinary medicines regulatory system's aims, structure, and operation, to ensure that it is contemporary, fit for purpose and reduces unnecessary red tape.

The Independent Panel has now released its [final report](#). This report is now being considered by the Government who will respond to the recommendations in the Panel's final report after consultation with relevant agencies and organisations.

During the Independent Review GTA & the National Working Party for Grain Protection (NWPGP) have provided submissions, met with the review team on a number of occasions to support any changes are based on transparent, science-based regulation with a strong emphasis on maintaining market access.

Unfortunately, the key recommendations and comments included in the Final Report are of concern to GTA and may lead to market access issues if implemented without modifications

The main concern GTA has is:

**Chemicals approved in other countries for use in Agriculture are granted clearance for supply and use by Australian farmers.**

GTA has and will continue to seek to have this recommendation changed as:

- It has no regard for the different agronomic areas and the markets that are serviced by these production regions.
- There is no transparent science-based review that will be performed to assess how these chemicals will perform in Australian conditions.
- The recommendation supports calls from producers for quicker access to new chemical. Generally, producers are not exporters and are not directly exposed to market access risk.
- The review expects the chemical registrants and licence holder to be responsible for managing potential product trade risks. This is not practical as management of the risk requires market involvement and knowledge.

If you wish to understand more on this matter there are presentations and a panel session at the [National Working Party Conference](#) on 15 – 16 June 2022 . The discussion will include presentations from GTA (CEO Pat O'Shannassy) and from Grain Producers Australia (Andrew Weidemann) who are supportive and see benefit from the recommendations.



## NEW MEMBERS

We would like to extend a very warm welcome to the following new members who have recently joined Grain Trade Australia:

- Manildra Group
- National Australia Bank Limited
- Qube Agri
- Oldendorff Carriers
- Brahman Commodities Pty Ltd
- Hartree Partners (Australia) Pty Ltd
- Indyn Pty Ltd

We are pleased that these businesses have chosen to become part of GTA and contribute to GTA's mission to "facilitate trade".

Please email [admin@graintrade.org.au](mailto:admin@graintrade.org.au) for any member enquiries or ideas!

## EXPELLED MEMBERS

Members should also note that the following company is no longer a GTA member:

- RT Wallace Pty Ltd



## UPCOMING EVENTS

# REGISTER NOW

The Australian Grains  
Industry Conference

# 2022

## GROWING WITH GRAIN

27 - 28 July 2022  
Crown Promenade, Melbourne

[REGISTER NOW](#)

We are pleased to announce the Australian Grains Industry Conference 2022 will be held face to face at Crown Promenade, Melbourne from 27th to 28th July 2022. The Australian Grains Industry Conference (AGIC 2022) is an industry run conference for grain market participants and service providers, hosted by leading grain industry associations Grain Trade Australia, Australian Oilseeds Federation, and Pulse Australia.

This year's conference theme is **Growing With Grain** and will be a hybrid event, allowing delegates from around the Australia and the world to join both in person, and virtually.

The Conference provides a chance to connect with fellow industry colleagues through a variety of networking opportunities and AGIC offers exposure to:

- Grain and oilseed producers, processors, importers and exporters
- Manufacturers of food, animal feed, biofuels and bio-based industrial products
- Suppliers of services (financial/logistical/marketing/communications) to the grain and grain-products industry
- Ports businesses, freight forwarders, shipping/ocean line companies, container companies
- Technology, equipment and service providers
- Trade groups, government agencies and researchers
- Industry advisers/consultants; key policy/decision makers

AGIC 2022 is proudly hosted by the following leading grains industry organisations.

**Grain Trade Australia (GTA)** was formed in 1991 to formalise commodity trading standards, develop and publish the trade rules and standardise grain contracts across the Australian grain industry. GTA's role today is to ensure the efficient facilitation of commercial activities across the grain supply chain. GTA's has over 260 organisations as members ranging from regional family businesses to large national and international trading/storage and handling companies.

**Pulse Australia** is a peak industry body that represents all sectors of the pulse industry in Australia, from growers and agronomists through to researchers, merchants, traders and exporters. It is unique in that it is an independent, non-political and whole of industry organisation, which acts as a catalyst for the development of the pulse industry.

**Australian Oilseeds Federation Inc. (AOF)** was established in 1970 to represent the common interests of all Australian oilseed industry participants and to promote the development, expansion and improvement of Australian oilseed production. The AOF represents players across the total oilseed supply chain including Service Providers / Research, Development & Extension, Growers, Traders/Marketers (domestic and export), Processors (crushers, refiners, manufacturers) and Consumers.

## GRAIN MERCHANDISING WORKSHOP—22—23 JUNE 2022

**Karstens, 123 Queen Street Melbourne**

**&**

**Via Zoom**

Grain Merchandising is a two day workshop designed for those who require a greater understanding of the background to trading grain and is the logical extension to the Understanding Grain Markets (UGM) workshop. Participants will require an assumed basic level of knowledge in grain marketing and is ideal for junior traders, trade assistants and experienced personnel. Participants will receive training in:

- The operation of the Australian grain supply chain
- Determination of Australian grain prices using futures, foreign exchange and basis
- Tools to manage price
- Counterparty risk
- Relationship between managing price and GTA Contracts /Trade Rules

**Registration Cost: \$1,650 (inc GST) per person**

[REGISTER NOW](#)

## ADVISORY & COMPLIANCE DAY—14 JULY 2022

### **1 Day Workshop Delivered via Zoom**

The GTA Advisory Compliance Day is an annual forum for GTA Members to meet and discuss and consider the risks and pitfalls that are present in the grain value chain. It provides a great opportunity to become informed and to understand how to best manage exposure within your business.

The Advisory & Compliance Workshop is structured to meet GTA Members' requirements and cover specific topics of interest. The program has some flexibility so it can include discussion and provide information on 'breaking issues' or topics of particular interest to your business. The program objective is to meet your needs in this area and will include:

- Compliance with legislation, taxation, insurance, staff payments
- Arbitration lessons
- Managing catastrophic events such as COVID – 19
- Insolvencies
- Reputational risk
- Sustainability

**Registration Cost: \$390 (inc GST) per person**

**ADVISORY &  
COMPLIANCE  
DAY**

 **GRAIN TRADE  
AUSTRALIA**

[PROGRAM IS AVAILABLE](#)

[REGISTER NOW](#)



# GTA TRAINING AND DEVELOPMENT PROGRAM

## Workshops Schedule Semester 2, 2022

### July

#### Advisory & Compliance Day

14 July - Presented over Zoom,  
various presenters

**Register**

Cost - \$390

### August

#### Grain Trading Standards

Presented by Gerard McMullen

3 August - Zoom

8-9 August - QLD

19 August - Zoom

22-23 August - NSW

#### Understanding Grain Markets

Presented by Lloyd George

31 August - Zoom

### September

#### Grain Trading Standards

Presented by Gerard McMullen

6 September - Zoom

13-14 September - VIC

22 September - Zoom

27-28 September - SA

#### Trade Rules & Contracts

Presented by Lloyd George

7 September - VIC

15 September - Zoom

### October

#### Grain Trading Standards

Presented by Gerard McMullen

18-19 October - WA

#### Grain Finance & Risk Management

Presented by Malcom Finlayson

26 October - NSW & Zoom

#### GTA Member fees

Zoom Workshop - \$792

1 day F2F Workshop - \$990

2 day F2F Workshop - \$1,650

Register online

#### Non-Member fees

Zoom Workshop - \$1,184

1 day F2F Workshop - \$1,480

2 day F2F Workshop - \$2,475

To register, email [admin@graintrade.org.au](mailto:admin@graintrade.org.au)

Please note all prices are GST inclusive

For any inquiries please contact GTA on: Tel (02) 9235 2155 or 0449 038 330 [admin@graintrade.org.au](mailto:admin@graintrade.org.au)