

26 February 2024

Strategic Fleet Policy Section
Department of Infrastructure, Transport, Regional Development and Local Government
GPO Box 594
Canberra City ACT 2601

Email: strategic@infrastructure.gov.au

Dear Sir/Madam

RE: Strategic Fleet Implementation Consultative Paper – Cargo Owners

1. About Grain Trade Australia

Grain Trade Australia (GTA) is a national member association and is the focal point for the commercial grain industry within Australia.

GTA has over 280 organisations as members. Their businesses range from regional family businesses to large national and international trading/storage and handling companies who are involved in grain trading activities, grain storage, grain marketing advisory services, processing grain for human consumption and stock feed milling. GTA Members are substantial employers, from the farm gate through to end point consumption, and notably in rural and regional Australia. A full list of GTA Members is attached and can be found on-line [here](#).

GTA's core focus is to 'facilitate trade' in the Australian grain industry. Its products and services, including the [Australian Grain Industry Code of Practice](#), provides a self-regulatory framework across the grain industry to facilitate and promote the trade of grain within the Australian grain value chain.

2. The Strategic Fleet.

The implementation by the Department of Infrastructure, Transport, Regional Development and Local Government (Department) of an Australian Strategic Fleet is of interest to GTA, and its members given they are heavy users of both bulk and container shipping services. GTA members currently operate within a relatively open and transparent shipping market that provides adequate service and flexibility to the industry.

Grain is traded within a challenging and competitive global commodity market. GTA and its members experience open markets that can be impacted by market distorting measures such as tariffs and other trade restrictive arrangements. **GTA supports an open and transparent shipping market that will support and not restrict trade.**

Within this context, on behalf of its members, GTA provides comment on the Strategic Fleet Implementation and the specific questions raised in the *Strategic Fleet Implementation Consultative Paper – Cargo Owners*.

3. Responses – Cargo Owners and the Strategic Fleet.

1. *Would your decision on which vessel to use to move your cargo be influenced by its status of being Australian flagged and crewed?*
 - a. GTA members are heavy users of dry bulk and container export shipping services and on occasions (during drought) will also tranship cargo interstate via bulk vessels. The grain market is complex and competitive. Decisions on vessel choice is driven by vessel suitability, market requirements, price and service. Vessels may be hired on a voyage or time charter.
 - b. Any Australian flagged and crewed vessels would be competing to attain business based on their capability, service and price.
 - c. The sale and shipment of bulk grain in a dry bulk vessel is usually made either:

- i. on a “Free on Board” (FOB) basis where the cargo buyer/importer is responsible for the bulk vessel selection and appointment vessel and shipping the cargo; and
 - ii. on a “Cost and Freight” (CNF) basis, in which case the seller is responsible for organising the bulk vessel and shipping the cargo.
 - d. Similar sales contracts and shipment arrangements are available for container exports. However, freight is arranged at the container level rather than a freight contract for the entire vessel.
 - e. In dry bulk shipping utilisation of any particular fleet and its vessels can be problematic for grain exporters due to berth access windows and load and discharge port constraints (including water and air draft). Similarly, contracted sales volumes will also determine the vessel capacity requirements. These factors place an importance on having access to a broad and extensive range of vessel carrying capacity and physical dimensions. An exporter’s ability to work within the supply chain and to meet customer expectations is constrained without the flexibility of access to the global fleet. This will **not be possible** with a discrete fleet of vessels.
2. *If there were capacity in the existing Australian major trading shipping fleet, what would be the primary factors that would encourage or discourage your organisation from using those vessels?*
- a. There are a number of factors to be considered when booking a vessel including:
 - i. Cost and Price
 - ii. Location
 - iii. Availability
 - iv. Timing
 - v. Vessel dimensions (for both load and discharge berths)
 - vi. Vessel emission levels
 - vii. Commercial considerations
 - viii. Reputation and capability
 - ix. Vessel cleanliness & previous cargoes
3. *Presuming strategic fleet freight costs were competitive, what would motivate your organisation to use an Australian flagged vessel? Are there any benefits to your organisation that would be derived from using an Australian flagged vessel (tangible or intangible)?*
- a. GTA cannot answer this question as each of its members may see varying benefits or restraint.
4. *What issues or problems would you need to resolve to change your current arrangements to use an Australian flagged vessel?*
- a. The vessel would need to satisfy the factors as discussed in 2.a.
5. *Of the vessel types recommended by the Taskforce, which types of vessels would your business be most likely to utilise in its ordinary operations?*
- a. Australian exports of grain are predominately in dry bulk vessels. Grain is also shipped in 20ft and 40ft containers with annual container exports of up to 4 million tonnes.
6. *Do you move a sufficient volume and type of cargo annually to sustain a strategic fleet vessel? If not, to what degree would your cargo sustain a vessel?*
- a. GTA is not an exporter. GTA members who export grain, or their customers who coordinate vessels to Australian ports will use the international sea freight market to acquire vessels to meet their requirements. Vessels may be hired on a voyage or time charter.
7. *The strategic fleet will increase the pipeline of Australian seafarers and boost Australia’s maritime capabilities, with the long-term benefit of making supply chains more resilient. Would this indirect benefit encourage you to use a strategic fleet vessel in your day-to-day operations?*
- a. Individual GTA members may see benefit to have Australian maritime capabilities. It is noted the Australian labour force appears to be not attracted to careers within the transport industry as demonstrated by the lack of driver availability in the road transport industry.

- b. Labour cost is an important part of operating a vessel. Australia has the ninth highest average wage in the world according to a report by the Organisation for Economic Cooperation and Development and has a poor record in relation to waterfront workplace disputes. These factors may limit the effectiveness and competitiveness of an Australian fleet.

8. *What other benefits to the Australian business community will a strategic fleet provide?*

- a. GTA is unsure of any benefits that will be provided by a strategic fleet.
- b. It is important not to impose regulatory constraints on the market or require preferential treatment by exporters, as this will increase risks to Australia exporters, impact on supply chain efficiency and lead to higher costs to Australian producers and consumers in importing countries, which will impact the global competitiveness of Australian grain.
- c. Given grain is a staple food source this risks further political anxiety around global food security, including the risk of trade distorting and protective policy measures and actions by importing countries.

4. Responses – Requisition and business continuity

1. *Do your existing arrangements with vessel operators provide for the temporary reassignment of vessels and cargo in extreme or emergency scenarios?*

- a. GTA is not aware of any arrangements that apply in extreme or emergency scenarios. Such situations would generally be dealt with under the commercial contractual terms between the parties (shipper, vessel owner/charterer).

2. *Do your existing arrangements with vessel operators entitle you to compensation if the movement of your cargo is delayed?*

- a. Vessels are hired under various contractual arrangements. Each contract will normally include provisions, including demurrage penalties, for delays and dispatch (financial reward usually 50% of demurrage rate) for faster than agreed loading.

3. *Do you have contingency arrangements in place if the vessel you planned to move your cargo on becomes unavailable at short notice?*

- a. Vessels are hired under various contractual arrangements. Each contract will normally include arrangements for vessel substitution.

4. *In what supply chain disruption events do you foresee your organisation as most likely to call on the strategic fleet to move cargo?*

- a. GTA cannot speculate or foresee such an event occurring.

5. *If road or rail connections were temporarily halted, is shipping a viable alternative transport mode for your cargo?*

- a. For normal commercial movements road and rail are utilised to move grain to the domestic market and/or to port terminals for export shipment.
- b. Do to localised regional droughts transshipments from Western Australia and South Australia to the eastern states have occurred either by dry bulk vessels or via rail and /or road transport. The choice in the mode of transport is determined by a range of commercial factors.

6. *Are there any specific vessel capabilities you require for your cargo that would be difficult to replace if the vessel was requisitioned?*

- a. No. The grain industry exports in dry bulk vessels and via container exports.

7. *Would you be willing to forgo a degree of short-term certainty in the service a strategic fleet vessel could provide noting the Government's policy intent is to increase Australia's sovereign capabilities and crisis response tools?*

- a. The risk in the grain supply chain and the level of complexity may not readily support the use of a strategic fleet. Individual GTA members may be willing to forgo some service and certainty. However, given they are servicing international customers and are competing in Australia with global trading companies this support is unlikely to be extensive and cannot measurably increase exposure to risk.

5. Conclusion

GTA welcomes the opportunity offered by the Department of Infrastructure, Transport, Regional Development and Local Government to provide comment on the implementation of a strategic maritime fleet of Australian vessels. It is noted that prior opportunity to engage and for industry to consult with Government regarding this strategy have been somewhat limited.

GTA's members generally support initiatives and Government policy that enhance non-restrictive trade. This strategy does not appear to be market driven, evidenced based, proven to mitigate (and not increase) commercial risks and provide net value for the grain industry and GTA members.

I look forward to further opportunities to engage with the Government and provide input as the strategy is implemented.

Thank you for your consideration of this response.

Pat O'Shannassy
Chief Executive Officer



GRAIN TRADE AUSTRALIA

Membership List as of 21 December 2023

Member Type	Member Level	Account Name	Primary Contact	Website
Ordinary Member	A1	CBH Group	Ben Macnamara	www.cbh.com.au
		GrainCorp Australia	Robert Spurway	www.graincorp.com.au
		Viterra Australia	Philip Hughes	www.viterra.com.au
		3		
A3	Cargill Australia	Zsolt Kocza	www.cargill.com.au	
	1			
A4	ADM Trading Australia	Darryl Borlase	www.adm.com	
	Arrow Commodities	Dominic Vanzella	www.arrowcom.com.au	
	Australian Grain Export	Tim Martin	www.australiangrainexport.com.au	
	Bunge Agribusiness Australia Pty Ltd	Stephen Bennett	www.bunge.com	
	Louis Dreyfus Company Emerald Australia	Oliver Reid	www.ldc.com	
	5			
B1	CHS Broadbent	Steve Broadbent	www.broadbentgrain.com.au	
	ETG Commodities	Peter McMeekin	www.etgworld.com	
	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	
	5			
B2	Centre State Exports	Jeff Voigt	www.centrestateexports.com.au	
	Inghams Enterprise Pty Ltd	Matt Clarke	www.ingham.com.au	
	J K International Pty Ltd	Sandeep Mohan	www.iki.com.au	
	Ridley Agriproducts	Michael Reeves	www.agriproducts.com.au	
	Riverina (Australia) Pty Ltd	Gareth Stapleton	www.riverina.com.au	
	Wilmar Gavilon Pty Ltd	Matt Albion	www.wilmargavilon.com	
	6			
B3	Allied Pinnacle	Brett Duczmal	www.alliedmills.com.au	
	Boolah Farms Pty Ltd	Stuart Tighe	www.boolah.com.au	
	Brahman Commodities	Michael Aikman	www.brahmancommodities.com.au	
	Cofco International Australia	Sarah Pan	www.cofcointernational.com	
	Demeter Grains	David Oates	www.demetergrains.com.au	
	K M & W M Kelly & Sons	Matt Kelly	www.kellygrains.com.au	
	Quadra Commodities Pty Ltd	Robin Cassar	www.quadra.com	
	Robinson Grain Trading	Adam Robinson	www.robinsongrain.com.au	
	8			
C1	Adams Australia Pty Ltd	Ian Mack	www.adamsaustralia.com.au	
	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/	
	Castlegate James Australasia Pty Ltd	Ross Giovanetti	www.castlegatejames.com.au	
	COPRICE	Krissy Campbell	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 Pty Ltd	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	Ayush Rajvanshi	www.itochu.com.au	
	Jerilderie Grain Storage & Handling	David Barlow	www.jgsh.com.au	
	Laucke Flour Mills Pty Ltd	Roger Laubsch	www.laucke.com.au	
	Lawson Grains Pty Ltd	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.crokergrain.com.au	
	MSM Milling Pty Ltd	Peter MacSmith	www.msmmilling.com.au	
	Namoi Cotton Ltd	Nathan Hunter	www.namoicotton.com.au	
	Newcastle Agri Terminal	Jock Carter	www.naterminal.com.au	
	Pentarch Agricultural Pty Ltd	James Whiteside	www.pentarch.com.au	
	Premium Grain Handlers P/L	John Orr	www.pgh.com.au	
	Quattro Ports	Dave Allen	www.quattroports.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	
	Rivalea (Australia) Pty Ltd - Animal Nutrition	Andrew Philpotts	www.rivalea.com.au	
	SunPork Farms Feed Mills	Mark Young	www.sunporkgroup.com.au	
ThriveAgri Pty Ltd	Charlie Brown	www.thriveagri.com		
TSS Grain (Tasmanian Stockfeed Services)	Trevor Macleod	www.tasstockfeed.com.au		
Unigrain	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.woodsgrain.com.au
	XLD Commodities	Paul Willows	www.xldgrain.com.au
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C2	Access Grain Pty Ltd	Wade Humphries	www.accessgrain.com.au
	Aditya Birla Global Trading (Australia) Pty Ltd	Surya Jain	www.abgtrading.com
	Advantage Grain Pty Ltd	Chris Nikolaou	www.advantagegrain.com.au
	Agmark Commodities	Richard Alcorn	www.agmark.com.au
	Agri Om Australia Pty Ltd	Kishore Bulchandani	www.agriom.com.au
	Agri-Oz Exports (Aust) Pty Ltd	Francois Darcas	linkedin.com/in/francois-darcas-4a440577
	Agromin Australia Pty Ltd	Rajni Patel	www.agromin.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 - Asian Agricultural Exports (AAAX)	Mick Connolly	www.aaax.ws
	Australian Choice Exports Pty Ltd	James Hunt	www.australianchoiceexports.com.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
	Avoca Grain Storage Pty Ltd	Julie Bartlett	www.pyreneeshay.com.au
	A W Vater & Co	Kim Vater	www.vater.com.au
	Baker Grain	Richard Baker	www.bakergrain.com.au
	Boort Grain Co-Operative	Jon Bucknall	www.boortco-op.com.au
	Broun and Co Grain 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
	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	Justin Fay	www.coryjohnston.com.au
	Craig Tyack Grain Trading	Craig Tyack	craig.tyack@bigpond.com
	Defiance Maize Products Pty Ltd	Rodney Walker	www.corson.co.nz
	Direct Commodities Pty Ltd	Hamish Robertson	www.directcommodities.com.au
	East Coast Stockfeeds	Stuart Dolden	www.ecsf.com.au
	Ellerslie Free Range Farms Pty Ltd	Bruce Holden	www.dahall.com.au
	ETG Processing Pty Ltd T/A Wimpak	James French	www.wimpak.com.au
	Export Import Australia	Dhanesh Kumar	www.exportimportaustralia.com.au
	Export Trading Group Australia Pty Ltd	Shayne Clark	www.etgworld.com
	Fanmac Logistics Pty Ltd	Chris Fanning	www.fanmacag.com.au
	Feed Central Pty Ltd	Tim Ford	www.feedcentral.com.au
	Findlays Borellan	Neil Findlay	www.findlay.world/about-us
	Forest Enterprises Development & Consulting Pty Ltd	Charles Lowe	02 6662 8261
	Gold Star International Pty Ltd	Abhishek Kotkar	www.goldstarinternational.com.au
	GO Resources Pty Ltd	Murray Gannon	www.go-resources.com.au
	Grainforce Pty Ltd	Derek Larnach	www.grainforce.com
	Grain Link WA Pty Ltd	Andrew Goyder	www.grainlink.com.au
	GrainTrend Pty Ltd	Sanjiv Dubey	www.graintrend.com
	Grenfell Commodities Pty Ltd	Glenn Beasley	www.grenfellcomm.com.au
	GV Grain & Fodder	Joanne Harry	linkedin.com/in/joanne-harry-707119116
	Hartree Partners (Australia) Pty Ltd	Daniel Miller	www.hartreepartners.com
	Harwood Grains & Stockfeeds	Paul Harwood	www.harwoodgrains.com.au
	Horizon Commodities Pty Ltd	Aaron Jones	www.horizoncommodities.com.au
	HX Food Group (Aus) Pty Ltd	Dong Zhao	www.hxfoodgroup.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/garry-lane-82635b88
	Laragon Almond Processors Pty Ltd	Mark Webber	www.laragon.com.au
	Mandala Trading	Jayjeev Saraff	www.mandalatrading.com.au
	Marina Commodities (Australia)	Palwinder Singh	www.marinacommodities.com
	Matthews Transport and Grain Traders	Neville Matthews	linkedin.com/in/neville-matthews-aa592191
	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
	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 Pty Ltd	Rikki Foss	www.plumgrove.com.au
	Pure Foods Eggs Pty Ltd	Tim Castle	www.purefoods.com.au
	QS Commodities Pty Ltd	Nick Slipper	www.qscommodities.com
	Quirindi Grain & Produce	John Webster	john.webster@quirindigrain.com.au
	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 Pty Ltd	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 Pty Ltd	James Garvey	www.sudima.com
		Tamma Grains Australia Pty Ltd	Kim Packer	www.tammagrains.com.au
		Tiller Commodities Pty Ltd	Brett Cooper	www.tillercommodities.com
		TRC International	Yohan Goonetilleke	www.trcglobal.com.my
		Trentham Grazing Pty Ltd (t/a Godde's Grain & Fertiliser Pty Ltd)	Kim McGaw	www.goddesgrainandfertiliser.com.au
		Ulusoy Asia Pacific Pty Ltd	Mark Madjarevic	www.ulusoyflour.com
		Universal Commodity Management	Tim Dean	www.commoditymanagement.com.au
		Ward McKenzie Pty Ltd	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@tqai.cn
		Wirrinourt Transport & Trading	Karl Hendy	www.wirrinourttransport.com.au
		WW Agri Pty Ltd	Steve Sloss	www.wagri.com.au
		ZTC Australia	Timothy Byass	www.ztcaus.com
			103	
Transport Operator		Crawfords Freightlines Pty Ltd	Phillip Davis	www.crawfordsfreightlines.com.au
		Gehrke Grains & Transport Pty Ltd	Julian Gehrke	www.gehrke.com.au
		Hamilton Contracting (NSW) Pty Ltd	Jodie Hamilton	www.hamiltoncontracting.com.au
		Horne Ag Logistics Pty Ltd	Jeremy Horne	www.horneaglogistics.com.au
		Pacific National (NSW) Pty Ltd	Nick Ryder	www.pacificnational.com.au
		SEAWAY Intermodal Pty Ltd	Bikash Ram	www.seawayintermodal.com.au
			6	
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
		Pure Grain Network Pty Ltd	Stuart Tighe	www.puregrain.com.au
		Quest Commodities Pty Ltd	Jayne Barker	www.questcommodities.com.au
		Rain Agribusiness	Ian Grellman	www.rainag.com.au
		StoneX Financial Pty Ltd	Stefan Meyer	www.intlfcstone.com
		Teague Australia Pty Ltd	Tim Teague	www.teague.com.au
			8	
	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	www.lotema.com.au
		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
		Woodside Commodities Pty Ltd	Hamish Steele-Park	www.woodcomm.com.au
			9	
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
		Commodity Inspection Services (Australia) Pty Ltd	Katrina Saunderson	www.commodityinspection.com.au
		Commonwealth Bank of Australia	Samuel Chambers	www.cmmbank.com.au
		NSW Ports	Campbell Mason	www.nswports.com.au
		Sanitarium Health Food Company	Nathan Bullock	www.sanitarium.com.au
		Symbio Laboratories	Kristian Just	www.symbiolabs.com.au
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	Medium	AgriDigital	Emma Williams	www.agridigital.io
		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	Steven Ilgoutz	www.foss.com.au
		HFW Australia	Stephen Thompson	www.hfw.com
		Holding Redlich	Geoff Farnsworth	www.holdingredlich.com
		Intertek	Debrah 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
		Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Jeremy Brown	www.qube.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 Australasia	Andrew Woodhouse	www.advance-trading.com.au
		Ag Scientia	Lloyd George	03 9598 1980
		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
		BSM Global	Jason Flemming	www.buysellmove.com
		Cloudbreak Grain Marketing	Ed Scamps	www.cloudbreak.com.au
		Delta Agribusiness	Michael Parry	www.deltaag.com.au
		E P Integrated Commodities Pty Ltd	Tracey Lehmann	epicbrokers.biz
		Farmanco Marketing Pty Ltd	Donald 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	https://linkedin.com/in/richard-perkins-39090a3b/
	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
	Longbridge Commodities	Kareen Durr	www.longbridge.com
	MarketAg Pty Ltd	Mark Martin	www.marketag.com.au
	McMullen Consulting	Gerard McMullen	www.mcmullengrainagricultural.com
	Mercari Pty Ltd	Daniel Marsh	www.mercari.com.au
	Mirfak P/L	Mark Murphy	www.mirfak.com.au
	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
	Praig Marketing Pty Limited	Kevin Schwager	www.praig.com.au
	Primal Foods Group	Peter Longhurst	www.primalfoodsgroup.com
	Profarmer and Australian Crop Forecasters	James Maxwell	www.nzx.com
	Rise Agribusiness	Ian Dalgliesh	www.riseagri.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
	Ultimate Global Trading Pty Ltd	Andrew Alexopoulos	www.ultimategt.com.au
	Wattletree Consulting	Joe Righetti	www.wattletree.net.au
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International Affiliate	CIS Commodity Inspection Services	Paul Schweitzer	www.cis-inspections.com
	Grains Middle East Trading DWC-LLC	Mark Stapleton	www.grains-middleeast.com
		2	
Industry Association	AEGIC	Courtney Draper	www.aegic.org.au
	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)	Duncan Rowland	www.sfmca.com.au
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Merchant Association	Grain Industry Association of SA	Marie Cunningham	www.gjasa.org.au
	Grain Industry Association of VIC (GIAV)	Colin Peace	www.giav.com.au
	Grain NSW	Joanne Ware	www.grainnsw.com.au
	Queensland Agricultural Merchants (QAM)	Rob Imray	www.qam.org.au
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