

1 May 2023

The Coordinator
Australia-Thailand Strategic Economic Cooperation Agreement
Free Trade Agreements Division
Department of Foreign Affairs and Trade
RG Casey Building
John McEwen Crescent
Barton ACT 0221
Via Email: Thailand.seca@dfat.gov.au

Re: Australia-Thailand Strategic Economic Cooperation Agreement (SECA) Submission

1.0 About GTA

Grain Trade Australia (GTA) is a national association and is the focal point for the commercial grains industry within Australia. The role of GTA is to provide a framework across Industry to facilitate and promote the trade of grain. GTA facilitates trade and works to provide an efficient, equitable and open trading environment by providing leadership, advocacy, and commercial support 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 Trading Standards and/or Trade Rules.

GTA has established the Australian Grain Industry Code of Practice. All GTA Members are required to adhere to the Code of Practice. GTA Members are drawn from all sectors of the grain value chain from production to domestic end users and exporters. GTA has over 270 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, processing grain for human consumption and stock feed milling. A list of GTA Members is [here](#) and attached.

GTA welcomes the opportunity to make this submission to the Australia-Thailand Strategic Economic Cooperation Agreement (SECA) and supports the commencement of negotiations for the SECA.

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 \$28.4 billion at the farm gate and \$27.1 b 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 at 72.3 million tonnes following two prior large crops with 2021/22 a 67.4 million tonne crop, and 59.9 million tonnes in 2020/21.

Trade 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. The Australian grain industry is well positioned to supply markets such as Thailand. Thailand is the second biggest economy in the ASEAN and is increasing its demand for imported food including grain, offering many opportunities for the Australian grain sector.

GTA supports the commencement of negotiations for the SECA as the Thailand-Australia relationship is important for many reasons. SECA presents a unique opportunity to deepen and strengthen trade and economic ties with Thailand. Thailand is a significant market for a range of cereal grains, oilseeds, oilseed meals and other grain products. The SECA has the potential to significantly grow the grain trade to Thailand, but to also contribute positively to Thailand's grain and food sector. The proximity, population and

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

² Source: ABARES, 2023

growing purchasing power of Thailand’s consumers will create new opportunities for Australian agricultural exports, particularly grain.

Increasing existing and opening new export market opportunities for Australian grain and products and reducing distortions in global markets are key priorities for the industry. GTA consider a successful bilateral agreement with Thailand could potentially provide a significant increase in export value to the Australian grain industry. However, growth in viable opportunities will require the SECA agreement to deliver commercially meaningful gains in market access,

GTA supports a comprehensive and high-quality trade agreement with Thailand that provides improved market access outcomes for grain and grain products, such as improved access to Thailand’s large and growing feed grain market. The SECA is a good initiative, and it is hoped it will complement the existing Thailand-Australia Free Trade Agreement (TAFTA).

However, for market access opportunities to be maximised requires the ongoing reform of both tariff and non-tariff barriers to trade. Non-tariff barriers remain an impediment to the international trade of grain and any trade agreement with Thailand must include a focus on the development and implementation of a systematic approach to addressing any barriers.

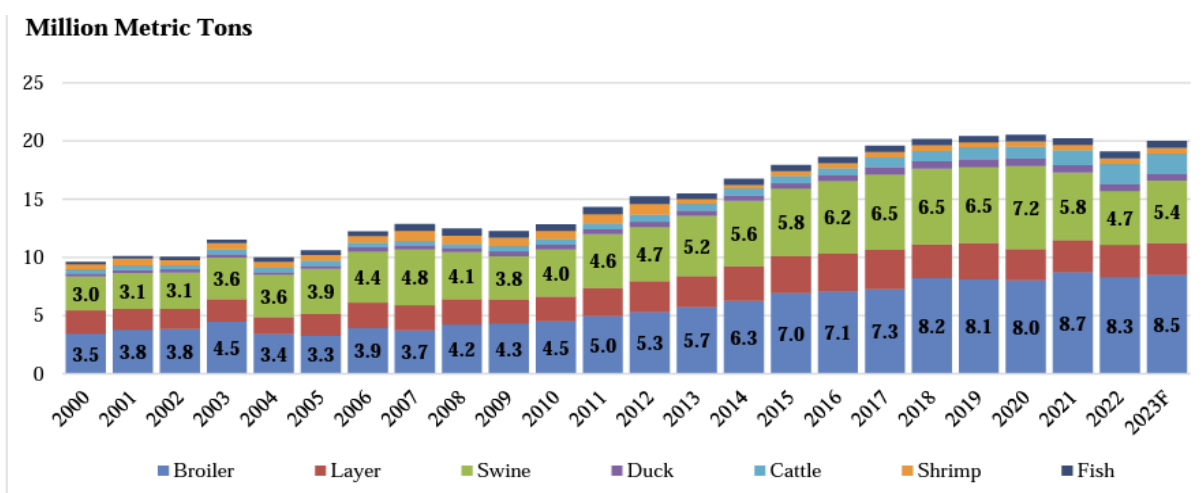
The SECA will potentially boost opportunities for the Australian grain industry and support growth, development and trade opportunities for Thailand’s food manufacturing, stockfeed, aquaculture and livestock sectors.

3.0 Thailand – an opportunity for the Australian grain industry

Thailand is a diverse market and over the last few decades its economic growth and urbanisation has driven demand for grain and grain products. It is a significant and influential regional player, with the USDA March 2023 GAIN report forecasting 2023/24 wheat imports to increase to 2.7 million metric tonnes (MMT), 17 percent higher than MY2022/23. Milling wheat imports are also expected to be 1.3 MMT, up 18 percent from 2022/23 as flour mills actively import wheat (despite facing high import prices and feed wheat imports) and to increase to 1.4 MMT, up 40 percent from the previous year due to an anticipated recovery in swine production and growing export demand for poultry meat and products.

Thailand’s projected population growth supports increased food demand, with overall food demand expected to grow. The Thailand Feed Mill Association (TFMA) expects total feed demand to increase to 19.9 MMT in 2023 up 5 percent from the prior year. This will largely be driven by an increase in poultry and the swine herd.

Figure 1: Thailand Feed Consumption Demand



Source: Thai Feed Mill Association

Thailand’s agriculture sector has protections in place through government guidelines for the process of goods. In Agriculture this may include government subsidies for fertiliser and guaranteed minimum prices for grain. The Commerce Ministry also requires importers of wheat and other feed grains to adhere to a feed production ratio of 1:3 imported product to Thailand maize.

It has been reported in the March 2023 GAIN report the Thailand government is likely to maintain import restrictions on feed wheat, which require feed mills to purchase domestic corn at a guaranteed floor price

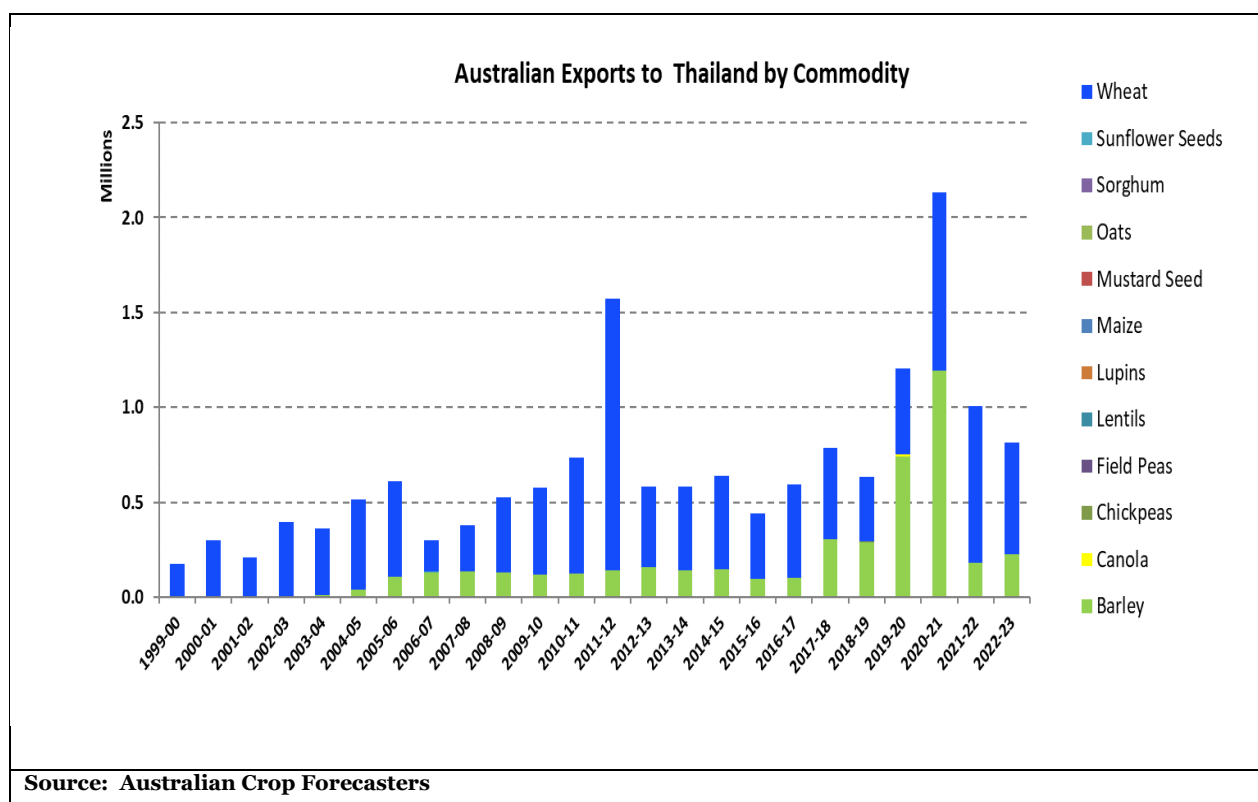
before importing feed wheat. The import restrictions on feed wheat will keep domestic corn prices high and drive import demand for corn from neighbouring countries, particularly from Burma and Cambodia.

In a recent Bangkok Post [article](#) these price control mechanisms were termed outdated and the vice-chairman of the Employers' Confederation of Thai Trade and Industry urged the government to let supply and demand determine market prices.

4.0 Australia's grain industry trade with Thailand

The dominant exports of Australian grain to Thailand are wheat and barley. Thailand is the 9th largest importer of Australian grains, 4th largest importer of Australian barley and 9th largest importer of Australian wheat.

Figure 2: Australia's grain exports to Thailand



5.0 Thailand Non-Tariff Measures (NTMs)

In 2017, with funding support from the Department of Agriculture, Water & Environment (DAWE), the grain sector undertook a major study to identify commercially significant non-tariff barriers or measures (NTMs) for the grain industry. This report was pivotal in establishing a baseline for NTMs impacting the grain industry and the industry continues to work closely with DAFF and DFAT to identify and address NTMs.

Thailand agriculture is governed at the national level and controlled by the Ministry of Agriculture and Co-operatives. Policies are set at the national level and then implemented in local areas through regional offices or research extensions of the Ministry of Agriculture and Co-operatives.

In a recent University of Melbourne Asialink [publication](#) the Thailand government is described as seeking farmer's votes through price interventions and policies that directly or indirectly purchase farm produce at inflated prices. These interventions combined with NTMs hinder and distort trade.

The impact of NTMs include no/restricted market access, distorted supply/demand balances, uncertainty, risk and compliance costs. Notable NTMs include:

- **MSP** – Thailand has long established policies of guaranteed minimum support prices (MSP) received by farmers for their grain.

- **Import Restrictions** - the Thailand Government employs import restrictions on feed grain in order to protect domestic corn growers from cheaper feed substitutes. From 2017, the feed import regulation requires importers to demonstrate a 3 to 1 domestic corn usage rate to imported feed substitutes.
- **Sanitary and phytosanitary (SPS) issues** – These are often treated inconsistently, without transparency, and exhibit some political focus as compared to science-based decisions. Thailand does not have an import tolerance process, rarely update their list of chemical maximum residue limits (MRLs) and can diverge from internationally accepted standards when setting food safety parameters.

8.0 Conclusion

GTA believes the opportunity for a comprehensive trade agreement between Thailand and Australia offers significant potential benefits for both countries, notably in the agricultural and grain sectors. We believe strongly that grain must be included with meaningful outcomes in any credible agreement that delivers benefits for both countries.

Thailand, whilst an existing and important market for Australian grain will benefit from a credible agreement and encourage both countries to commit to an objective science and risk-based approach to trade and biosecurity, and to develop an agreed framework, including regular formal high-level (Ministerial) dialogue to facilitate this.

In terms of meaningful market access outcomes, we encourage the Australian Government to continue its work to remove impediments such as NTMs to free market access for Australian grains.

We believe there are realistic 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.

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

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 Grade Australia

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
		3
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
		1
Level B1 (1.0 - 1.5 Million Tonnes)		
Emerald Grain Pty Limited	Mr David Johnson	emeraldgrain.com
Manildra Group	Mr Peter Sloan	manildra.com.au
Arrow Commodities Pty Ltd	Mr Dominic Vanzella	arrowcom.com.au
Bunge Agribusiness Australia Pty Ltd	Mr Stephen Bennett	bunge.com/agribusiness
CHS Broadbent Pty Ltd	Mr Steve Broadbent	broadbentgrain.com.au
Riordan Grain Services	Mr Mark Lewis	riordangrains.com.au
		6
Level B2 (500,000 - 1 Million Tonnes)		
Australian Grain Export Pty Ltd	Mr Brett Dodson	australiangrainexport.com.au
Centre State Exports Pty Ltd	Mr Jeff Voigt	centrestateexports.com.au
Cofco International	Ms Sara Pan	cofcoagri.com.au
George Weston Foods Limited	Mr Mark O'Brien	gwf.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
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
Robinson Grain Trading Co Pty Ltd	Mr Gary Robinson	robinsongrain.com.au
Wilmar Gaviola Pty Ltd	Mr Matt Albion	07 3713 8700
Louis Dreyfus Company Australia Pty Ltd	Mr Oliver Reid	louisdreyfus.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 Kurt Wilkinson	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
		10
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
Agri 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 Wandell	members.westnet.com.au/eqg
Hanlon Enterprises Grain	Mr Chris Coates	hanlonenterprises.com.au
Hazeldenes Chicken Farm Pty Ltd	Mr Marcus Dingle	hazeldenes.com.au
HX Food Group (Aus) Pty Ltd	Mr Dong Zhao	hxfoodgroup.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
J K International Pty Ltd	Mr Sandeep Mohan	jki.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
LDC Enterprises Australia Pty Ltd	Mr Richard Porter	07 3253 5999
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
Mandala Trading Pty Ltd	Mr Jayjeev Saraff	mandalatrading.com.au
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
Premium Grain Handlers P/L	Mr John Orr	pgh.com.au
Quattro Ports	Mr Dave Allen	quattroports.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	woodsgroup.com.au
XLD Commodities	Mr Lachie Stevens	xldgrain.com.au
Yenda Prods Grain Pty Ltd	Mr Luke Mancini	0437 512 322
Viridis Ag	Mr Anthony Howard	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
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	clicommodities.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
Deacon Seeds Company	Mr Mark Schmidt	07 4662 3217
Defiance Maize Products Pty Ltd	Mr Rodney Walker	corson.co.nz
Direct Grain Pty Ltd	Mr Mark Davis	directgrain.com.au/
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 Logistics 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	Ms Rosemary Richards	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 (NSW) Pty Ltd	Mr Paul Pearsall	02 6962 9500
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
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
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
Spagrimon Australia Pty Limited	Mr Jiger Kotecha	spagrimon.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
Swiss Singapore (Australia) Pty Ltd	Surya Jain	swiss-singapore.com
Tamma Grains Australia Pty Ltd	Ms 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 Grains and Transport Pty Ltd	Mr Julian Gehrke	07 5465 6695
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

Broker

Large		6
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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
Perkins Commodity Brokers	Mr Craig Perkins	03 9645 6846
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	
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
Australia And New Zealand Banking Group	Mr Ian Hanrahan	anz.com.au
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
National Australia Bank Ltd	Mr Christian Bowes	nab.com.au
NSW Ports	Mr Campbell Mason	nswports.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	Mr Ben Jones	intertek.com
Mars Petcare t/a Mars Birdcare	Mr Kurt Sosinski	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 Kieran Carvill	tports.com
Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Mr Jeremy Brown	qube.com.au/logistics/agri/

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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 Robert 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
Merricks Capital Services Pty Ltd	Mr Adam Davies	merrickscapital.com
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 Dalglish	riseagri.com.au
Pinion Advisory	Mr Chris Heinjus	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	
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International Affiliate		
CIS - Commodity Inspection Services	Mr Paul Schweitzer	cis-inspections.com
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Industry Association		
Australia Export Grain Innovation Centre	Mr Richard Simonaitis	aegic.org.au
Grain Growers Limited	D. McKeon	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
		5
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		Awarded July 2015
Mr Geoff Honey		Awarded July 2016
Mr Terry Deacon		Awarded August 2019
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