

GTA Chairman's address

The Australian Ambassador to China – Ms Jan Adams PSM, ladies and gentlemen.

Good morning and on behalf of our other host organisations, Australian Oilseeds Federation and Pulse Australia, we are pleased to be able to showcase the Australian grain industry to you, the end users and traders of Australian grain.

I would like to make special mention of the presence of the **Australian Ambassador to China**, which is a real demonstration of the importance that the Australian Government places in the relationship between our respective grain trading and processing organisations.

Thank you Ambassador for taking time out of your very busy schedule to open today's conference.

The significant number of Australian delegates in attendance today, including a large contingent of grain farmers, also highlights the importance the Australian grain industry places on the relationship with China.

Over the past 5 years, there has been a fourfold increase in Australian wheat and barley exports and the development of substantial canola and sorghum shipments to China.

This growth is strong evidence of an industry committed to meeting our Chinese trading partner's requirements.

It is responsibility that the Australian industry takes seriously and we welcome the interaction between our respective government biosecurity organisations in the introduction of Protocols for Wheat and Barley and the current development of Protocols for canola and sorghum.

The global grains industry is becoming increasingly competitive and as a major supplier to overseas markets it is critical that Australia continues to understand and meet your requirements.

As an industry we must ensure that the **Australian grain destined for China and other export markets is a quality product.**

Quality within the grain industry is dependent upon actions right along the grain supply chain.

- **Australian plant breeders** are developing improved varieties with functional properties suitable for the requirements of our major export markets.
- **Australian grain producers** grow and harvest grain utilising the very best technology and importantly with a view to the future. Our farmers are stewards

of the land, a responsibility they do not take lightly. The release last year of the publication, ” **A Best Practice Guide To Growing Australian Grain** ” not only, highlights the importance of producing a quality product but doing so in a sustainable way.

- **The receival and storage of grain by the bulk storage operators** across Australia and the subsequent out turn are all activities that are highly attuned to quality assurance programs established by organisations such as the **International Standards Organisation**.
- **The Australian government** also provides critical support through the phytosanitary and regulatory oversight by the Department of Agriculture and Water Resources and through its contributions along with grain growers to fund grains research and development. The Australian government together with growers also are major funders of grains research and development through their contributions to the **Grains Research and Development Corporation**

Today’s attendance and active participation by the grain trading companies that operate in Australia is a clear demonstration of the importance that the **members of Grain Trade Australia** place in ensuring that their Chinese customers receive grain that suits their functional requirements as detailed in the contractual undertakings.

Australian Grain – a quality product is the key theme running throughout today’s program. The quality assurance that is evident at every stage of the Australian grain supply chain is encapsulated in the **Australian Grain Industry Code of Practice**. **Adherence to the requirements of the Code are mandatory for the members of GTA and it is noteworthy that Australia is the only grain exporting nation that has such a Code.**

However, I do wish to stress that today is not a one way flow of information we look forward to his comments on Australian grain from a customer’s perspective.

We also welcome your feedback during the formal proceedings and during the scheduled breaks.

As a trade organisation, Grain Trade Australia is supporting our members exporting endeavours with provision of contemporary commercial resources such as grain trading standards developed to meet customer requirements and contracts for bulk and containers to suit the needs of the parties to an export consignment.

Grain Trade Australia is also an active member of the **International Grain Trade Coalition** which has members from importing and exporting countries and which is tasked with providing commercial grain industry expertise for government consideration in the development of international policies and protocols that affect the international grain trade flows.

I note that the **China Grain Business Association** has just applied for membership of the **International Grain Trade Coalition** and I am happy to report that Grain Trade Australia has supported their application. We look forward to the exchange of ideas with our grain trade colleagues from the China Grain Business Association.

Conferences like these do not just happen and I would like to acknowledge the assistance of Austrade and to thank the commercial organisations that have sponsored today's conference. Your support is vital to the ongoing success of this conference.

In conclusion and on behalf of the Australian grain industry I wish to thank you for taking the time out of your schedule to attend today and I look forward to meeting as many of you as possible during the Conference.

I now have much pleasure in introducing **Ms Jan Adams PSM, the Australian Ambassador to China** to open the Conference.

Thank you

Peter Reading - Chairman

