Creating value for growers in a competitive global grain environment

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10 years ago the grain industry and our supply chain was very different to what it is today. And in 10 years time it will look quite different again.
Global production and consumption are growing. As wealth grows, consumers are demanding higher standards of food safety and quality.
Australia has a reputation for producing clean, high-quality grain.
What do growers need from the supply chain?

• Receive what they grow
• Handle peak demand
• Provide fast turnaround
• Manage quality and hygiene
• Separate delivery from marketing
• Create buyer demand
• Long term services
• Cost efficient
What do exporters need from the supply chain?

- Aggregate their ownership
- Provide on time, efficient loading of vessels
- Meet higher demand for shipping capacity during periods when maximum prices can be achieved
- Flexibility to change bookings for shipping capacity
- Load grain onto the vessel that meets their exact specifications
- Provide certainty of shipping capacity and pricing in future years
- Cost efficient
What do end-users need from the supply chain?

- Greater knowledge
- Long term relationships
- Food safety assurance
- Quality control
- Customisation
Our role in the community

- Employment
- Procurement of goods and services
- Keeping our people and communities safe
- Supporting local groups and initiatives
Thank you