



# AUSTRALIAN COTTON SHIPPERS ASSOCIATION

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September 6, 2023

Committee Secretariat  
PO Box 6021  
Parliament House  
CANBERRA  
Canberra ACT 2600

**RE : INQUIRY INTO THE AUSTRALIAN GOVERNMENT'S APPROACH TO NEGOTIATING TRADE AND INVESTMENT AGREEMENTS**

The Australian Cotton Shippers Association (ACSA) is an association of cotton merchants whose members are independent, commercial entities involved in the purchase of cotton from growers and the sale of cotton to spinning mills in international markets. ACSA members are engaged in the entire cotton supply chain from field to processing at the gin, to cotton classing, warehousing, shipping and delivery to the final consumer.

ACSA represents the interests of the Australian cotton industry specifically in relation to the procurement and marketing of the Australian cotton crop. There are seventeen active cotton merchants operating in Australia, fifteen of which are members of ACSA.

ACSA currently represents approximately 95% of Australia's cotton exports by volume and value.

Current ACSA members include:

ADM Trading Australia  
Agri Direct Australia  
Auscott Limited  
Cargill Australia  
CNCGC Australian  
Cofco International  
Ecom Cotton  
Harris Cotton  
Louis Dreyfus Company  
Namoi Cotton  
Olam Australia  
Omnicotton Australia  
Reinhart Australia  
S&G Cotton  
Viterrra Australia

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We thank the Committee for the opportunity to present comments on behalf of cotton exporters, the thousands of Australians employed in the sector, and the many businesses and regional communities which depend on our industry.

Whilst we do not believe the Australian Cotton Shippers Association is placed to make recommendations or comments directly regarding Government's approach to negotiating trade and investment agreements, we very much appreciate the opportunity to be involved in consultation. ACSA is well positioned to provide intelligence about exports of Australian cotton to particular markets, impediments to trade, health and viability of the spinning mill or wider textile industry in-market, and information about the status of competitor exports to those markets.

The opportunity to be included in enhanced discussions relating to the negotiation of trade agreements is demonstrated by our recent involvement in the Australia-India Economic Cooperation and Trade Agreement. This significant cooperation allowed for points of view from relevant industry officials and representatives from both countries as well as those parties involved in the trade of cotton. It resulted in a fair and well administered program of tariff-free quota for Australian cotton exported to India.

We acknowledge that industry consultation and the opportunity to offer market intelligence and expertise is integral to achieving a long-term workable proposition in trade relations. We believe that this standard of cooperation should continue with all future trade negotiations that may affect the Australian cotton industry and we offer our support for those future discussions.

Yours faithfully

**MATTHEW BRADD**  
Chairman