



Case Study

2013 Incitec Pivot
Fertilisers Service to
Industry Award
RECIPIENT

Greg Kauter **Policy Manager – Research Direction and Stewardship** **Cotton Australia** **Sydney, NSW**

Greg Kauter's association with the Australian cotton industry spans 30 years, during which time he has played a major and influential role in many aspects of the industry including agronomy, extension, training, policy, research and stewardship.

Armed with a Bachelor of Agricultural Economics, Greg's cotton career began in the Namoi Valley as an assistant agronomist with Warnock Agronomics in 1993 before moving to the Gwydir Valley and Border Rivers regions in 1984. Here he began providing agronomy advice with Independent Crop Consultants in Moree covering 6,000 hectares of irrigated cotton. Following this first foray into cotton, Greg set up a very successful cotton consulting business and from his base in Goondiwindi, established himself as a leading agronomist in the area, and was awarded Cotton Agronomist of the Year in the Macintyre Valley in 1999.

During his years consulting he was actively involved in the Cotton Consultants Association, which later became Cotton Consultants Australia, including a term as President. Perhaps his most important contribution to industry throughout this time was his representation on the cotton industry Transgenic and Insecticide Resistance Committee (TIMS) from its inception. The TIMS Committee has been central to ensuring the long term effectiveness of pest and weed control options for the industry. In 1999 Greg made a move into his first industry-wide role, a 12 month project as IPM Training Coordinator with the Australian Cotton CRC. Here he established industry benchmarks for Integrated Pest Management training and increased grower knowledge about the importance and practical application of IPM for the long term viability of the cotton industry.

Greg's growing cotton industry network and sound agronomy background next saw him move to a role with Cotton Seed Distributors in 2000 as part of the early Extension and Development team. Here he developed technical and marketing product support and assumed command of the Northern NSW product support role, including trial work on varieties and varietal performance where a passion for research emerged.

From 2003 to 2005, Greg was Research Program Manager at the CRDC and was then appointed the first full time Executive Officer of the Australian Cotton Growers Research Association (ACGRA), where he transformed this important grower advisory body into a professional, structured organisation.

When ACGRA merged with Cotton Australia in 2008, Greg moved to Sydney in a new role as Cotton Australia's Research Direction and Stewardship Manager, a position he holds today. This role sees Greg uses his experience to align Cotton Australia's evidence based policies with the needs of growers and other industry bodies, identifies emerging issues, develops policy responses, builds the cotton industry's case based on sound research and data and takes these positions to government and regulators.

A commitment to rural industries has driven Greg's career choices through roles that have allowed him to provide the greatest influence and achieve the most positive outcomes for the Australian cotton industry. His vast industry knowledge, extensive cotton network, analytical mind and incredible attention to detail, combined with a genuine passion for cotton means that he is able to turn his hand to almost any issue. This makes Greg a superb advocate for growers and the industry at all levels.

