



AGIC Asia



Figure 1: GTA CEO, Pat O'Shannassy at AGIC Asia

- AGIC Asia was held in Bangkok, Thailand and Shanghai, China in March.
- Returning to China for the fourth time, AGIC Asia proved to be a very successful event, highlighting the importance of the Chinese market to Australia's grain industry
- Presentation by local Keynote speaker Professor Li Dongsen from Golden Grain International, highlighted the strong position Australian wheat has in the noodle industry due to its high milling yield and excellent noodle colour.
- The inaugural AGIC Thailand event was equally as successful and well attended by flour and feed millers.
- AGIC Thailand heard from William Syers, Senior Marketing Manager-Milling Wheat of Bunge, who

explained that the purchasing power of Asia's middle class will surpass the rest of the world combined by 2030.

- Australian wheat makes up 35-40% of Thailand's requirements annually and further discussions with Thai customers will ensure that Australia meets the requirements of the noodle industry, as well as the growing bread, biscuits and cake market segments.
- AGIC Asia continues to prove an important event, and serves to maintain and grow Australia's trading partnerships, while reinforcing the high quality of Australian grains and oilseeds.
- GTA would like to thank Australian Oilseeds Federation and Pulse Australia for another successful AGIC Asia, and appreciates the support of its partners AEGIC and HFW.



Figure 2: Delegates at AGIC Asia

AGIC Asia Round Table Meetings

- As part of the AGIC Asia 2018 Conference series, GTA conducted AGIC Roundtable dialogue sessions with stakeholders and local Government agencies.
- The meetings provided an opportunity to meet directly with and develop dialogue at Government, industry and local levels. Issues and policy surrounding the facilitation of trade and the quality assurance processes of the Australian grain supply chain were discussed.
- In Thailand, meetings were held with several Thai Government departments including the Department of Foreign Trade and the Department of Agriculture.

- In China, AGIC Roundtable meetings were held with the State Administration of Grain, Ministry of Agriculture, CAIQ, China Grain Industry Association, China Chamber of Commerce, and Australia's Ambassador to China.
- These meetings aimed to strengthen the relationship between Australia and Asia and assist in developing confidence in Australia's grain supply chain.
- GTA would like to acknowledge and thank the Australian Embassy staff in Bangkok and Beijing for their assistance and support.

Code of Practice Review and Industry Submissions

- An extensive review process has been undertaken by GTA and an Industry Working Group on the Australian Grain Code of Practice (COP), the supporting Grain Transport Code of Practice (TCOP) and the Technical Guideline Documents (TGDs).
- Adoption of the Code is mandatory for GTA Members.
- Industry input and submissions have been previously sought via [GTA Member Update 27 of 17](#).
- The updated COP, TCOP and TGDs have now been released for industry review and comment, which can be found on the GTA website – [click here to view](#).
- To assist, a Summary of Changes has been provided on the GTA Website – [click here to view](#).
- Grain industry review and input into the revision of this draft of COP is critical to ensure continued improvement, relevance and integrity of the COP to the grain industry.
- For more information, click to view the [GTA Member Update 04 of 18](#).

Upcoming GTA Conferences

- **Export Contracts & Documentation Course**
 - GTA's annual Export Contracts & Documentation Course will be held on the **10 & 11 May 2018** at Citadines on Bourke, 131-133 Bourke Street, Melbourne.
 - Early bird registrations close on the **30 May 2018**, [click here to register](#).
 - The program includes talks from expert practitioners on topical and important issues relating to the export of grain. [Click here to view the program](#).
- **Australian Grain Storage and Protection Conference**
 - The 2018 Australian Grain Storage and Protection Conference will be held on the 19 & 20 June 2018 at Rydges Melbourne. Click here to [register](#).
 - Few sponsorship opportunities remain, click here for the [Sponsorship Prospectus](#).
- **Australian Grains Industry Logistics Conference**
 - 04 & 05 July 2018
- **GTA Advisory & Compliance Workshop**
 - 31 July 2018
- **AGIC Australia**
 - 01 & 02 August 2018 at the Crown Promenade in Melbourne. [Register now](#).

Face-to-face GTA Standards & Commerce Committee Meetings

- Face to face meetings of the GTA Standards and Commerce Committees were held in Melbourne in April. The face to face meetings allow the Committees to have more in-depth discussion on issues being addressed.
- The Standards Committee reviewed and discussed the upcoming GTA Trading Standards for the 18/19 Season, including a review of industry submissions.
- The Commerce Committee reviewed and discussed the 18/19 Location Differentials and issues around GTA Contracts and Trade Rules.
- GTA would like to thank Glencore and Holding Redlich for hosting these meetings.

NTM Summary Report

- GTA is working with GIMAF representing the Australian Grains industry on the DAWR Non-tariff measures (NTMs) Working Group. NTMs are an importing country's policy measures, other than ordinary customs tariffs, that can potentially have an economic effect on international trade in goods. These NTMs are of relevance to agricultural commodities.
- The NTM Working Group was formed to develop a more coordinated approach by government and industry to address the impact of NTMs on Australia's exporters.
- The NTM working group looked at several NTM related issues including the impact of Maximum Residue Limits (MRLs) and the role of Free Trade Agreements (FTAs) in addressing NTMs. The working group will also look at the role of international standard-setting bodies in reducing the impact of NTMs and specific actions to support this.
- GTA and GIMAF presented the outcomes of the Grain industry's work on identifying and prioritising the NTMs that significantly impact grain exports. The outcomes of this work will be incorporated into the overall DAWR prioritisation of trade and market access issues.
- GTA and GIMAF have submitted to DAWR the Grains Industry's rankings for the DAWR NTM Working Group priorities, these being:
 - Biosecurity and Food Safety Protocol Negotiation (Pest, Disease, etc)
 - Residue (MRLs)/Additives
 - Testing Requirements (Pre-departure and Import Inspection)
 - Equivalence/Systems Recognition –
 - Establishment Approval/Listing (incl Audit)
 - Product Registration (incl Composition and Labelling)
 - Product Age/Shelf Life
 - It is important to participate in forums such as this working group to ensure the GTA Member and grains industry interests are represented in the context of limited government resources and other industry interests.