



GTA TRAINING AND DEVELOPMENT PROGRAM



GRAIN MERCHANDISING

GTA Courses are offered to GTA Members and non-Members and targeted at all levels of industry experience



Presenter: Lloyd George

Lloyd has **over 30 years experience** in the grain industry spending 17 of those years with Cargill Australia in a range of commercial and management roles.

He is a **well recognised public commentator** on grain markets and writes a weekly marketing article that is syndicated to rural papers nationally.

Lloyd has a Diploma of Farm Management from Orange Agricultural College and a Professional Certificate in Arbitration from the University of Adelaide.

Lloyd manages his own grain marketing consultancy business with clients throughout the grain industry.

For more information contact GTA
admin@graintrade.org.au



Australian industry perspectives

Designed specifically for Australian industry

Local knowledge/global perspective

Grain Merchandising is a two day workshop designed for those who require **a greater understanding of the background to trading grain and is the logical extension to the Understanding Grain Markets (UGM) workshop**. Participants will require an assumed basic level of knowledge in grain marketing and is ideal for junior traders, trade assistants and experienced personnel. Participants will receive training in:

- The operation of the Australian grain supply chain
- Determination of Australian grain prices using futures, foreign exchange and basis
- Tools to manage price
- Counterparty risk
- Relationship between managing price and GTA Contracts /Trade Rules



Opportunity to network

Delivered by experienced industry experts

Face to face and webinar delivery

The workshop provides participants with a **complete understanding of the fundamental supply and demand of international markets** and how it affects Australia.

Participants will gain an **understanding of how the Australian price** is derived and the relationship to foreign markets, including the components of price, price determination, risk management, contracting principles and dispute settlement mechanisms.

Inhouse training is available on request, please contact us to find out more.