



GTA TRAINING AND DEVELOPMENT PROGRAM



UNDERSTANDING GRAIN MARKETS

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.



Australian industry perspectives

Designed specifically for Australian industry

Local knowledge/global perspective

Understanding grain markets (UGM) is a one day workshop that has been designed for grain traders or grain producers. The workshop contains information that can have **immediate bottom line benefits**. The resource material contains relevant information **developed by grain industry professionals**. UGM provides an understanding of:

- Market dynamics, fundamental supply & demand analysis
- Factors that influence the price and basis
- Grain Marketing strategies & price risk management
- Grain pools and contract types, rights and obligations
- Grain pricing information to assist in making sound grain marketing decisions



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.

For more information contact GTA
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