

NewsInGrain

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Mr Paul Tighe, Australian Consul-General to Hong Kong & Macau opens AGIC Hong Kong



Mr Peter Reading opening comments AGIC Singapore

AUSTRALIAN GRAIN INDUSTRY'S FUTURE IN ASIA **AGIC ASIA – SINGAPORE & HONG KONG 2015**

The Australian Grain Industry is rising to the challenge of expanding Asian markets which was the subject of discussion between the Australian grain industry and customers at the Australian Grain Industry Conference events held in Singapore (9 March 2015) and Hong Kong (11 March 2015).

Mr Philip Green, the Australian High Commissioner to Singapore and Mr Paul Tighe, the Australian Consul-General to Hong Kong & Macau both noted that the Asian customer had enormous buying power and congratulated the Australian industry on engaging with its customers through forums such as AGIC Singapore & Hong Kong 2015. They both stressed that it was particularly important to understand exactly the requirements of the Asian end user.

Key comments from presenters at both venues included:

- the growth of the middle class in Asia must be the primary target for the Australian grain industry. It was also noted that Australia would not have the volume to meet the demand being generated by population demographics but had a major role to play in meeting needs of the middle class.
- farmers were producing more tonnes from less rainfall and this was underpinning security of supply for customers.
- customers needed to be more informed about implications of drawing grain from multiple Australian origins and highlighted the customer shift from a commodity market to a customised market.
- growing per capita consumption of flour across Asia would see demand grow significantly and this highlighted that demand is becoming more customised.

- presentations from major Australian grain marketers and handlers, CBH and GrainCorp, who presented 2014-15 crop data by region, showed that growers were responding to end-user market signals by choosing newer wheat and barley varieties that better met market requirements.
- a consistent theme throughout the conference was that Asia is the future for Australia's grain industry and, while Australian wheat held a premium position in the market, continued investment in quality supply chains and understanding changing customer requirements was essential.
- details on how to substitute Australian barley for US corn in animal diets in China.

	Singapore	Hong Kong
Registrations	124	69
Countries represented	12 (ASEAN countries)	2 (China & Aust)

**Presentations are available
to download from
www.ausgrainsconf.com/asia**

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GTA TRAINING AND DEVELOPMENT PROGRAM



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Diploma of Grain Management

Diploma

GTA's objective is to educate stakeholders across the grain value chain from producer to end user. The deregulated export market of Australian grain has become sophisticated, complex and risky.

GTA in conjunction with Rural Skills Australia, have developed the Diploma of Grain Management to meet the expanding educational demands of the grain industry.

The diploma has been approved and accredited by the Australian Skills Quality Authority (ASQA).

To receive the Diploma, 10 units must be completed – 3 core and 7 electives.

Implementation

The roll-out of the diploma will be incremental, commencing in March 2015 and progressively phased in during 2015/16. The diploma will be integrated in to the current development program from March 2015. The workshop schedule can be found on the GTA website.

Those attending the workshops will have the option to complete the assessment for the relevant unit in the Diploma. In 2015, face to face workshops will be run in conjunction with online learning. GTA intends to have the full diploma online by the end of 2016.

Units

GTA has developed 6 core units.

- Apply Knowledge of trade rules and contracts
- Apply grain industry standards
- Review and evaluate grain markets
- Report on grain trading performance and risk
- Develop and apply strategies for grain merchandising
- Maintain knowledge of the GTA Dispute Resolution Service

A minimum of 3 core units and 7 electives must be completed to obtain the diploma. Alternatively, complete 6 GTA units and 4 electives. A complete list of ALL units can be found on the GTA website. www.graintrade.org.au/diploma-grain-management

Enrolment

All enrolments will be through GTA and forms can be found on the GTA website. Once payment has been processed, a student login will be sent to each participant. The login will be required to access and complete the online assessment.

Fees

Each unit with a one day workshop costs \$880. Units with a two day workshop cost \$1320 (member prices). This includes all resource materials, a login to the student management system and the assessment. Each workshop is fully catered and course materials are provided on the day. Pre-reading is not required.

Assessment

The assessment will be available online at the completion of each workshop.

- Each assessment costs \$440

Assessment only is available for those who have;

- attended a GTA workshop in the past three years
- applied for recognition of prior learning (RPL)

Recognition of Prior Learning

Please read the RPL fact sheet for more information.

Please contact the GTA office for further enquiries on 02 9235 2155 or email training@graintrade.org.au

Recognition of Prior Learning

Recognition of Prior Learning (RPL)

Recognition of prior learning (RPL) is the formal acknowledgement of a person's current skills and knowledge, regardless of how, when or where the learning occurred.

RPL is an important assessment pathway, particularly for people who are considering doing some study. The recognition gained may considerably reduce the study time needed to get a qualification.

RPL is a process that should take place at the commencement of a person's training, apprenticeship or traineeship although it can take place throughout the training program.

The RPL assessment may include workplace observation, interviews and professional conversations, work samples and documented evidence.

Through the assessment process you may be able to gain a complete qualification or, if you have gaps in your knowledge, parts of a qualification which you can then complete with additional training.

Why RPL?

You can attain a formal nationally recognised qualification in a shorter period of time and at a significantly lower cost.

Your career and education options may be increased through formally recognised skills and knowledge.

You do not have to repeat or waste time learning what you already know.

Fees

A minimum of three units from the diploma must be submitted for assessment. This will cost \$1320. RPL will not be assessed for individual units.

Applying

- RPL is now available for those who believe they have met the requirements of the diploma through relevant industry experience
- Enrolments for RPL will be run through GTA and evidence of this experience for recognition must be submitted to GTA for review and assessment
- If the evidence meets requirements, a Registered Training Organisation (RTO) will issue the relevant documentation
- RPL is managed on a case by case basis
- An RPL pack has been developed and uploaded on to the GTA website.
- The pack will provide detailed information about the evidence required to gain credit for each unit of the diploma

Please contact the GTA office for further enquiries on 02 9235 2155 or email training@graintrade.org.au

Grain Industry discussions in Asia



Ms Marie Gaschignard (Holman Fenwick Wilan), Greg Harvey (Interflour), Dr Richard Williams (CBH Group) Alex Onus (GrainCorp Operations) – Singapore



Mr Sean Powell (Grain Industry Association of WA), Mr Mitch Morison (Injekta Soil Research), Dr Steve Jefferies (Australian Grain Technologies) – Singapore



Ms Vanessa Driz-Perez (Austrade Philippines), Dr Nasir Azudin, Ms Monica Sonya (Austrade Indonesia), Ms Rekha Isaac (Austrade Singapore), Mr Sarakit Chutikal (Austrade Thailand), Rosemary Richards (AGIC Convenor) – Singapore



Dr Brenton Hosking explaining the benefits of Australian barley and wheat instead of corn in animal rations – Hong Kong

TRADE AND MARKET ACCESS – GTA WORKING ON A GLOBAL BASIS

Grain Trade Australia works with a number of likeminded organisations world-wide on trade related matters that are pre-competitive. This is achieved through membership of the International Grain Trade Coalition.

Whilst the trading of GMO grain was the catalyst for the formation of IGTC, active IGTC files now contain a number of matters that are non GMO related. Hence, the issues that are listed below affect the constituents of all IGTC Members irrespective of whether they are exporting or importing grain. Likewise all issues under consideration by IGTC have an impact on the sustainability of the entire value chain from Producer to Consumer.

The IGTC meets three times per year with the last meeting in Singapore on 5 & 6 March 2015.

1 GRAIN AS A HAZARDOUS PRODUCT

This matter is being conducted under the UN 'Sub committee of Experts on the Globally Harmonized System (GHS) of Classification and Labelling of Chemicals' and relates to the proposed reclassification of grain as a hazardous material. If grain is redefined this will have immediate impacts to on grain storages worldwide from farm to end user as well as substantial changes to occupational health and safety legislation/ practices.

IGTC is working through its membership to ensure that grain does not fall under the definition as a "hazardous material".

GTA ACTION: GTA has taken the issue up with SafeWork Australia to ensure they understand the practical implications of such a change to the Australian grain industry. The intention is that this position can then be adopted as the Australian position at the UN meeting.

2 DEVELOPMENT OF A STANDARD FOR THE INTERNATIONAL MOVEMENT OF GRAIN

Development of this proposed standard is being conducted under the International Plant Protection Convention and when finalised will affect shipments of grain from Parties to the Convention, i.e. all the major exporting and importing countries.

IGTC representation ensured that the scope of the, yet to be developed, standard is confined to solely phytosanitary issues. An early draft included

International Plant Protection Convention

- International agreement on plant health
- 181 signatories, including Australia and all our major grain trading partners
- Aims to protect cultivated and wild plants by preventing the introduction and spread of pests.
- The Secretariat of the IPPC is provided by the Food and Agriculture Organization of the United Nations.

quality determination and traceability. IGTC via its membership to their respective governments advocated and were successful in their removal from the scope. IGTC were also successful in getting representation on the Drafting Committee. The first meeting of the Drafting Committee will be held in Australia in September 2016.

GTA ACTION: the GTA submission on the development of the scope was adopted by the Australian Government and also by a number of IGTC members who advocated similar positions with their governments.

3 CREATION OF A GLOBAL E-PHYTO FRAMEWORK VIA AN EHUB (see Fig.1)

Every year, millions of phytosanitary certificates are created, printed, and exchanged between countries as part of the global trade in plant products. These certificates reassure importers that the products have been inspected and found to be free of the kinds of pests that could devastate their local economy by harming agriculture or the environment.

This essential effort is costly in terms of time and resources. That complex, costly and bureaucratic process could become a thing of the past. On 17 March 2015 the Commission on Phytosanitary Measures (CPM), the governing body of the International Plant Protection Convention (IPPC), agreed to develop a global system of electronic phytosanitary certificates, known as e-Phyto.

e-Phyto is designed to eventually replace paper certificates entirely. At its heart will be a central hub, which will receive certificates from the Dept. of Ag Biosecurity and makes them available to the national Plant Protection Organisations of the importing countries. The hub will not store the certificates but provides a simple and secure method for exchange, eliminating the need for countries to negotiate exchange protocols bilaterally with each and every trading partner.

GTA ACTION: From an Australian perspective, the creation of an eHub means it is absolutely critical for the Australian industry to move to 100% electronic certification, so Australia can actively participate in e-phyto globally. GTA will continue to liaise with the Department of Agriculture Biosecurity to ensure the new process is sensitive to the needs of the Australian export grain sector.

4 GLOBAL LOW LEVEL PRESENCE POLICY INITIATIVE

This matter was initiated by Canada and now has representation from 14 major grain exporting and importing countries/regions and 4 observer countries and regions. Low Level Presence is the presence of trace amounts of a GM event approved in the country of export/production but not in the country of import.

Issues arise due to shared supply chains and the potential for trace amounts of a GM event to be mixed in with other commodities be they a conventionally or GM bred commodity / variety.

This issue can best be portrayed by the cost and reputational risk accorded to the parties involved in the Agrisure Viptera MIR 162 related trade disruption with China which occurred in early 2014. If China had an LLP policy the effects of the presence of trace amounts of MIR 162 would have been significantly ameliorated or absolved entirely.

IGTC is working with this initiative to encourage importing countries to move off a zero tolerance to LLP and introduce a LLP policy.

Software to Software

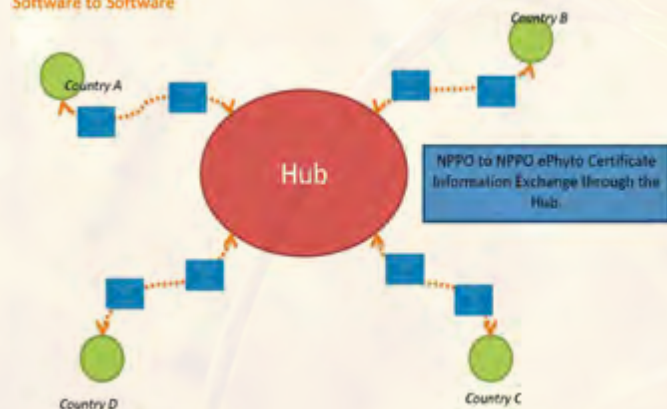
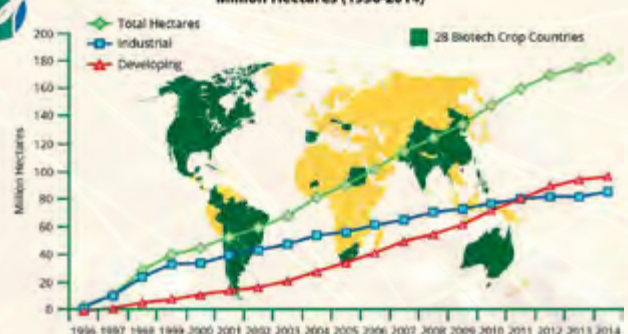


Figure.1



GLOBAL AREA OF BIOTECH CROPS
Million Hectares (1996-2014)



A record 18 million farmers, in 28 countries, planted 181.5 million hectares (448 million acres) in 2014, a sustained increase of 3 to 4% or 6.3 million hectares (~16 million acres) over 2013.

Source: Clive James, 2014.

Figure.2

GTA ACTION: GTA will continue to advocate that Australia needs to have a strong representative presence at the ongoing deliberations. It is not outside the realms of possibility that an Australian bulk wheat shipment could be affected by an LLP issue. It all depends on the prior cargo.

5 CARTAGENA PROTOCOL ON BIOSAFETY *(see Fig.2)*

The Cartagena Protocol on Biosafety (CPB) is a Protocol of the Convention on Biological Diversity and was the imperative leading to the formation of IGTC.

Commencing development in 2000, the Protocol relates to the transboundary movement in Living Modified Organisms, read GM grain.

The Parties to the Protocol meet every two years with the most recent Meeting of the Parties (MOP 7) being held in Korea in early October 2014.

IGTC has advocated strongly at all MOP's ensure that the Protocol would not inhibit trade. At MOP7, the Parties agreed to a number of decisions that were supported by IGTC. MOP 8 will be held in Mexico in 2016.

GTA ACTION: The GTA CEO was the IGTC delegation lead to MOP7. Although Australia at present has limited GM grain (canola and cottonseed,) that will not always be the case and it is critical that as a nation we have a position to ensure that UN policies are adopted that reflect the commercial nature of the global grain trade. Once adopted, UN policies would be extremely hard to change.

6 NEW PLANT BREEDING TECHNIQUES

Since the 1980s, many new plant breeding techniques (NPBTs) have been developed with the first publications dating back to 1990. The regulatory developments and especially it's a synchronicity pose a major concern to the grain trade.

Many of these new approaches deploy biotechnology. The differences compared to the earlier transgenic approaches lie in the applied methodology and the changes achieved in the genome of the crops.

Nevertheless, the question still arises, especially in those countries where GMOs are regulated under specific legislation, as to whether plant varieties that have been developed by these new methods should be regulated in a similar way as GMOs or not.

Experience with the regulation of crops obtained by NPBTs is very limited globally. While initial decisions have already been taken in a few countries, discussions have only just started in others.

Plants classified as GMOs incur much higher regulatory costs than the registration of non GMO plants. At the same time, public acceptance of non GMO plants is higher.

The fact that different legislations are regulating these NPBT's in a different fashion is causing legal uncertainty. The new plant varieties derived from one technique may be exempt from regulation in one country, whereas they need to be regulated in another country. This legislative uncertainty is of great concern to plant breeders, biotechnology companies and the overall grain trade.

IGTC will seek alliances with other stakeholders on the matter to deploy a strategy that would enhance a smooth and science based approach to the regulation of the NPBTs, causing the lowest amount of disruption to the grain trade.

GTA ACTION: This is a new file under consideration.

Life Membership reintroduced to GTA

Categories of GTA Membership

Clause 2.1 of the GTA Constitution recognises Life Members as a category of GTA membership and is defined as:

"Life Member" means a member who is appointed and classified as a life member by the Board and who the Board determines has provided outstanding service to the Company.

Current Status

GTA has only one Life Member, Mr Merv May from Toowoomba, who was appointed a Life Member prior to the restructure of NACMA in 2003. There have been no further appointments in the intervening years.

Eligibility

Nominations are open to current and past members of GTA. In order to be eligible for Life Membership, a nominee must:

- have made a contribution to GTA's work that can be considered outstanding and over and above what might be reasonably expected from employment or voluntary involvement in the organisation;
- have contributed to GTA in the above manner for no less than five (5) years;
- have made a contribution that sets them apart from other valuable contributors;
- holds, in the opinion of the GTA Board, good standing within GTA and the grain industry; and
- not be a current employee of GTA.

Nomination Guidelines

- Nominees are not to be approached for information or advised of their nomination prior to the conferring of the membership.
- Nominations should be lodged using the formal Nomination Form along with supporting documentation.
- The Nomination Form must be completed in full, with both the support of a proposer and a seconder who are financial members of GTA.
- Life Membership may be bestowed on a person at any appropriate time, and is not linked necessarily with that person's retirement.
- Nominations will generally not be considered if more than three years have passed (in the opinion of the Membership Committee) since the primary component(s) of the outstanding service (on which the nomination for Life Membership is being judged). This places the onus on proposers/ seconds to act promptly and ensures that worthy recipients are not displaced from the period in which their contributions should be recognised.

Further Details and Nomination Form

Visit the GTA website for full details of the process and the Nomination Form

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Note: for GTA also read NACMA.

NUFFIELD AUSTRALIA & GTA FELLOWSHIP



Apply for a Fellowship, supported by GTA and Nuffield Australia, to travel overseas and study a post farm-gate grain project of your choice!

Current staff of GTA Members and Nuffield Scholars are now invited to apply for this fantastic new opportunity. Valued at \$10,000, the Award will fund a 4-6 week overseas trip to investigate your chosen post farm-gate grain project.

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Applications are now open until 30 June 2015. For more information or to apply visit the Nuffield Australia website via www.nuffield.com.au/grain-trade-australia-fellowship



Q&A

GRAIN CONTRACTS & DISPUTE RESOLUTION

Over 95% of all grain contracts written in Australia rely on the GTA Trade Rules. GTA contracts and Trade Rules contain agreements to refer disputes to the GTA Dispute Resolution Service. Parties to contracts that incorporate GTA Trade Rules are obliged to refer any dispute to GTA for settlement under the GTA Dispute Resolution Service.

The following publications are available from the GTA website

- **GTA Trade Rules**
- **GTA Dispute Resolution Service Rules**

This article covers some of the key questions and answers about the GTA Dispute Resolution Process.

Can GTA give me advice about my rights and obligations under the GTA Trade and Dispute Resolution Rules?

No. GTA can provide information about the dispute resolution process however is not equipped to give advice on how the Trade Rules will be applied and what your rights might be under a GTA contract. As the administrator of the process, GTA must remain impartial.

Where / to whom do I turn for independent advice about GTA Trade Rules etc?

Grain contracts are legal agreements; therefore professional legal advice should be sought where clarification on an issue is required. Independent grain marketing advisers may also be of assistance for issues not requiring legal advice. Please note that the GTA Secretariat and Directors are NOT able to give you advice in relation to disputes or the operation of the Trade Rules.

If GTA is neutral/independent – will I get a fair go?

GTA was established to ensure that commercial transactions across the supply chain (be they a grain producer, merchant, end user or an exporter) occur in an efficient and fair manner to both parties to the contract. Parties to arbitration are requested to nominate an arbitrator from the panel. Also, arbitrators must only make their determination based off the submissions placed before them.

Is GTA arbitration compulsory? Is it binding?

If you are party to a contract referring disputes to GTA Arbitration, then yes, it is binding. This will be the case if your contract incorporates the GTA Trade Rules. If you change your mind and you still want to arbitrate, you must get the agreement of the other party first.

Similarly, even if there is no reference to a dispute resolution process in your contract, you may still decide to ask GTA to conduct the Arbitration however you will need the consent of the other party.

A GTA Arbitration Award is binding and enforceable. It is as enforceable as a judgment of the Court. GTA Arbitration Awards have been upheld and enforced by the Courts.

I haven't signed anything; can I still have a contract?

If you're in doubt, you should consult a lawyer. That said, the fact that you haven't signed anything doesn't necessarily mean that you don't have a binding contract.

The word "contract" refers to a legally enforceable agreement between two or more parties, rather than a piece of paper with signatures on it. A binding contract may be wholly in writing, wholly verbal or a combination of the two.

A binding contract can (for example) be created over the telephone. In this case it is customary for the Buyer to send a document called a "Contract Confirmation" to the Seller, intending to confirm the details of the agreement reached over the phone.

The fact that such a document is not signed does not mean that a contract has not come into existence.

Any party who receives a Contract Confirmation should, as a matter of priority, check the details to ensure that they reflect those agreed during the telephone conversation. If you notice any discrepancies, contact the Buyer IMMEDIATELY to resolve the issue.

In the absence of notification from the Seller, the Buyer is entitled to assume the contract is as written in the Contract Confirmation. Reference GTA Trade Rule 1. (See GTA Fact Sheet 007 – A Guide to Taking Out Grain Contracts)

I have looked up the Rules and I can't find any reference to "washout"?

The term "Washout" is not defined in the GTA Trade Rules. The industry uses the term to describe the financial settlement of a contract when one of the parties cannot fulfil its obligations. Where parties are unable to agree on the values used to determine the "washout" then either party to the contract is able to refer the issue to GTA for determination under the Dispute Resolution Service (fees apply). Reference GTA Trade Rule 17

What is the legal standing of the GTA dispute resolution process? Is a GTA Award recognised by the Courts?

GTA Arbitrations are subject to the provisions of the GTA Dispute Resolution Rules and the Commercial Arbitration Acts in all states of Australia and can be appealed at court.

Arbitration awards are no less enforceable than judgments of the courts. To date the courts have upheld all GTA Arbitration Awards that have been challenged.

Do I have to “washout” a contract?

A “washout” is a way of settling your obligations under a contract, without reference to a Court or Arbitration, and usually before the time for performance of your obligation falls due. A washout will usually involve a payment from one party to the other.

While you cannot be forced to “washout” a contract, you should carefully consider such an offer as it may be in your interests to accept a “washout” before the time for performance falls due. Generally speaking, if you don’t think you will be able to perform your obligations under a contract by the due date, and you know this ahead of time, it might be worth washing-out to protect yourself against any further fluctuations in the contract price.

Please note that GTA IS NOT equipped to provide independent advice on whether you should accept an offer to washout.

Is force majeure a “get out” clause?

NO. Force majeure only extends the delivery period that an organisation has to meet their contractual obligations be they the Seller or the Buyer. Crop production failure is specifically excluded. A contract is not able to be cancelled due to the invocation of force majeure. Reference GTA Trade Rule 21

Do I have to go to Arbitration if I haven’t signed anything?

Once again, this is really something you should discuss with your solicitor. An agreement to arbitrate disputes is binding and enforceable in a Court. As detailed above, the contract may stand even without the provision of signatures on the Contract Confirmation from one or both of the parties.

If the Contract references the GTA Trade Rules then disputes must be referred to GTA in the first instance. By not participating in arbitration your argument is not able to be heard by the arbitrators.

It is also possible to go to arbitration without admitting that you have a contract. It is possible to ask the Arbitration Tribunal to dismiss any claim on the basis that you didn’t enter into a contract in the first place.

Is arbitration expensive?

There are fees associated with GTA Arbitration. GTA tries to ensure that overall cost of GTA Arbitration is no more expensive than going through the Courts. We also try to make GTA Arbitration reasonably quick, which can be a distinct advantage over the Court process. GTA Arbitration is “peer” Arbitration conducted by participants in the grain trade.

Can I recover my arbitration costs if I’m successful in an arbitration?

YES. Most parties in their submission to the Arbitration Tribunal claim recovery of legal and Arbitration costs.

ZERO TOLERANCES ON OBJECTIVE PARAMETERS OF GRAIN QUALITY COULD STOP THE GLOBAL GRAIN TRADE A CASE STUDY

The Marsh V Baxter court case in WA has highlighted the need for tolerances to be adopted in grain standards.

- A grower (Baxter) planted a commercially approved GM canola and his neighbour (Marsh) claimed damages as he lost his Organic Certification due to the fact that he (Marsh) declared that he found some GM canola plants on his property which had been blown across the fence. Marsh lost the case and is appealing the decision.

Legal aspects aside, the case does identify the need for the organics industry, in order to allow differing production techniques to be utilised, to move off a zero tolerance threshold.

- Only GM canola approved by the Office of the Gene Technology Regulator (OGTR) can be grown in Australia. OGTR is an agency of the Federal Government Department of Health.
- The Australian Standard for Organic and Biodynamic Produce (AS6000:2009) and

the National Standard for Organic and Biodynamic Produce in Australia do not permit any level of GM material in a product that meets its certification criteria, i.e. zero tolerance. This position contrasts with that in the EU (0.9% threshold) and with the US Department of Agriculture National Organic Program (USDA NOP), which also allows for a threshold for the presence of GM material.

- This is another example of the need for tolerances to be adopted, not just on this issue in Australia but also in the global grain trade on a range of measured criteria of standards.
- To put it into another perspective, CODEX, the UN organisation responsible for setting maximum residue level of toxins in food has tolerances for heavy metals such as arsenic, cadmium, lead and mercury. If CODEX adopted a zero tolerance level we would be pretty hungry all of the time.
- In the global trade in food with shared supply chains, zero on many parameters of Trading Standards is unattainable. Zero, in these circumstances, has the potential to bring trade to a screaming halt.

NEW GTA CONTRACTS

Following submissions from industry, the GTA Commerce Committee have recently amended and released two updated contracts:

- *GTA Contract No.2 Grain and Oilseed in Bulk Basis Track (Track Contract)*
- *GTA Contract No.4 Delivered Container Terminal (DCT)*

The new Track Contract is available now from the GTA website having taken effect from 1 April 2015. The DCT Contract will be available and effective from 1 May 2015.

For more information about the amendments to these contracts, Member Updates can be found on the GTA website at www.graintrade.org.au/news/member_updates

GTA Members can request Word versions of these contracts by emailing admin@graintrade.org.au

NEW GTA MEMBERS

GTA WELCOMES THE FOLLOWING ORGANISATIONS TO THE MEMBERSHIP RANKS FOR THE 2014/2015 FINANCIAL YEAR

Applicant Name	Membership Category
C & S Trading	Level C
Mellco Pty Ltd	Level C
ACM Direct Feeds	Level C
Agri Om Australia Pty Ltd	Level C
Export Trading Group Australia Pty Ltd	Level C
Itochu Australia Ltd	Level C



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Australian Grains Industry Conference (AGIC)

27-29 July 2015 *Grand Hyatt Melbourne, Australia*

A must attend event for all participants in the Australian grains industry from grain growers to traders and end users.

The Australian Grains Industry Conference, the premier industry hosted conference for grain industry market participants and service providers, will be held at the Grand Hyatt Melbourne over 28-29 July 2015. The event is hosted by leading grain industry associations Australian Oilseeds Federation, Grain Trade Australia and Pulse Australia.

The Australian Grains Industry Conference 2015 is a high-level market event that brings together the Australian and global grain industry in a premium networking event as well providing the latest information concerning grain markets in Australia and globally.

The Australian Grains Industry Conference 2015 will comprise a conference program addressing cutting-edge issues in evolving grain markets and a trade show.

A number of new innovations are planned including a Growers Day on 27th July and special events within the main program. Details will be provided as they are confirmed.

The conference is the 'must attend' event on the grains industry calendar annually and provides a one stop opportunity to meet with clients, catch up with friends and colleagues and hear the latest developments in the industry.

Over 850 delegates attended the Conference in 2014 and the 2015 Conference is expected to draw an even larger audience. Any organisation involved in the production, logistics and marketing of grain and supporting services will benefit from involvement in the conference.

Keep up to date with the latest conference news at www.ausgrainsconf.com/australia and follow our twitter feed @AUSGRAINSCONF



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