

NewsInGrain

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Craig Chittick Australian Ambassador to Vietnam, Pat O'Shannassy CEO of Grain Trade Australia and Karen Lanyon Consul General Ho Chi Minh City.

A SELL-OUT EVENT

AGIC ASIA 2017 CONVENED IN VIETNAM FOR THE FIRST TIME AND RETURNED TO CHINA IN MARCH 2017

The 2017 Australian Grains Industry Conference (AGIC) Asia series was highly successful with both events being sold out.

The theme for AGIC Asia 2017 series was "Australian grain – Superior quality, Logistical assurance" reinforcing Australia as a world-class producer and supplier of quality grains.

Representatives from the Top 10 consumers in each country attended the gatherings. As host organisations, GTA was able to promote and demonstrate value to consumers of the Australian grains sector.

There continues to be strong demand for AGIC Asia conferences reflecting the interest in Australian grain and its position in the world grain market.

The AGIC Asia program focused on:

- Showcasing Australian grain and the Australian grain industry
- Providing customers with up to date information on the recent crop harvest including production; export availability and crop quality profiles
- Highlighting the value of Australian grain including functionality and quality; supply chain reliability and performance reliability

The events once again received high level support from the Australian Government with:

- Mr Craig Chittick, Australian Ambassador to Vietnam opening AGIC Vietnam; and
- Mr Graham Meehan, Australian Consul General to Shanghai opening AGIC China.

The industry delegation to the China Roundtables also met with Ms Jan Adams Australian Ambassador to China while in Beijing.

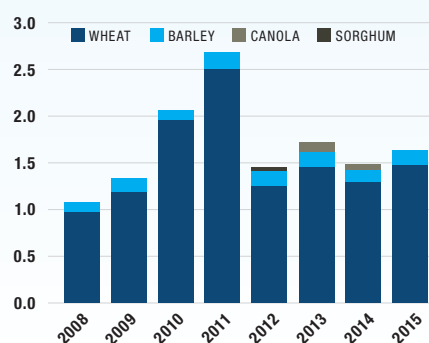
The events were attended by 143 delegates in Vietnam and 189 in China. The majority of delegates were either end user customers (miller/processor), importers/buyers or traders (67% of Vietnam and 76% for China). 65% of attendees in Vietnam were from the local market, with a further 25% from Australia. For China, 75% were from the local market and 21% from Australia.

Vietnam has growing demand for a wide variety of Australian high-quality and safe grains, oilseeds and pulses including wheat, malt barley, canola and mungbeans. AGIC Vietnam was held in Ho Chi Minh City and provided the opportunity to connect Vietnamese buyers with Australian exporters and industry experts. Delegates at this sold out event heard about Australia's commitment to supplying high quality and safe products that meet the end use requirements of the Vietnamese market.

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Fig. 1 Australian exports to Vietnam (mmt)



Source: Australian Crop Forecasters

China is one of the Australian grains industry major trading partners. AGIC China was held in Shanghai and provided the latest information to customers in this market, shared information around the functionality of Australian grain and its use in end use products in the China market and the opportunity to hear from customers about their experiences with Australian grain. *Continued on page 2*



A Sell-Out Event

AGIC Asia 2017 convened in Vietnam for the first time and returned to China in March 2017

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Across both markets, the AGIC program highlighted the value of doing business with the Australian grains industry including:

- Supply – Australia is a reliable supplier of quality grains based on sound industry practice to provide assured quality with confidence
- Demand – Australia's export program continues to grow with increased export capacity to serve its market
- Confidence- Industry Framework and Quality Assurance practices ensure safe and reliable source of supply

The conference highlighted:

- Produced with innovative technology in clean, safe environment
- High product quality
- Quality assurance systems within its supply chain
- Reliable supply chain
- Industry wide Code of Practice
- Reliable counterparties and respect of contracts and trade rules
- Proximity to Asia meaning faster voyage time

The events also focused on the Australian grains industry activities underpinning a better service for customers and provision of information. AGIC Asia has been providing an Australian Customer-Supplier partnership since 2014. This was reinforced by the industry systems and protocols for facilitating trade effectively creating an Industry Self-Regulated Framework.

AGIC Asia, and the Roundtable discussions, are an excellent way to support the continuous improvement of the relationship between the Australian grains industry and its trading partners. These activities enable:

- Continued dialogue at Government and industry level
- Improved understanding and harmonisation of quality assurance systems and sampling and testing methodology and processes
- Collaborative research and development activities
- Improved market access through international protocols and agreements and enhanced regional trading relationships

INDUSTRY DRIVEN AND MANAGED FRAMEWORK TO FACILITATE TRADE					
BREEDING & CLASSIFICATION	GRAIN TRADING STANDARDS	TRADE RULES & CONTRACTS	DISPUTE RESOLUTION SERVICES	TRADE & MARKET ACCESS	INDUSTRY SKILLS & CAPABILITY
Driven by Market Signals to ensure Customer & End Product Focus	Reflect Requirements and capabilities in: 1. Regulation 2. Production Sector 3. Supply Chain 4. Consumptive Sector	Improves Market Efficiency. Ensure confidence in commercial dealings by providing legal rigour	Underpins Contractual Arrangements & Performance	Engaging with Policy makers to ensure fair & equitable trade and access to domestic and global markets	Increase industry capacity by providing vocational training and development programs

To learn more about the Australian grains industry, check out the presentations from the conference: www.ausgrainsconf.com/node/120

Win tickets to the AGIC Australian 2017 Conference



Be one of the first three people to successfully complete the GTA Diploma of Grain Management and you will win a free ticket to the 2017 AGIC Australia Conference, to be held **2nd-3rd August 2017, Melbourne Australia**. DON'T WAIT [Register now](#) – see Diploma of Grain Management workshops dates below.

Understanding Grain Markets (#DGMMAR503A Review and evaluate grain markets)

Date	Location	Member \$	Non-Member \$
25 May	QLD – Toowoomba – Grammar View (Comfort Inn), 39 Margaret Street	990	1480
05 July	NSW – Sydney – Venue TBA	990	1480

GTA Trade Rules & Contracts (#DGMRUL501A Apply knowledge of trade rules and contracts)

Date	Location	Member \$	Non-Member \$
16 May	SA – Adelaide – Venue TBA	990	1480
07 June	NSW – Sydney – Venue TBA	990	1480

GTA Dispute Resolution & Arbitration (#DGMDIS506A Maintain knowledge of GTA Dispute Resolution Service)

Date	Location	Member \$	Non-Member \$
17 May	SA – Adelaide – Mercure Grosvenor Hotel, 125 North Terrace	990	1480
08 June	NSW – Sydney – Venue TBA	990	1480

Grain Accounting (#DGMPER504A Report on grain trading performance & risk)

Date	Location	Member \$	Non-Member \$
15 June	VIC – Melbourne – Karstens, 123 Queen Street	990	1480

Grain Merchandising (#DGMMER505A Develop and apply strategies for grain merchandising) # – GTA Diploma of Grain Management Unit Identifier

Date	Location	Member \$	Non-Member \$
13 & 14 June	WA – Perth – Mercure Perth, 10 Irwin Street	1440	2160



REGISTER NOW for the AUSTRALIAN GRAIN STORAGE & PROTECTION CONFERENCE



Phillip Clamp, GrainCorp Australia.

The 2017 annual Australian Grain Storage and Protection Conference, hosted by National Working Party of Grain Protection (NWPGP), will be held 7th to 8th June 2017 – Rydges Hotel, 186 Exhibition Street, Melbourne.

Update your knowledge and get latest information on:

- Managing insects and grain
- Market compliance
- Further regulatory update
- Managing grain in storage
- Latest research activities

The National Working Party on Grain Protection (NWPGP) is the body responsible for providing management and leadership to industry in the areas of post-harvest grain storage and hygiene, chemical use, outturn tolerances, international and domestic market requirements and chemical regulations



AGIC Asia to host event in Indonesia – 16 May 2017

Following on from the highly successful events in China and Vietnam, AGIC Asia will be holding an AGIC event in Indonesia on 16 May to be followed by a Roundtable discussion.

AGIC Indonesia will promote the value of Australian grain to end users to support the long established trading partnership the Australian grains industry has with Indonesia and build competitiveness with an emerging customer base across food and feed markets. A key focus of the event will be to showcase the value, quality and supply chain assurance practices of the Australian grain industry.

AGIC Asia events are also an excellent mechanism for sharing technical information through a two-way dialogue with customers, end users and related parties.

The AGIC Indonesia program will feature:

- Improve relationships with customers and grain better understanding of their requirements
- Enhance customer awareness of the functionality and value of Australian grain
- Improve the understanding by Australian industry and Governments of the opportunities for enhanced trade relationships and potential solutions to technical market access issues
- Build strong relationships with the Indonesian Industry, Government agencies and regulators

AGIC will also hold Roundtable discussions with Indonesian Government Agencies that will present information around the Australian grain industry capability and capacity and specifically address Australian quality assurance systems, supply chain processes and procedures and practices to manage phytosanitary and other issues of quarantine concern. The Roundtable discussions will assist the Australian grain industry to be better informed around policy development and alignment with a major international trading partner.

[Register for AGIC Indonesia here!](#)



L-R GTA Life Member Mr Chris Kelly, Ms Lucy Broad accepting a GTA Life Membership on behalf of her late husband and former CEO of GTA Mr Geoff Honey, Mr Peter Reading Chairman of GTA

Grain Trade Australia Life Membership Nominations are now being accepted

Refer to the details below if you wish to nominate a worthy candidate for this recognition.

"Life Members" are appointed by the GTA for outstanding service to GTA. Eligibility Nominations are open to current and past members of GTA. In order to be eligible for Life Membership, a nominee must:

- 1) 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, 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.

2) Nomination Guidelines

- Nominees are **NOT** to be approached for information or advised of their nomination prior to the conferring of the membership.

- 3) Further Details view [GTA Member Update 4 of 17](#) and Nomination Form Visit the GTA website for full details of the process and the Nomination Form www.graintrade.org.au/membership

- 4) Nomination close Friday 16th June 2017



GTA Export Contracts & Documentation Course

18-19 May, 2017 Melbourne

Specifically designed for Australian Grain Exporters (bulk and containers) and those supporting the Trade.

Also, ideal for people new to all facets of exporting grain as this course complements the GTA contracts and the specific processes involved to do so.

The specifically tailored course is held annually, the program is spread over two days and presenters are qualified experts in their fields including bankers, lawyers, superintends of companies covering a range of topics relating to the challenges of exporting grain in the current environment.

Including:

- Formation of & executing export contracts
- Aligning the contract to customer requirements
- Charterparties
- Bills of Lading
- Export Documentation & Letters of Credit
- Dry Bulk Ocean freight market, trends & outlook
- Global trade flows
- Phytosanitary inspection & certification
- Identifying the link between loading and appropriate documentation
- Logistics and issues relating to grain movement – bulk and container

REVIEW – Operating Standards for Pool Providers

GTA has established a Pools sub-committee to review the GTA Technical Guideline Document (TGD) No.4 Operating Standards for Pool Providers.

The reputation of Pools, Pool Providers and the Australian Grains industry is important.

To date, the sub-committee has called for and reviewed industry submissions, and have been reviewing and considering appropriate changes to the TGD Operating Standards for Pool Providers.

GTA are aware that it is important to get the balance right between improved customer awareness and disclosure, while being careful not to reduce competition and the ability for the market to innovate and differentiate, to create value for pool participants.

The intention is to have the TGD Operating Standards for Pool Providers document review completed and approved by the GTA Board and then be rolled out at the GTA Compliance Day, Tuesday 1st August 2017.

ADVISORY & COMPLIANCE WORKSHOP

1 AUGUST 2017, MELBOURNE

The Advisory & Compliance workshop program will be held on 01 August 2017 in Melbourne. Registration and Program will open and be available in June 2017.

This program is an important part of the calendar particularly for members to complete their professional development compliance requirements.

This year's program will feature great speakers on topics and issues including:

- New Products
- Pool Operating Standards
- Broker Agent Guidelines
- Contract issues and
- Other Compliance and Regulatory issues.



Package Assisting Small Exports (PASE)

GTA has recently completed three projects designed specially to assist small exporters with market access. On behalf of industry GTA was successful in receiving funds from the Department of Agriculture and Water Resources (DAWR) Package Assisting Small Exports (PASE).

The projects included:

PASE Project – Food Safety Database

A database for industry use to enter all results of feed safety analysis on samples. GTA will produce an annual report of results, to assist industry to show markets compliance with maximum levels for various contaminants. This project was complete January 2017 and is available on the website.

GTA members are encourage to use this database for free and to help them manage their own food safety issues.

PASE Project – Container Packer Manual

The Container Packer Operations Manual outlines all elements of a container packer operation that are needed to comply with the Industry Code of Practice. Project completed December 2016. The standards and procedures outlined in this technical guideline document (TGD) are important for industry to retain its reputation of highly reputable supply chain and supplier of reliable quality product. [GTA TGD No.17 Container Manual Operations Manual](#)

PASE Project – Truck Cleaning

The Truck Cleaning Protocol is to assist industry to reduce contamination when transporting chemically treated fertiliser. This project was completed December 2016. [GTA TGD No.18 Truck Cleaning Procedures – Treated Fertilizer](#)

Further details of these projects can be obtained by contracting GTA or by reviewing the Fact Sheets on the GTA website.

PASE Project – Trading Standards Database

The fourth PASE project is a Trading Standards Database and aims to provide:

- Contract with IT Developer signed
- Database build commenced
- Industry advisory Working Group being formed to advise on project

This project is expected to be completed by May 2017 and will enable members to have easier access to standards of direct relevance to their business.

AGIC Australia 2nd-3rd August 2017, Melbourne Australia

Global Trends – Is quality Australia's Trump card?



Australian grain leads the world in terms of value to customers – across quality, service and reliability. Similarly, the Australian Grains Industry Conference (AGIC) is Australia's leading grain industry event and provides the forum for Australian and global grain industry to come together and explore the issues shaping the industry's future.

This year AGIC is very pleased to announce that Sara Wyant President of Agri-Pulse Communications, Inc. will be a keynote speaker at AGIC 2017. As a highly recognised farm policy commentator, Sara is well known on Capitol Hill, as well as within farm and commodity associations across the United States.

Agri-Pulse covers the most up-to-date agricultural and rural policy decisions made in Washington D.C. and how they will affect the farmer, the marketer, the consumer, others in the value chain and government. As such, Sara is ideally placed to share insights as to how the Trump Presidency is affecting global markets and the agriculture sector and how the longer term may play out.

AGIC 2017 will be held on 2nd and 3rd August at the Crown Promenade Hotel Melbourne. Don't rely on social media and second hand reports, but come to AGIC and:

- Hear first hand the trends from local and international experts

- Ask the questions of your industry and market leaders
- Actively participate in a forum that contributes to the industry's agenda and direction
- Meet the decision makers and your fellow industry colleagues

AGIC is an ideal opportunity to build networks and relationships for networking is what makes business and trade happen with your customers, colleagues, friends and to meet new business contacts.

This year AGIC introduces an exciting new networking opportunity – the AGIC Golf Day. This is a unique opportunity to play with friends and colleagues at the "Home of the Australian Masters", Huntingdale Golf Course. Gather some friends and enter a team.

[For details go to the AGIC website.](#)

China Wheat/Barley Protocol – Industry Management Plan (IMP)

GTA has been working collaboratively with Grains Industry Market Access Forum (GIMAF) to improve and increase awareness of the China Industry Management Plan (IMP) that also includes discussions with DAWR and industry.

- The Chinese market still remains sensitive to pest of quarantine concern, and in particular snails.
- The IMP is designed to ensure industry is working to minimize these pests of quarantine concern in grain shipments to China.
- This means it is important Australia's grains industry continues to adhere to the IMP.
- Given the importance of maintain access to the China barley market GTA & GIMAF initiated a China Industry Plan Working Group to help in

managing and broaden ownership of the China IMP issue. The Working Group (WG) and consists of BHCs, researchers, GIMAF, GTA, National Working Party on Group Protection (NWPGP) and Australian Grain Exporters Association (AGEA) has met several times since January 2017.

- Following consultation with DAWR, the WG has recently provided a update states report of the Wheat/Barley IMP and also a revised draft of the IMP and are working closely with DAWR to ensure continued access to this important market.

NEW GTA MEMBERS

GTA WELCOMES THE FOLLOWING ORGANISATIONS TO THE MEMBERSHIP RANKS FOR THE 2016/2017 FINANCIAL YEAR.

Applicant Name	Membership Category
Hamilton Contracting (NSW) Pty Ltd	Transport Operator
WW Agri Pty Ltd	Level C
MCS Grain Pty Ltd	Level C
Clear Grain Exchange	Corporate – Small
Rhodium Resources Australia Pty Ltd	Level C



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