



# GTA TRAINING AND DEVELOPMENT PROGRAM



## GRAIN TRADING FOR NON-TRADERS

*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**

This **2-day workshop** is designed for anyone starting in the grain industry as well as participants from other sectors looking to get a general understanding of the grain industry. It is a **condensed, simplified version of 4 GTA core workshops** and covers the “basics” of:

- Understanding Grain Markets
- Grain Merchandising
- Trade Rules & Contracts
- Dispute Resolution & Arbitration



**Opportunity to network**

**Delivered by experienced industry experts**

**Face to face and webinar delivery**

This workshop gives you a **“bird eye view”** of what you need to know about the grain industry and trading grain. Participants will have further opportunity to develop deeper knowledge and understanding by undertaking the core GTA workshops.

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

### BOOK ONLINE

<https://graintrade.org.au/training-development/>



**GRAIN TRADE  
AUSTRALIA**

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**Presenter: Richard Perkins**

Richard has been working in the Australian grains industry for a range of Australian and international trading companies for **over 20 years**. Richard began his career with Agracom before moving to Melbourne with a European company managing the export trading of grains and oilseeds. He then helped set up the Australian trading arm of US Based Co-op CHS where he finished as the Trading Manager before moving to Market Check where he oversaw the grower advisory team and growth strategy of the business. Richard is the Managing Director of Greenoaks Agriculture, a grain marketing consultant and broker working with a range of participants along the grain supply chain. Richard has a BA in Agricultural Systems, a Graduate Certificate in Applied Finance

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