



Media Release – For Immediate release

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Every Grain has a Silver Lining

(Melbourne, Australia) - The Australian Grains Industry Conference (AGIC) celebrated its 25th Silver Anniversary in Melbourne on the 31st of July 2024 and the 1st of August 2024 under the industry theme of “*Every Grain has a Silver Lining*”.

“It has been a great honour and privilege for Grain Trade Australia (GTA) to be able to support the grain industry through AGIC over the last 25 years ” said Pat O’Shannassy, CEO of [Grain Trade Australia](#) which is the co-host of the popular conference alongside the [Australian Oilseeds’ Federation](#). “AGIC conferences have an important role in promoting the Australian grain industry, providing networking opportunities to enable delegates to build relationships and to better understand the people you do business with” he said.

Andrew Goyder, Chair of Grain Trade Australia (GTA) reiterated this message in this opening address noting Delegates from 17 countries across the globe joined AGIC, and to connect, network and to discuss the topical issues with colleagues, potential customers and suppliers.

The program in 2024 covered a diverse range of topics including grain market drivers, supply chain issues, trade policy and geopolitical factors, technology impacts, as well as developing stronger businesses through leadership, strategy and culture.

Mr Goyder said “We recognise the elevation of food security as a strategic priority in many countries across the globe, including our major customers including China and Indonesia. We also believe that a mutually beneficial approach with our customers is to strengthen our relationships, and to build strategic partnerships. GTA continues to work with our industry counterparts and government to progress this approach across many key markets including Indonesia, India and China”.

The complexities of trade and the sheer volumes handled through the Australian supply chain in recent seasons has placed pressures on the grain industry. People have been working incredibly hard in keeping the supply chain moving, so it’s great to be able to come together as

an industry and to recognise the success of organisations and the people who have made it all happen,” said Mr Goyder. “The growing production and supply chain efficiency in the grain sector has created a strong platform for continued improvement and investment to meet the increasing domestic and global food security needs.”

Australia is focussed on growth in the grain sector and can play its part in supporting its trade partners, global food security and to ensure customers’ demands and expectations of a safe product from an orderly and trusted supply chain is maintained. The focus on growth in the sector is across many areas including the grain industry diversity, inclusiveness and the increasing focus on the environment credentials.

Industry experts

AGIC produced an impressive line-up of local and international experts, including:

- **Adam Fennessy**, PSM, Secretary, Department of Agriculture, Fisheries and Forestry
- **Richard Goyder**, AO, Chair Qantas, Woodside Energy and the AFL Commission
- **Robert Spurway**, CEO & Managing Director, GrainCorp
- **Madeline Dunk**, Economist, ANZ
- **Masha Belikova**, Grain Market Reporter, Fastmarkets Agricensus, Ukraine
- **Ben Macnamara**, CEO, CBH Group
- **Rory Deverell**, Managing Director, Black-Silo & Producer & Distributor of the Fryers Reports
- **Vladimir Zinkovski**, Principal Economist, Head of Asia-Pacific Crops, S&P Global Commodity Insights
- **Professor Rory Medcalf** AM, Head of College, National Security College, The Australian National University
- **Nigel Hart**, Managing Director, GRDC
- **The Hon Christopher Pyne**, Executive Chairman, Pyne & Partners, Former Federal Minister
- **The Hon Kevin Hogan** MP, Shadow Minister for Trade & Tourism
- **Richard Simonaitis**, CEO, Grains Australia
- **Shahana McKenzie**, Chief Executive, Bioenergy Australia
- **Glen McGrath**, Former Australian Cricketer & McGrath Foundation President
- **Mark Bennet**, Head of Agribusiness & Specialised Commercial ANZ
- **Ranjani Sundar**, Partner, HFW

The insights

Some top insights included:

1. Global supply and demand forces and market drivers was a key focus across providing delegates some views on the direction of prices for the upcoming 2024/2025 grain season.
2. Several international and local speakers noted international trade and grain export markets are a key focus for Australia and unimpeded trade and efficient supply chains are critical to its success and supporting Australia’s capability to play its part in global

food security. This means Trade advocacy and the promotion of open trading environments and unfettered markets is essential to ensure the Australian supply chain is not losing value.

3. Masha Belikova, Grain Market Reporter, Fastmarkets Agricensus travelled from Ukraine and provided first hand insight into the resilience of the Ukrainian farmers and agricultural supply chain to continue to operate and function during the Russian war. Ms Belikova explained the impacts on the market and the risk in an export supply chain that has uncertain market access.
4. The introduction and the support to new technology in the grain industry was addressed by a panel of industry experts. Plant breeding technology and machine learning technology to assess grain quality were the focus of an export panel noting transparency and clear frameworks will be critical for stewardship in the supply chain.
5. A special panel session looked at the makeup of industry personnel and how industry is moving forward and growing into a diverse and gender balanced industry supportive of inclusive and measured discussion and management.
6. Award winning journalist Hugh Riminton, facilitated a highly entertaining and insightful journey through the career of the Hon Christopher Pyne, former Federal Minister and his relationships and interactions with giant figures of Australian politics. He provided multiple recollections and colourful descriptions of life in the corridors of power in Canberra including likening to life in a boarding school – but with better food.
7. Shadow Minister for Trade and Tourism the Hon. Kevin Hogan noted the importance of trade and economic growth on lifting poverty and ensuring global food security. He noted that agriculture and agricultural trade is critically important to the Australian economy and regional Australia has a lot to be proud of. He said Australia’s relationship with the Chinese market is important and having a balanced and open discussion between governments must be maintained for trade to function Mr Hogan said.
8. The grain container supply chain was a key discussion point, and it was noted the container supply chain is critical to the grain market performance within Australia especially into niche markets. The discussion panel this topic noted the container supply chain has numerous challenges from the structure of fees, availability of container supply and the market size of the Australian container supply chain within the global market.
9. GTA’s inaugural Five under 30 Program was the focus of a panel that included 3 participants from the program. It was a refreshing session and a great opportunity to understand the goals and aspirations of young leaders within the industry. The GTA Five under 30 program was recognised as a unique opportunity for people to connect, learn about the mechanisms of industry and create an alumni network.
10. Bioenergy and its role and impact on the grain sector was an important discussion highlighting opportunities in the agriculture sector and in feedstock supply of environmental goals including the aviation industry’s goal of being net zero by 2050. Delegates heard it is a complex area and for the bioenergy industry to grow requires de-risking through government and industry mechanisms.
11. The final speaker was cricket legend Glenn McGrath who captured the crowd with memories of his career and some of the great characters he played with including the larger-than-life legend, Shane Warne. Leadership, preparation and teamwork were key to the success of the Australian cricket team.

Full **AGIC Australia 2024 Program** details can be found [here](#). Delegates continue to have access to the recordings, sessions and information for 30 days.

Further information, access to AGIC session recordings, media comment and photos please contact:

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Images available on request.