

MEDIA RELEASE – FOR IMMEDIATE RELEASE

3rd March 2022

Knowledge and Information Creates the Edge



Over 500 delegates from 25 countries gathered virtually this week for the **Australian Grain Industry Conference (AGIC) – Asia Live 2022**.

AGIC Asia 2022 was again officially opened by the Hon. Dan Tehan MP Minister for Trade, Tourism & Investment. In his opening remarks Mr Tehan recognised the long-term relationship that has been developed over many years between the participants in the Australian grain industry and its customers. He commented this is supported by Government trade policies and activities with the objective to build and enhance mutually beneficial trade.

Mr Andrew Goyder, Chair of host organisation Grain Trade Australia (GTA) said “Australian grains and its supporting food safety and quality assurance systems continue to support the demand from Asia. AGIC ASIA is an important part of providing the information and the confidence that our customers require prior to securing their requirements. That confidence is enhanced through our theme for today which is **“Knowledge and Information creates the Edge”**. Mr Goyder said “The knowledge provided through AGIC Asia ensures the confidence of processors and consumers of Australian grain, enabling them to approach their customers with increased confidence”. “This means improving confidence in our supply chain will increase demand for our grain “.

AGIC Asia 2022 delegates heard from a series of Australian and Asian experts and included a detailed look at Australian market drivers, production, its quality assurance framework and the supporting supply chain networks that link Australian grain with the Asian market. Delegates also learnt of the impacts the current supply chain problems and delays, combined with the Ukraine crisis is having on the supply chains of all countries and consumers inventory planning and procurement. Delegates heard “gone are the days of hand to mouth buying and consumers need to consider mid to long term planning to ensure access and continuity to supply”.

Delegates from the food and feed sector were provided informative discussions on the value of Australian grain and how to get the best return from grain through *Knowledge and Information*. Richard Simonaitis, CEO of AEGIC, said “understanding grain quality, its chemistry and the cost of processing provides direct financial value and a better and more reliable end product” “We are all proud of and care about the Brand that is Australian Grain. This includes the entire supply chain from its research and development, seed breeders, grain producers, storage and handling and marketing through to the industry and Government stewardship and oversight. All care is taken to protect Australia’s Brand” said Mr Simonaitis.

As part of AGIC Asia 2022, members from key grain industry organisations were able to participate in virtual networking tables providing an opportunity to meet other delegates and to network with AGIC Asia presenters and organisers.

“AGIC Asia conferences are a showcase of the Australian grain industry and demonstrates the value the industry places on its relationship with Asia. ‘This relationship is built on confidence and trust, built over many years. Australian grain participants look forward to strengthening and enhancing this trust as we identify opportunities for activities that will deliver mutual benefits for our respective industries and countries” Mr Goyder said. “Australian producers, the trade and supply chain participants believe we have the “edge” as far as trust, grain quality, quantity and value is concerned”.

GTA hosts the AGIC Asia Conference and appreciates the support of its partners AEGIC and HFW and the many grain value chain parties that participated in AGIC Asia 2022.

END.

About GTA

Grain Trade Australia is a national trade organisation and has over 270 member organisations ranging from regional family businesses to large national and international trading/storage and handling companies. The role of GTA is to provide a framework across Industry to facilitate and promote the trade of Australian grain. GTA plays its part in the value chain by providing core products of Trading Standards, Contracts, Trade Rules, Arbitration and Dispute Resolution, Professional Development and advocacy for Market Access.

GTA Members operate within all sectors of the grain industry in Australia, as well as related commercial activities such as banking, communications, grain advisory services and professional services.

Media Contact:

Pat O’Shannassy – +61 427 881 113
CEO – Grain Trade Australia

