FUTURE TRADE OPPORTUNITIES FOR AUSTRALIAN AGRICULTURE

Speakers include:

Grame Barty, Acting Executive Director – International Operations Group, Austrade
Tobin Gorey, Director Agri Strategy, Commonwealth Bank
Justin Brown, First Assistant Secretary, Office of Trade Negotiations, Department of Foreign Affairs and Trade
Jason Strong, Chief Executive Officer, Australian Agricultural Company Limited
Charlie McElhone, Group Manager Trade and Industry Strategy, Dairy Australia
Adam Kay, Chief Executive Officer, Cotton Australia Ltd
Patrick Kearins, State Director, South Australia, Austrade
Judith Damiani, Chief Executive Officer, Citrus Australia Limited
Ben Fargher, General Manager – Origination, Cargill Australia Ltd
Hugh J Maginnis, Counselor for Agricultural Affairs, Australia and New Zealand, Embassy of the United States of America, Canberra
Dennis L Erpelding, Director, International Food Safety Standards and Policy, Elanco Animal Health
Tony D’Aloisio, President, Winemakers’ Federation of Australia
Senator Richard Colbeck, Parliamentary Secretary to the Minister for Agriculture, Senator for Tasmania
Suzannah Moss-Wright, Chief Executive Officer, Australia Arab Chamber of Commerce and Industry
Robert Barker, Industry Analyst – North America; Middle East/North Africa; Korea, Meat & Livestock Australia Limited
Sam Brown, Chief Executive Officer, LiveCorp
Karin Koblelntz, Director, Structured Trade and Project Finance, Efic
Adam Rowe, Head of Trade and Commodity Finance, Rabobank Australia Group
Mick Golden, Commodity Trader and Risk Management Advisor
Kym Anderson, George Gollin Professor of Economics, School of Economics, University of Adelaide
Greg Cutbush, Arndt-Corden Department of Economics, Australian National University
Scott Bouvier, Partner, King & Wood Mallesons
Sally-Ann Watts, Assistant General Manager (Trade), Food and Agribusiness, Austrade
The Australian Farm Institute’s Future Trade Opportunities for Australian Agriculture Conference is being held at the Hotel Realm in Canberra, on Wednesday 10 June and Thursday 11 June, 2015. During the last 12 months Australia has negotiated trade agreements with Korea, Japan and China, has upgraded negotiations with India, and is also heavily involved in the Trans-Pacific Partnership Agreement with 12 other nations. These agreements, when finalised, are likely to result in substantial new opportunities for Australian agriculture particularly in the growing markets of Asia.

Despite the welcome progress, much work still needs to be done by policy-makers to complete these agreements, and past experience shows that the real opportunities and shortcomings of negotiated agreements only become evident when they are finalised and operational. It will also take time for the agriculture sector to become fully conversant with the opportunities that are available, and to establish the relationships and supply chain arrangements that will be required. Nevertheless, the successful completion of three major trade agreements provides a very important opportunity for Australia’s agriculture and food sector to expand into new markets.

The Future Trade Opportunities for Australian Agriculture Conference will provide industry participants and policy-makers with a clear understanding of the agricultural trade opportunities that are now becoming available.
Future Trade Opportunities for Australian Agriculture
Australian Farm Institute Conference – Registration Form

Registrations closing soon – Online bookings now available

NOTE: Each delegate attending the Conference is required to complete a separate Registration Form

Mail: Australian Farm Institute, Suite 73, 61 Marlborough Street, Surry Hills NSW 2010 AUSTRALIA
Fax: 61 2 9699 7270 Email: info@farminstitute.org.au Phone: 61 2 9690 1388

Personal Details:
Mr / Mrs / Ms / Other: __________________________ Name: __________________________________________________________________________

Position: __________________________________________________________________________
Organisation: _______________________________________________________________________
Address: __________________________________________________________________________
Town/City: __________________________________________ State: __________________________
Postcode: __________________________
Country: __________________________________________ Email: __________________________
Telephone: __________________________________ Fax: __________________________

Member Registration:
☐ Full Conference Registration (Conference and Dinner): $1045 per attendee
  Includes Conference Dinner and Conference attendance – Wednesday, 10 and Thursday, 11 June.
☐ Conference Registration (Conference Only): $990 per attendee
  Wednesday, 10 and Thursday, 11 June (includes lunch) – excludes Conference Dinner.
☐ Conference Dinner Registration (Dinner Only): $132 per attendee
  Includes a three-course dinner with beverages (Wednesday, 10 June).
☐ Become a Member: $297 per annum
  Membership includes subscription to the Institute’s quarterly Farm Policy Journal, Research Reports and access to Institute seminars.

Non-Member Registration:
☐ Full Conference Registration (Conference and Dinner): $1287 per attendee
☐ Conference Registration (Conference Only): $1177 per attendee
☐ Conference Dinner Registration (Dinner Only): $154 per attendee
* All prices are GST inclusive.

Venue and Accommodation:
Hotel Realm, 18 National Circuit, Barton ACT 2600
We have negotiated a special conference rate for delegates at the Hotel Realm of $250 per night (room only), this rate is subject to availability. For reservations please contact the hotel directly, by phoning (02) 6163 1888 or email reservations@realmprecinct.com.au, quoting the reservation code ‘0306FARMIN_002’.

Payment Options (please select one of the following):
☐ Online, go to www.farminstitute.org.au to register
☐ I have transferred the amount of $ __________________________
☐ I enclose my cheque for $ __________________________ made payable to Australian Farm Institute Limited ABN 29 107 483 661

Please use full name or invoice number (if applicable) as reference by EFT to: BSB: 032 002, Account number: 41 2830, Account Name: Australian Farm Institute Limited, Bank: Westpac – Royal Exchange branch
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If cancellation of your Conference Registration is necessary, please contact info@farminstitute.org.au or phone 02 9690 1388. Cancellations on or before Monday, 11 May 2015 will be charged a penalty of 50% of the Registration Fee. There will be no refunds for cancellations received after Monday, 11 May 2015 or for delegates who do not attend the Conference; however, Conference Registration is transferable at any time without penalty.
Future Trade Opportunities for Australian Agriculture

Wednesday, 10 June 2015

9.00 – 10.30 am  SESSION 1: Trade Outlook
Australian agriculture is largely an export-dependent sector, with around 60% of annual production (in value terms) sold internationally. Over the last decade, Australia’s annual share of world export value of agricultural products has declined from 4.5% to 3.5%. This session will consider whether recent developments in free trade agreements with major export partners will be the key to reversing this trend by unlocking Australian agriculture’s export potential.

Grame Barty, Acting Executive Director – International Operations Group, Austrade
Tobin Gorey, Director, Agri Strategy, Commonwealth Bank
Justin Brown, First Assistant Secretary, Office of Trade Negotiations, Department of Foreign Affairs and Trade

10.30 – 11.00 am  Morning tea

11.00 am – 12.30 pm  SESSION 2: North Asia
The North Asian region is a dominant export market for Australian agricultural products, with over 40% of total agricultural exports from Australia destined for this region on an annual basis. In 2010/11, China displaced Japan as Australia’s leading export partner for agricultural products. This session will examine whether recent trade negotiations in this region will deliver further opportunities for growth in Australian agricultural exports, with specific industry reference to dairy and wool.

Jason Strong, Chief Executive Officer, Australian Agricultural Company Limited
Charlie McElhone, Group Manager Trade and Industry Strategy, Dairy Australia
Adam Kay, Chief Executive Officer, Cotton Australia Ltd

12.30 – 1.30 pm  Lunch

1.30 – 3.00 pm  SESSION 3: ASEAN and South Asia
ASEAN and the South Asian region includes some of the largest and fastest growing country populations in the world. Many of the countries in this region also display relatively low per capita consumption of agricultural products. This session will review regional trade access conditions, future demand prospects for food, and discuss the competitive trading environment and export risks for agricultural products such as wheat.

Patrick Kearins, State Director, South Australia, Austrade
Judith Damiani, Chief Executive Officer, Citrus Australia Limited
Ben Fargher, General Manager – Origination, Cargill Australia Ltd

3.00 – 3.30 pm  Afternoon tea

3.30 – 5.00 pm  SESSION 4: Americas
The region of the Americas is largely self-sufficient for most agricultural products, with some of the world’s largest agricultural producers and exporters dominating regional markets. Nonetheless, the value of Australian agricultural exports to the region grew from US$1 billion in 1996 to around US$3 billion in 2013, with around 55% of the current trade value involving Australian beef and wine exports. This session will provide an overview of regional trade access arrangements in the Americas region and include industry case studies on Australian beef and wine exports.

Hugh Maginnis, Counselor for Agricultural Affairs, Australia and New Zealand Embassy of the United States of America, Canberra
Dennis L Erpelding, Director, International Food Safety Standards and Policy, Elanco Animal Health
Tony D’Aloisio AM, President, Winemakers’ Federation of Australia

6.00 – 6.30 pm  Drinks

6.30 pm  DINNER SPEAKER: Senator Richard Colbeck  
Parliamentary Secretary to the Minister for Agriculture, Senator for Tasmania

Future directions and developments for Australia’s agricultural trade policy
Free Trade Agreements have been agreed with Korea, China and Japan, but there is still plenty of work to do to improve the access Australian agricultural products have to global markets. Technical and non-tariff barriers to trade persist, and markets such as India and Europe still have significant barriers for Australian agricultural exporters. What will be the priority areas over the next few years to continue to improve market access for Australian agriculture?
SESSION 5: Europe and the Middle East
The European Union (EU) and Australia have discussed the potential for a free trade agreement which could potentially benefit Australian agricultural exports for products such as beef and lamb. However, tough clauses by the EU on human rights, and the rule of law are likely to present ongoing stalemates in these negotiations. Australia’s trade negotiations with the Gulf Cooperation Council in the Middle East were also stalled due to concerns for some tariff arrangements such as those impacting on the car industry. This session will discuss the trends in agricultural trade in Europe and the Middle East and present industry case studies that examine market access arrangements for live animal exports and sheep meat products from Australia.

Suzannah Moss-Wright, Chief Executive Officer, Australia Arab Chamber of Commerce and Industry
Robert Barker, Market Insights Analyst for North America, the Middle East and North Africa (MENA), and Korea, Meat & Livestock Australia (MLA)
Sam Brown, Chief Executive Officer, LiveCorp

SESSION 6: Commodity trading and finance
The world trade of agricultural products is currently worth around US$700 billion annually. For agricultural commodities such as grains, around 20% of total world demand for these products annually is made possible by export trade. There are various products and services, such as trade advice, trade insurance and trade finance that Australian businesses can access when looking at opportunities in export markets. This session will include presenters with first-hand knowledge of the products and services offered to Australian businesses that are looking to participate in international trade.

Karin Kobelzent, Director, Structured Trade and Project Finance, Efic
Adam Rowe, Head of Trade and Commodity Finance, Rabobank Australia Group
Mick Golden, Commodity Trader and Risk Management Advisor

SESSION 7: Future trade opportunities and risks
Little real progress was made in securing multilateral trade agreements at the World Trade Organization (WTO) level or bilateral agreements with Australia’s major trading partners over most of the past decade, but during the last 12 months Australia has negotiated trade agreements with Korea, Japan and China, and also upgraded some other negotiations. This session will discuss the preferred future focus of Australian trade policy, and where likely future opportunities will arise.

Professor Kym Anderson, George Gollin Professor of Economics, School of Economics, University of Adelaide
Greg Cutbush, Visiting Fellow, Arndt-Corden Department of Economics, Australian National University
Scott Bouvier, Partner, King & Wood Mallesons

CLOSING PANEL
An expert panel will review the main lessons emerging from preceding conference sessions, and answer the critical question: Can agricultural trade fill the economic gap left by the mining sector?