

GTA Chairman's address**Australian Grain Industry Conference Hong Kong 2015****The Australian Consul-General to Hong Kong & Macau Mr Paul Tighe, ladies and gentlemen.**

Good morning and on behalf of the Chairman of the other host organisations, Rob Wilson from the Australian Oilseeds Federation and Peter Wilson from Pulse Australia, I would like to welcome you to the Australian Grain Industry Conference Hong Kong.

Following the success of last year's inaugural Conference in Singapore, we are pleased to be able to extend the ability to be able to showcase the Australian grain industry to Chinese and North Asian grain trade users and traders of Australian grain.

It is pleasing today to have over 80 delegates attending this meeting and this is on top of the 150 who attended the meeting in Singapore.

The presence of the Australian High Commissioner is a demonstration of the importance that the Australian Government places in events that facilitate the interaction and dialogue amongst commercial trading partners involved in the grain and grain processing industries.

Also, the significant number of Australian delegates in attendance highlights the importance placed on the Conference by the Australian grain industry

The Australian grain industry is reliant on exports for its ongoing viability. Export tonnages will vary each year based on total production, however on average, **60% of Australia's production is exported with the bulk of grain exports now going into Asian markets.**

This trend has been exacerbated in recent years with Asian markets now taking 70% of wheat exports. Another significant trend has been the growth in the container trade with between 2 to 2.5 million tonnes now being exported by this means.

Australia's principal grain exports of wheat, barley, oilseeds and pulses, will be discussed today.

Presentations will cover grain trade flows, crop reports of last year's harvest and crop overviews.

Importantly there will also a session on how the Australian supply chain is meeting the needs of our customers both now and into the future.

Grain Trade Australia's vision is an efficient, equitable and open commercial grain industry in Australia and we contribute to this vision by providing a range of products, services and advocacy that help facilitate trade.

GTA's core activities cover;

- Grain Trading Standards,
- Contracts and Trade Rules
- Dispute Resolution Services and;
- Training and Development Programs.

GTA has developed a number of products and services in recent years to ensure that efficient commercial transactions occur between export sellers and buyers. These include; various export contracts, a voyage Charterparty, the grain trading standards and most recently adoption by GTA members of the Australian Grain Industry Code of Practice. **The Australian grain industry is proud to be the only global exporter of grain that has such as Code.**

The Australian Grain Exporters Association will detail a marine survey protocol they have developed in conjunction with shippers that will lead to decreased demurrage charges and increased ship loading efficiencies.

Conferences such as these do not just happen and require dedicated hard work and support and on behalf of the host organisations; I would like to thank:

- the sponsors for their support which is critical to the success of the conference
- the presenters and their respective organisations for their support and participation in this Conference.
- the Program Committee with representatives from each of the host organisations;
- Rosemary Richards as the Conference Convenor and her team, and in particular Sheryl Brown from GTA for pulling it all together and Geoff Honey the CEO of GTA for his passion and enthusiasm for the conference
- Finally, but most importantly to you, the delegates for taking time out of your schedule to attend

In conclusion, I trust you find the presentations useful and I look forward to meeting as many of you as possible during the Conference and at this evening's reception.

I now have much pleasure in introducing Mr Paul Tighe, the Australian High Commissioner to Hong Kong to open the Conference.

Thank you

Peter Reading Chairman

11 March 2015