



The Australian Grains  
Industry Conference

2023



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# PROGRAM BOOK

26 - 27 July 2023

Crown Promenade, Melbourne, Australia

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## AGIC Program Committee

<b>Erin Burns</b>	- Head of Risk Management, Mauri
<b>Neredith Comrie</b>	- Conference Manager, AGIC
<b>Nick Goddard</b>	- CEO, AOF and Pulse Australia
<b>Julia Love</b>	- Company Secretary, Grain Trade Australia
<b>Pat O'Shannassy</b>	- CEO, Grain Trade Australia
<b>Richard Perkins</b>	- General Manager of Business Development, Advisory and Marketing, Market Check
<b>Rosemary Richards</b>	- President, Australian Oilseeds Federation

For information regarding the conference or general enquiries please email [events@ausgrainsconf.com](mailto:events@ausgrainsconf.com)

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## Australian Oilseeds Federation (AOF)

As co-host of the Australian Grains Industry Conference, the Australian Oilseeds Federation (AOF) once again welcomes you to this year's Conference. As always, the program for the Conference has been well planned with a host of valuable local and international speakers to help keep you well informed about the local and global trends impacting oilseeds and the wider grains industry.

The global oilseeds market continues to be very dynamic, recovering from the initial disruptions from the war in Ukraine while experiencing fundamental shifts in trade flows as growing demand in North America for renewable fuels diverts export trade of canola from Canada to domestic and US biofuel markets. This has presented export growth for Australian canola to markets traditionally dominated by Canadian canola, such as Mexico and Japan. The development of new and existing export markets has served to diversify the export base for Australian canola, coming at a time of a record harvest of 8 million tonnes in 2022.

The successive growth in the canola harvest over recent years has also buoyed the sector, creating a strong platform for continued investment in oilseed processing. Significant investment has been announced by the crushing sector with expansion plans announced in order to capitalise on the growing oil and meal export opportunities as well as to meet the expected demand from the domestic and international bioenergy market.

The AOF continues to lead the oilseeds industry, promoting the development of the industry and supporting its growth through providing services to members, facilitating linkages between participants and encouraging the industry to work together for the betterment of all. In September this year, the AOF will co-host the International Rapeseed Congress in Sydney. This event is held every 4 years, bringing scientists, researchers, and allied professionals together from around the globe to share the latest developments on canola/rapeseed in areas as diverse as genetics, genomics and breeding; agronomy, physiology and management; diseases and pests; and end uses for oil and protein.

The future for the domestic oilseed sector is looking very positive and later this year the AOF will introduce an industry-wide shared vision for canola outlining the growth opportunities and key investment requirements, providing a roadmap for the industry to guide future R&D, market development and capital investment decisions.

I hope you enjoy the learning and networking opportunities provided by this year's Australian Grains Industry Conference.

Rosemary Richards  
President, Australian Oilseeds Federation



## Grain Trade Australia (GTA)

On behalf of Grain Trade Australia (GTA), welcome to AGIC 2023. It is great to again welcome delegates in person in Melbourne including our many overseas visitors. A very special mention to the large group from Indonesia, who are in Australia participating in the IA-CEPA Leadership Development Program. Please make sure you introduce yourself to as many new faces as possible.

The 2022-23 season has been another big year. Australia produced another record crop of 71.7 MT and exports are forecast by ABARES to be a record 50.6 MT. The grain industry is currently Australia's largest agricultural sector. The industry has never been in better shape, with ABARES estimate of production value at a record \$30.9 billion for 2022/23.

Economic, food security and climatic challenges are leading to a more complex global environment, including global food security being a primary concern. Facilitating the trade of grain is essential to Global food security. This context highlights the importance of our industry as well as the value of GTA's role and our core mission to 'facilitate trade', through our products and services, including the Australian Grain Industry Code of Practice.

The willingness of GTA members to volunteer their time and collaborate to support an effective industry driven self-regulatory framework enables industry participants to manage risk and operate value chains with confidence and integrity in their commercial contracts and product quality more effectively. This too supports global food security.

GTA has been active this year in providing GTA members information and material to support the grain industry Environmental, Social and Governance (ESG) position. As an initial step to assist members to better understand ESG, GTA has prepared a publication titled Australia's Grain Supply Chain and its ESG credentials. This publication highlights Australia's regulatory and industry framework that support delivering on ESG focussed outcomes. It provides an overview of how the Australian grain value chain operates within a self-regulatory framework, developed and improved through time and the buy-in and engagement with all sectors of the supply chain.

Trade, strong business relationships and a sense of business community are built on confidence and trust. AGIC conferences have an important role in networking and understanding the people you do business with. 2023 saw us return to in-person AGIC Asia events in Vietnam and Philippines.

GTA can only operate through the support of GTA members volunteer involvement in Technical Committees, Sector Councils and the GTA Board. Their voluntary contributions are the core of GTA and the 'can-do' culture of our industry.

This conference is an enormous undertaking. I would like to thank our conference organisers, program committee, our speakers and GTA staff. These people have worked very hard to put together such an engaging program.

Our sponsors continue to give us their unwavering support. Without them, we would not be able to bring you AGIC events! Please show your support for them as well.

With a strong technical program together with the networking and social events I am sure you will have a great conference! Enjoy!!

Yours sincerely,

Andrew Goyder  
Chair, Grain Trade Australia





## Pulse Australia

On behalf of Pulse Australia, welcome to AGIC 2023, providing you with the opportunity to hear the latest trends and insights into the global world of grain, oilseeds and pulses, while also connecting and re-connecting with friends and colleagues.

This year's conference program continues the tradition of having a wide range of excellent speakers and topics, and I am particularly pleased to be providing the opening comments for Day 2 and introducing Su McCluskey, Special Representative for Australian Agriculture.

The pulse industry is in a buoyant position with La Niña sharing its good fortune with pulse production over the last few seasons and growing trade with export markets. This has coincided with an easing of the significant shipping issues that have hampered the industry for much of the past few years. These shipping improvements, combined with the temporary removal of the lentil tariff with India, the simplified fumigation requirements for Pakistan and the growing pulse trade with Bangladesh has enabled strong and growing export trade to continue. This is despite a number of currency issues in some of our key markets such as Egypt and Sri Lanka.

Within this broad positive environment, it was timely to hold the Australian Pulse Conference in Toowoomba in March this year followed by the Global Pulse Conference in Sydney in May. Both events were very well attended with good representation of local and overseas speakers and delegates and served to demonstrate Australia's leading position in both pulse R&D and pulse production and trade.

Meanwhile, Pulse Australia is working closely with Grains Australia and supports and commends Grains Australia in the establishment of the Pulse Commodity Council. This council, consisting of experienced and well-regarded members of the pulse industry and led by Pulse Australia board member, Peter Wilson, will ensure Grains Australia is well informed and guided in any pulse-related market access or classification decision making.

On behalf of the Board of Pulse Australia, enjoy the excellent program of speakers and thought-provoking topics on offer at this year's Conference.



Georgie Aley  
Chair, Pulse Australia

# > Registration Desk

The Australian Grains  
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2023



The Registration Desk will be located in the foyer of the Conference Centre and will operate as follows:

Wednesday 26 July - 8.00am - 7.00pm

Thursday 27 July - 8.00am - 4.00pm

Extra tickets to the Conference Dinner can be purchased at the Registration Desk.

Each delegate registered for the Conference will receive a name badge at the Registration Desk. This badge will be your official pass and must be worn to obtain entry to all sessions, the exhibition and social functions.

# > Venue

The Crown Promenade Melbourne is located in the vibrant Southbank entertainment precinct and directly linked to the Crown Entertainment Complex. The Crown Promenade Melbourne is close to the CBD and the city's most famous arts and sporting facilities.

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# ➤ Social Program

## Port of Melbourne



### Welcome Drinks

When: Wednesday 26 July 5.00pm - 7.00pm

Where: Exhibition Area, Crown Promenade

Held at the end of the Day 1, Welcome Drinks, sponsored by Port of Melbourne, sets the scene for our successful conference. Join us and recap on the days speakers and start firming up new relationships and networks.

The ticket to the Port of Melbourne Welcome Reception is included in your registration and we look forward to seeing you there. Please wear your Delegate Badge for entry.





## Australian Grains Industry Conference Dinner

When: Thursday 27th July 2023. 7pm to midnight.

Where: Melbourne Room, MCEC (A short 8-minute walk from Crown Promenade)

Dress Code: Business Suit

Tickets: Please bring your delegate badge with you.

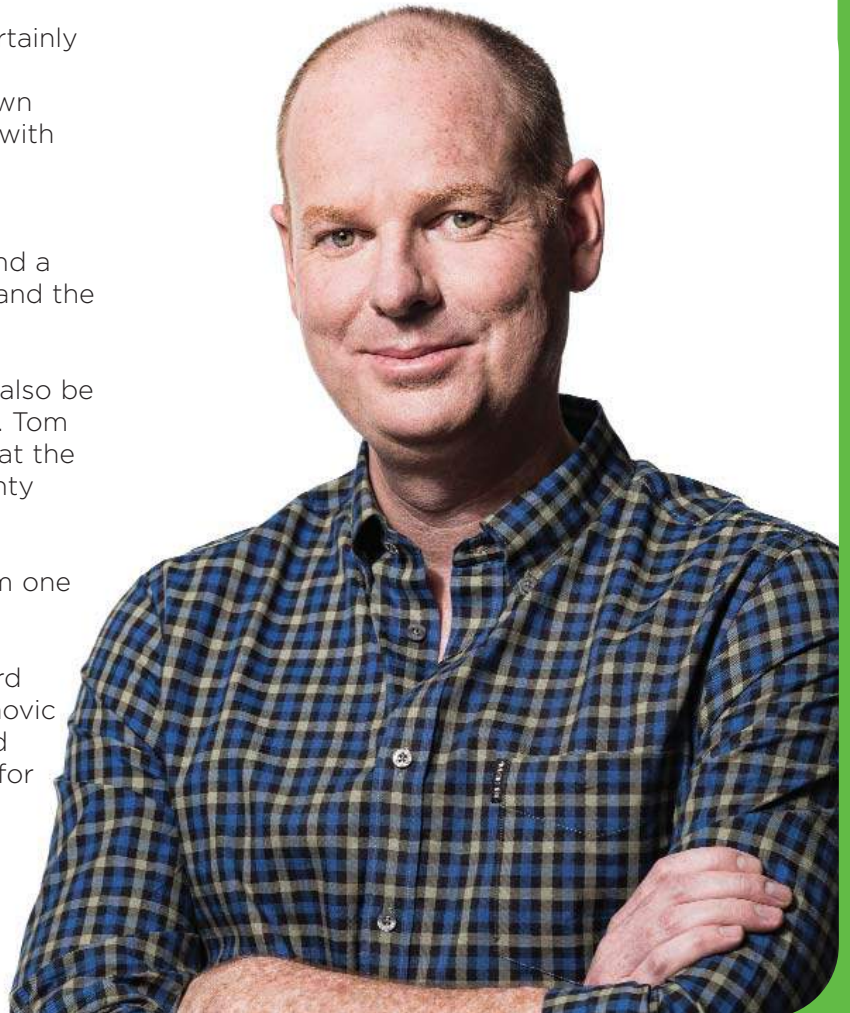


The CBH AGIC 2023 Conference Dinner is certainly one of the social highlights of AGIC. Held on Thursday 27th July, you'll be able to wind down after two information packed days, catch up with industry colleagues and reflect on another wonderful conference.

Join us for a night of entertainment, drinks and a five-star dinner as we celebrate the industry and the last night of AGIC 2023.

Gunnedah born comedian, Tom Gleeson, will also be entertaining us at the CBH AGIC 2023 dinner. Tom is a gold-plated comedy superstar and been at the face end of a microphone for more than twenty years. He's played rowdy RSL's and filled the Sydney Opera House, slaying audiences and destroying hecklers as you would expect from one of our best.

On ABC-TV's The Weekly, Tom's segment Hard Chat took aim at everyone from Karl Stephanovic to Sophie Monk, Barnesy, the Proclaimers and Albo. Now Tom has taken his natural disdain for the general public and applied it to his fellow comedians as the host of the Network Ten series, Taskmaster.



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# Conference Speakers

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## Georgie Aley

Chair, Pulse Australia

Georgie Aley has held senior management and Non-Executive Director roles within the Australian food and agribusiness sector for close to 15 years. She is a trusted advisor to Government, corporates, ASX listed and industry/NFP associations, assisting Boards, and C-Suite to drive strategic positioning, facilitate sustainable growth and deliver operational excellence. Georgie is the National Food & Agribusiness Sector Lead at KPMG Australia specialising in the food and beverage FMCG and the agribusiness sector, prior to which she held the role of CEO of the Australian Institute of Food Science and Technology and Managing Director of the Grains & Legumes Nutrition Council. She also currently serves as a Non-Executive Director of peak industry associations Pulse Australia and Agribusiness Australia.



## Michael Anderson

Head of Sustainability, Graincorp

Michael Anderson has worked in the environment and sustainability space for over 20 years, with a background in waste auditing, resource efficiency programs and a short stint with MLA's off-farm R&D program. Mick spent more than 11 years with Goodman Fielder leading the environment and sustainability functions, including the launch of the Better Together strategy in 2021. With expertise in finding the commercial value in sustainability, Mick took on the role of Head of Sustainability at GrainCorp in June 2022 to help shape the delivery of their ESG ambitions. Mick is also the President of the Sustainable Agriculture Initiative (SAI) Platform's Australian Chapter.



## Erin Burns

Head of Risk Management, Mauri

Erin Burns heads up commodity risk at Mauri (George Weston Foods) for Australia & NZ. Erin started her career at Graincorp in 2005 as a commodity market analyst. In 2007 she went to the UK for a holiday and stayed for 13 years; working for Nestle, Gleadell (now ADM), AB Agri, S&P Global Platts and Tesco across analysis, procurement, trading and risk management functions. Erin returned to Australia in 2019 and is currently based in Perth.



## Carolyn Chudleigh

Partner, HFW

Carolyn Chudleigh is the Sydney office head of global law firm, HFW and the global head of the Corporate and Commercial group at HFW encompassing Real Estate and Projects. Carolyn's experience predominantly involves acting for developers, property funds and investors in connection with mixed use developments and projects, agribusiness investments, and "new town" projects with complex titling and ownership structures. Carolyn describes herself as a "transactional lawyer", has been practising law for over 30 years and enjoys a mixed practice supported by an enthusiastic team. Carolyn was a national Board member of the Property Council of Australia for 6 years (2007-2013), has an interest in talent diversity and inclusion, and is a frequent presenter and conference chair at industry events.



## Nick Crundall

Head of Strategy, Market Check

Nick has over 10 years' experience in the Australian grains industry having previously held roles with US based multinational, CHS and grower services organisation Agfam. Nick now heads up the development of risk management strategies and oversees the execution of the managed programs at Market Check.



## Simone Dax

Commodity Trader, Louis Dreyfus Company Australia

With over 15 years of experience in prominent grain companies in Australia, Simone is a seasoned professional in commodity trading, showcasing her industry knowledge and leadership. Currently a Domestic Trader at Louis Dreyfus Company in Melbourne, Simone also holds the position of President at the GIAV (Grains Industry Association of Victoria) since 2022, following her tenure as Vice President starting in 2020. Simone's leadership contributes to the industry's advancement and the growth of its members. Simone's professional accomplishments are complemented by her personal achievements, including being awarded a scholarship and successfully completing the Accelerated Leadership Performance Program by Women & Leadership Australia. These experiences further enhance her leadership skills and solidify her contributions to the industry.



# > Conference Speakers

## **Prof. Richard Eckard**

Director, Primary Industries Climate Challenges Centre  
School of Agriculture, Food and Ecosystem Sciences  
(SAFES), Faculty of Science, The University of Melbourne

Richard is Professor and Director of the Primary Industries Climate Challenges Centre at the University of Melbourne. His research focuses on carbon farming and accounting towards carbon neutral agriculture, managing extreme climate events and options for agriculture to respond to a changing climate.

Richard is a science advisor to the Victorian, Australian, New Zealand, UK and EU governments, the International Livestock Research Institute and the UN Food and Agriculture Organization on climate change adaptation, mitigation and policy development in agriculture. In 2021, Richard was named on the Reuters list of the world's 1,000 most influential climate scientists and appointed as a Fellow of the Australian Academy of Technological Sciences and Engineering.



## **Ken Eriksen**

Senior Vice President, Head of Client Advisory and  
Development, and Agri Supply Chain, S & P Global  
Commodity Insights

Mr. Eriksen is the head of the S&P Global Commodity Insights Client Advisory and Development group, and Agri Supply Chain. In this capacity, he directs efforts in client advisory and development, risk management, consulting, and events. Since joining the company in 2001, Mr. Eriksen has led the company's Transportation, Industrials and Energy Services group and was a co-leader of the Agribusiness Consulting group. Mr. Eriksen regularly speaks on commodity markets, transportation and infrastructure issues and developments and is an expert witness in transportation, logistics and supply-chain matters. Prior to joining the company, Mr. Eriksen worked for USDA's National Agricultural Statistics Service as an agricultural statistician. In that capacity, he conducted national surveys and set national estimates in agriculture. Also, while at USDA, he worked for the Agricultural Marketing Service on its transportation and marketing program, conducting research and analysis on domestic and international transportation issues. He also worked as an international longshoreman for the Pacific Maritime Association in Tacoma, Washington. He received his bachelor's and master's degrees in agribusiness and agricultural economics from Washington State University. While working on his master's degree there, Mr. Eriksen was a transportation economist for the Department of Agricultural Economics, performing economic transportation data analysis and modelling.



## **Senator the Hon Don Farrell** Minister for Trade & Tourism

Don Farrell was born in Murray Bridge, South Australia, and is a fourth generation South Australian.

While studying law at the University of Adelaide, he worked as a shop assistant and later joined the South Australian Shop Distributive and Allied Employees' Association, beginning a 32-year career working for the rights of retail and fast-food workers. Don led the union at the state and national level, overseeing the introduction of the 38-hour week and universal superannuation for retail workers.

He was elected to the Senate in 2008, and served as Minister for Science and Research, Minister for Sport, Minister Assisting on Tourism, and Parliamentary Secretary for Sustainability and Urban Water during his six-year term in the Rudd and Gillard governments.

Following his first term in the Senate, Don spent time tending his small vineyard in South Australia's Clare Valley wine region and knows firsthand the daily challenges faced by local growers and primary producers.

He again nominated for the Senate and was re-elected in 2016, serving as the Shadow Special Minister of State, Shadow Minister for Sport and Tourism, Shadow Minister Assisting the Leader of the Opposition and Deputy Leader of the Opposition in the Senate.

Following the election of the Albanese Government in 2022, Senator Farrell was appointed Minister for Trade and Tourism, Special Minister of State and Deputy Leader of the Government in the Senate. As a proud South Australian, Senator Farrell is honoured to represent the people of his home state in Federal Parliament.

Senator Farrell lives in Adelaide with his wife Nimfa and enjoys working in his Clare Valley vineyard, spending time with his three daughters, and doting on his grandchildren.



# Conference Speakers

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## Carolina Ferreira

### Founder & Director, Octopusbot

Carolina is the co-founder of Octopusbot, a company at the forefront of innovation with its AI-powered SaaS platform designed to revolutionize the grain industry. Octopusbot addresses the long-standing issue of price volatility in the grain markets by providing accurate AI forecasts and critical market insights, offering a robust and data-driven solution for industry stakeholders.

Carolina is an Electrical and Industrial Engineer with AI certification with over 15 years of experience in the technology sector, where she led the execution of state-of-the-art technology solutions for Fortune 500 companies within the financial and FMCG sectors. In her decision to venture beyond the corporate environment, Carolina was motivated by her desire to harness technology to create a positive and tangible impact. Through Octopusbot, she is fulfilling this mission by empowering people in the grain industry to make more confident, data-driven decisions, minimizing risk and maximizing profits.



## Lloyd George

### Principal, Agscientia

Lloyd's career spans 35 years in the Australian grain industry. This included 17 years with a major international grain trading company in a range of domestic and international roles. He then concentrated his attention on building Ag Scientia, a data-based grain informational and analytical business focused on Australia. Ag Scientia has a wide following by local grain business and international companies with an Australian focus. He also writes weekly grain articles for Australian rural newspapers as well running training workshops in grain marketing for GTA.



## Andrew Goyder

### Chair, Grain Trade Australia

Andrew Goyder was appointed to the GTA Board in August 2014 as a Level C Director. Andrew is a Member of the Board's Membership & AGIC Committees and an Approved GTA Arbitrator.

He has over 20 years industry experience encompassing grain production, the seed industry and the trade. Previous roles include Regional Manager Southern WA with Grain Pool WA and involvement in the seed industry and export canola industry with SGB Australia.

Andrew is currently Managing Director of Grain Link WA, established in September 1999. Prior to GTA Andrew has a history of representative Committee and Director roles in the West Australian industry including NACMA, CBH and GIWA.



## Stuart Grainger

### CEO, George Weston Foods Ltd

George Weston Foods Limited makes some of Australia and New Zealand's favourite and most innovative products. Our product range is diverse and includes leading brands such as Tip Top, Abbott's Bakery, Burgen, Golden, DON, Yumi's as well as MAURI (flour, milled products, animal feed) and Jasol (cleaning and hygiene solutions). We are one of Australia and New Zealand's largest food manufacturers employing over 6,000 people across 40 sites.

Stuart joined GWF's parent, ABF in 1996 with UK based roles in British Sugar, AB Agri and Weston Centre; then moved to Australia in leadership roles with GWF's Weston Milling. In 2010 Stuart was appointed to lead DON through significant change including commissioning a new \$280M state-of-the-art factory in Victoria. He took on the role of GWF's Chief Executive in September 2016. Stuart has extensive experience in the food industry and in driving value across the entire food supply chain from farm to fork. He holds a Bachelor of Science in Biotechnology from Reading University in the UK.



## Sumit Gupta

### Global Commodities, McDonald Pelz, India

Sumit Gupta is a Qualified Gafta Arbitrator, Certified Technical Analyst From CFTe US, and MBA from IIFT Delhi & a Alumnus of Harvard Business School.

He was also selected for Chevening Fellowship Oxford University. He has completed ESG certification from CFA institute, US. He has started his career with Cargill India in 2004 to set up corn business in India, where he worked till 2013. Joined Olam in 2013 to work on Global trading desk. He started the Asia office of McDonald Pelz Global Commodities in 2014. He has eighteen years of experience in the field of Commodities trading and Asian Markets.



# Conference Speakers

## Richard Heath

Executive Director, Australian Farm Institute

Richard has been the AFI's Executive Director since June 2018, previously serving as the General Manager - Research. Prior to joining the AFI, Richard was Associate Professor of Agronomy and Farm Management at the University of Sydney and before that was involved in a large family farming business in North West NSW. Richard is a director of the Grains Research and Development Corporation and sits on the Advisory Committee for CSIRO Agriculture and Food. He is a Nuffield scholar and was a director of Nuffield Australia.



## Brad Hogg

former Australian Cricketer and National Ambassador of GPA's Farmer Mates Mental Health & Ambassador for Lifeline WA

Australian cricketing legend, Brad Hogg, hails from the WA wheatbelt where he grew up in Narrogin with his family living on a wheat and sheep farm.

He is also the National Ambassador of Grain Producers Australia's Farmer Mates Mental Health program which launched last year. This partnership is helping to break down the stigma around mental health and reach more farmers and regional communities across Australia. Brad is already an ambassador for Lifeline WA and his role with GPA gives him the opportunity to share important messages about his own personal experience with mental health, to raise greater awareness in farming communities throughout Australia. Brad is passionate about his role on mental health and supporting farming communities. The Farmer Mates Mental Health initiative is shared at field day events with GPA's State Members - and is proudly supported by Rural Aid's their team of professional counsellors, and Nufarm.



## The Hon Jackie Jarvis MLC

Minister for Agriculture and Food, Forestry, and Small Business

The Hon Jackie Jarvis MLC is the Minister for Agriculture and Food, Forestry, and Small Business and has been Member for the South West Region in the Legislative Council since 2021. Jarvis lives in Margaret River and has established her Electorate Office in the town.

Prior to entering politics, Jarvis started her career in the finance industry before moving to Margaret River in 1998 and establishing a commercial vineyard and winery with her husband Matt. They launched the Jarvis Estate wine brand in 2002.

Through her work as a farmer, regional businesswoman and in the public service, Jarvis has a long career advocating for communities in the bush.

She has proved herself as a strong leader, through her work as CEO of the WA Rural, Regional and Remote Women's Network, during her time as Commissioner for the Forest Products Commission and on the boards of the South West Development Commission and Australian Landcare Council. Jarvis' work attracting resettled refugees to work in agriculture saw her named 2014 WA Rural Woman of the Year and national runner-up. She was also named the Rural Community Leader of the Year at the 2019 Australian Farmer of the Year awards.

Jarvis was appointed to the McGowan cabinet as Minister for Agriculture and Food; Forestry and Small Business in December 2022 and is passionate about continuing to provide a strong voice for regional communities in WA.



## Jillian Kilby

CEO & Founder, The Exchange  
Managing Director, The Stable

Jillian Kilby has more than 15 years of experience in engineering, management, public policy and leadership positions both in Australia and the USA. Jillian's infrastructure advisory business focuses on getting projects shovel-ready and has recently worked on freight studies in regional NSW and with the Port of Newcastle. Jillian is a Sir John Monash Scholar who studied at Stanford University, after which, she made the conscious choice to serve the infrastructure needs of Local Councils, Joint Organisations of Councils and the Private Sector in regional NSW.





# Conference Speakers

## Zsolt Kocza

Managing Director, Cargill Agricultural Supply Chain APAC, South Asia, Southeast Asia, Australia and New Zealand

Zsolt is Managing Director, Cargill Agricultural Supply Chain APAC, South Asia, Southeast Asia, Australia and New Zealand responsible for the grain and oilseed businesses of Cargill. Before this role he was based in Europe and was responsible for 21 countries in Europe, FSU, Middle East and Africa between 2016 and 2021. Experienced Leader with demonstrated history of working in the grains, oilseeds, supply chain industry in various positions at Cargill entities and joint ventures in Europe, Former Soviet Union, Middle-East, Africa and Australia and at ADM and ADM joint ventures in Central and Eastern Europe being responsible for number of corn processing, oilseeds crushing, refining, bottling and biodiesel plants, sea and river terminals and storage locations. Extensive experience with reorganizations, optimizations, refocusing, growth strategy building and execution, joint ventures, Board and industry association works. Holds a Bachelor Degree in Economics with specialization on Foreign Trade from Budapest Business School, Hungary, MBA with specialization on International Management from Case Western Reserve University of Cleveland, US and finished Doctoral School of Management and Business Administration SZIE University, Hungary.



## Marc Lefebvre

Chief Technology Officer, ClearDox

Marc started writing code in 1996 and hasn't looked back since. He has led software development for companies spanning a variety of industries including commodities, e-commerce and education.



## The Hon David Littleproud MP

Leader of the Federal National Party, Shadow Minister for Agriculture

He was born and raised in Chinchilla and have three boys: Tom, Hugh and Harry. He was educated at Chinchilla State High School before finishing secondary education at Toowoomba Grammar School. Over the past 20 years, he has owned a small business in Warwick and forged a career in agribusiness while living and working in towns such as Miles, Nanango, Charleville, St George, Stanthorpe and Warwick.

This background provides him with an acute understanding of the important role small business and agriculture plays in creating jobs and promoting economic growth in Maranoa. He understands the importance of economic development as a means of building a prosperous future for younger generations and developing the capacity of health, education, agriculture, telecommunications and small business sectors.



## Hamish MacDonald

Commodities Trader, Riordan Grain Services

Hamish commenced at Riordan Grain Services in 2013 where he was responsible for their grower grain accumulation for 5 years. In 2018 Hamish commenced as a commodities trader at Riordan's and is currently looking after their wheat book.

Hamish grew up on a sheep and cropping farm in Northeast Victoria before heading to Melbourne University to complete an Agricultural Science Degree. Prior to Riordan's, Hamish worked for a Wool Broking firm for 2 years.



## Ben Macnamara

CEO, CBH Group

Ben was appointed as Chief Executive Officer in July 2021. Previously, he was Chief Operations Officer from where he was responsible for leading CBH's world-class storage and handling, logistics and shipping services. Ben is leading CBH Group in creating a sustainable future and returning value to Western Australian growers. Before joining CBH, Ben worked for an investment advisory firm and an international professional services firm. Ben is a member of the Chartered Accountants Australia and is on the board of the Business Council of Co-operative and Mutuals (BCCM).



# Conference Speakers

## Tony Mahar

### CEO, National Farmers Federation

Tony comes from a farming background in South Western Victoria and has worked in and around agriculture for the majority of his working life. He has experience in working with global food manufacturers, major Australian agribusinesses and the Commonwealth Department of Agriculture. He was appointed NFF CEO in March 2016 after holding the positions of Trade and Economics Manager and Deputy CEO. He has tertiary qualifications in agricultural commerce from Sydney University and a masters degree in industry policy from Australian National University.



## Su McCluskey

### Special Representative, Australian Agriculture

As the first Special Representative for Australian Agriculture, Su McCluskey works to promote the sector through the Australian Government's Global Agriculture Leadership Initiative. Su brings a depth of knowledge to the role as a Director of Australian Unity, Foundation for Young Australians, Australian Pork Research Institute, Australian Wool Network Pty Ltd and as a Commissioner for the Australian Centre for International Agricultural Research. Previously Su was the CEO of the Regional Australia Institute and the Council of Rural Research and Development Corporations, and the Executive Director of the Office of Best Practice Regulation. She has held senior positions with the Business Council of Australia, the National Farmers' Federation and the Australian Taxation Office. When she isn't working to promote and enhance the agricultural sector, Su runs a beef cattle farm in Yass, New South Wales.



## Tim Murray

### Trading Manager, CHS Broadbent

Tim Murray joined CHS Broadbent in 2019, operating from their Toowoomba facility. Tim's role of Trading Manager is focused on the risk management and marketing of grain to most effectively utilise CHS Broadbent's assets, and interacting with the trading and marketing teams of CHS's offices abroad. Tim first entered the industry in 2011 and has previously worked for Nidera and Cofco Australia.



## Sam Napier

### Trading Manager, Cargill Australia

Sam is the Trading Manager at Cargill Inc. for Australia, South Asia and South East Asia. He has 20 Years agricultural commodity trading experience in grains and oilseeds.



## Pat O'Shannassy

### CEO, Grain Trade Australia

Pat is the current Chief Executive Officer of Grain Trade Australia. He has previously been a Director of Grain Trade Australia and a past Director of the Australian Grain Exporters Association (AGEA) and Member of the Commodity Markets Council (USA). Pat has vast industry experience, having spent more than 20 years in the grains industry in Australia and USA. He has a diverse experience across the entire value chain, with roles in management, grain origination, trading, trade policy and business strategy, gained from working for trade houses, financial institutions as well as customer service and information focused businesses.



## Rosemary Richards

### President, Australian Oilseeds Federation

Rosemary is the principal of Bowman Richards & Associates (BR+A), a consulting firm specialising in providing strategic support to agribusiness firms. Rosemary is a passionate senior executive, communicator and industry advocate. Her experience in project management, trade policy and strategic development extends across all facets of agri and food businesses and she works with public and private companies; industry organisations and government departments. Rosemary undertakes a range of trade policy activities for the grains and food industry and has led work on non-tariff trade measures for both sectors. This has included projects for the Government and industry to support engagement with regional partners including APEC and ASEAN, and support FTA negotiations. She is also a member, representing Grain Trade Australia, on a number of the International Grain Trade Coalition's policy teams. Rosemary is President of the Australian Oilseeds Federation and Deputy Chair of the Cotton Research and Development Corporation.



# Conference Speakers

The Australian Grains  
Industry Conference  
2023



## Dennis Richardson, AC

Fmr Director General of ASIO, Ambassador to USA,  
Secretary DFAT and Secretary Dept of Defence

Dennis Richardson AC was keenly interested in current affairs as a boy. He started his Australian Public Service career in the Department of External Affairs in 1969. Between 1969 and 1986 Dennis had various positions in the Department of Foreign Affairs, including postings to Kenya, Papua New Guinea and Indonesia. In 1986 he was appointed Head of the Refugee and Humanitarian Branch in the Department of Immigration and Ethnic Affairs. In 1987, Dennis moved to the Department of Prime Minister and Cabinet, being appointed Head of the International Division in 1988. In 1990-91, Dennis was seconded to Prime Minister Bob Hawke's office where he served as Chief of Staff. In 1992, Dennis conducted a review of the Australian Intelligence Community Post Cold War. In 1993, Dennis was appointed Deputy Secretary of the Department of Immigration and Multicultural Affairs. He was Director-General of the Australian Security Intelligence Organization from October 1996 to May 2005. Richardson was Australian Ambassador to the United States of America (2005-2010) and Secretary of the Department of Foreign Affairs and Trade (2010-2012). In October 2012, Dennis was appointed Secretary of the Department of Defence. Richardson was on the board of the US Studies Centre at Sydney University from 2010-2017. Following his retirement from the Public Service, he was appointed to the Board of Linfox Australia. In addition to Linfox, Dennis currently serves on a number of Boards including The Canberra Raiders NRL Club and is the Patron of the RSPCA in the ACT.



## Marty Ruikka

President and Principal, The ProExporter Network, USA

Marty Ruikka is President of the The ProExporter Network and the firm's principal. He assisted founder Bill Hudson at the firm's launch in 1988 and followed on in 1993 working on satellite based mapping applications in conjunction with NASA's Stennis Space Center. Marty leads the PRX project team analyzing strategic grain origination projects including mergers, acquisitions, elevator studies and ethanol studies. He co-developed the Commodity Market Zone Analysis (CMZA) software, a grain origination-modelling tool based on a geographical information system (GIS). Marty is responsible for business development and operations at PRX. He also coordinates the PRX research agenda and presents the firm's findings at many industry functions.



## Richard Simonaitis

CEO, Grains Australia

Richard Simonaitis brings a breadth and depth of industry experience to the role of Grains Australia CEO, having worked in senior management roles in the grains industry and in export-commodity industries. Most recently, Richard led the Australian Export Grains Innovation Centre (AEGIC) to significant accomplishments including research to support the commercialisation of new oat rice and noodle products, developing soft and cookie wheat supply chains, and delivering valuable business insights into the future outlook for Australian grain. Richard is based in Perth, Western Australia.



## The Hon Lisa Singh

CEO, Australia India Institute

Lisa Singh is a former Australian Senator and was the first woman of South Asian heritage to be elected to the Australian Parliament. She is also a former Tasmanian Member of Parliament and Minister in the Tasmanian Government. She is currently the CEO of the Australia India Institute at the University of Melbourne, a leading research and policy thinktank advancing Australia-India relations at the government, business, diaspora and academic levels. She was also Deputy Chair of the Australian Government's Australia-India Council and currently sits on the board of Asialink. In 2014 she was awarded the Pravasi Bharatiya Samman by the President of India for building friendly Australia-India relations, the highest civilian honour for a person of Indian origin. Representing Australia as an influential professional, Lisa has been advancing Australia's social and economic ties with the Indo-Pacific region for over a decade. In 2016, representing Australia, Lisa was seconded to the United Nations General Assembly as an Australian government delegate. She continues to actively participate in inter-country dialogues and recently hosted the Track 1.5 Australia India Leadership Dialogue.



## David Speers

Award winning journalist

David Speers is the host of "Insiders", the ABC's flagship political program, where he interviews leading political figures and explores the big issues each week with an expert panel. David also writes political analysis each week for ABC News Online, appears across TV and radio platforms, including as one of the regular hosts of Q&A. He joined the ABC after 19 years as the Political Editor of Sky News Australia. David has won two individual Walkley Awards for interviewing, along with a number of other Walkley, Logie and Kennedy Awards for his journalism. Last year he also won the Press Gallery Journalist of the Year Award. David spent 20 years working from the Canberra Press Gallery, serving 3 years as Gallery President and 15 years on the board of the National Press Club.



# Conference Speakers

## Stephen Thompson

Partner, HFW

Stephen is a Partner at global law firm HFW, specialising in international trade with a focus on soft commodities. His non-contentious practice includes advising on physical commodities contracts, such as sale and purchase contracts, charterparties, bills of lading and other sea-carriage contracts, as well as storage, warehousing, and distribution agreements. He also advises on structured trade contracts and project documentation for use in shipbuilding projects.

Stephen's contentious practice covers international arbitration, both ad hoc and arbitrations under the LMAA, GAFTA, FOSFA, PORAM, SIAC and UNCITRAL Rules, as well as through the Australian and English Courts.

He has worked in the Australian grains industry since 2003 starting with AWB and, since deregulation, many of the national and international participants in this trade. Stephen was heavily involved with the industry and its representative bodies during the bulk wheat deregulation process, access to port infrastructure, and national and international markets.

Stephen is ranked in Chambers and the Doyles Guide. In Chambers 2022 one of Stephen's clients noted that he is "deeply committed to client service and finds practical solutions to forensic problems."



## Leatrice Treharne

Head of Business Development, Port of Melbourne

Leatrice is the Head of Business Development at the Port of Melbourne. An experienced manager with extensive knowledge of the whole supply chain, with key strengths in business development, strategy and business planning, general management, commercial and governance.

Leatrice has unique experience in the International Trade, Management and Logistics industry in the field of Business Development, Project Management and General Management across a broad range of industries.



## Tress Walmsley

CEO Intergrain,

Chair of Australian Plant Breeders Association

Tress Walmsley is the InterGrain CEO, a national cereal breeding business. Tress has over 20 years of agribusiness experience, with a wealth of knowledge in commercial plant breeding operations and a strong understanding of the technical drivers required for success in the grains industry. Tress is the Chair of Australian Crop Breeders, a member of Grains Australia Barley and Oat Councils, deputy chair of Grains Industry Association WA and Director of Chemistry Centre WA. In 2015, Tress was the AgriFutures Western Australian Rural Woman.



## Senator the Hon Murray Watt

Minister for Agriculture, Fisheries and Forestry and

Minister for Emergency Management

Murray Watt was elected as a Senator for Queensland in 2016. He is the Albanese Government's Minister for Agriculture, Fisheries and Forestry and Minister for Emergency Management.

Murray is Brisbane born and bred, and has strong family ties to regional Queensland, with both sides of his family having a long history in farming and teaching.

For over 20 years, Murray's working life has been spent as an advocate for others, as a lawyer, a public servant and as Chief of Staff to former Premier Anna Bligh. Murray also served one term as a Queensland State MP and Assistant Minister in health and economic portfolios.

Senator Murray Watt speaking at Beef Week

Since his election in 2016, Murray played a key role in Senate Estimates and a range of Senate Committees including the Rural and Regional Affairs Committee. As a Senator and Shadow Minister, he led a number of Senate inquiries into issues including regional development, energy and resources, emergency management and health care.

Murray and his wife Cynthia have two children who are both keen soccer players and he gets to as many games as he can!



# Conference Speakers

## Liz Wells

Editor, Grain Central

Liz is the editor of online publication Grain Central. As a journalism graduate, she joined The Land newspaper in 1989 and went global in 1995 by becoming Knight-Ridder's Australian agricultural correspondent. A Toowoomba resident since 1999, Liz has worked in regional newspapers, written for Queensland Country Life, and worked in corporate communications for UniSQ. She is a past Northern region correspondent for GRDC's GroundCover magazine, and in her current role covers all aspects of the grain industry from research and agronomy through to trade and logistics.



## Emma Weston

CEO & Co Founder, AgriDigital

Emma is the CEO and a Co Founder of AgriDigital which launched its digital supply chain platform in 2017 bringing efficiency and transparency to global grain supply chains. Emma holds an MBA from the Australian Graduate School of Management, a LL.B. (Hons) and B.A. from the University of Melbourne and is a director of the Australian Government's Digital Skills Organisation Ltd, a member of Australia's National Farmers' Federation Farm Data Code Working Group and Grain Trade Australia's IT Advisory Committee, as well as an advisor to Geora Pty Ltd and Inspiring Girls Australia. Emma farms with her family in New South Wales and is motivated personally and through AgriDigital to ensure global rural communities are sustainable, that agriculture is a valued career choice and to build connection between consumers and their food.



## Michael Whitehead

Director, ANZ Insights

Michael Whitehead is Head of Food, Beverage and Agribusiness Insights for ANZ. In this role, Michael analyses, writes and presents extensively on a wide range of issues impacting all parts of the FBA supply chain, including farmers, agribusinesses and stakeholders across all subsectors.

Prior to this, Michael has worked for Macquarie Agricultural Funds Management in New York, and Rabobank's Food & Agribusiness Research Advisory team in North America, as well as with the United Nations and the International Committee of the Red Cross in Switzerland. Michael has been featured widely in global media outlets, including CNBC, the Financial Times and the Wall Street Journal. He has experience in agricultural production and consulting, particularly in Australia and China, as well as having worked in federal politics and as a radio and print journalist.

Michael has a BA from La Trobe University, an MBA from the Melbourne Business School and the Rotterdam School of Management, and has completed the Harvard Business School Advanced Agribusiness Course.



## John Woods

Chair, GRDC

John has been on the Board of the Grains Research and Development Corporation since 2012 and was appointed Chair in 2016. He is partner and manager of a broadacre agribusiness based in northern New South Wales and southern Queensland. John has responsibility for all business aspects, including financial management, production and crop husbandry, marketing and logistics, resource management and work health and safety. John has a history of working collaboratively with a range of public and private organisations in the development, extension and adoption of new technology.

John has an extensive background in agriculture and leadership. He is Chair of R&R Hire Services in Queensland and was Chairman of the Science Advisory Group of the National Agricultural Monitoring System (NAMS) between 2005 and 2009, and a member of the NAMS Advisory Reference Group and Steering Committee. He also spent six years, to 2005, on the National Rural Advisory Council.



# HFW



## LEGAL ADVISORS TO THE GRAIN INDUSTRY FOR 140 YEARS

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Americas | Europe | Middle East | Asia Pacific

# AGIC Technical Program

## WEDNESDAY 26 JULY 2023

The Australian Grains Industry Conference

2023



8.00am - 9.00am	<b>Registration &amp; Exhibition Open</b>	
9.00am - 9.30am	<b>Emcee:</b> Stephen Thompson, Partner, HFW <b>Welcome:</b> Andrew Goyder, Chair, Grain Trade Australia	
9.30am - 10.00am	<b>Session 1.0: ANZ Economic Outlook</b> <b>Keynote Speaker:</b> Michael Whitehead, Director, ANZ Insights	
10.00am - 10.20am	<b>Opening Address:</b> Senator the Hon Murray Watt, Minister for Agriculture, Fisheries and Forestry and Minister for Emergency Management	
10.20am - 10.30am	<b>Session 1.1: GRDC's Research Development and Extension Plan (2023-2028)</b> <b>Keynote Speaker:</b> John Woods, Chair, GRDC	
10.30am - 11.00am	<b>MORNING TEA - sponsored by TT Mutual</b>	
11.00am - 11.40am	<b>Session 1.2: Outlook for the Global Grain and Oilseed Market</b> <b>Keynote Speaker:</b> Marty Ruikka, President & Principal, The ProExporter Network, USA	
11.40am - 12.00pm	<b>Session 1.3: Agri Supply Chain Situation and Outlook. Energy to Fertilizer to the Global Market, the Four-Rs of the Agri Supply Chain</b> <b>Presenter:</b> Ken Eriksen, Senior Vice President, Head of Client Advisory and Development, and Agri Supply Chain, S & P Global Commodity Insights	
12.00pm - 1.15pm	<b>LUNCH - sponsored by Holding Redlich</b>	
1.15pm - 2.15pm	<b>Session 1.4: Australian Market Review, session sponsored by Alvan Blanch</b> <b>Facilitator:</b> Liz Wells, Editor, Grain Central <b>Panellists:</b> Erin Burns, Head of Risk Management, Mauri Lloyd George, Principal, Agscientia Sam Napier, Trading Manager, Cargill Australia	
2.15pm - 2.45pm	<b>Session 1.5: Challenging Success and Maintaining Your Momentum</b> <b>Keynote Speaker:</b> Brad Hogg, former Australian Cricketer and National Ambassador of GPA's Farmer Mates Mental Health & Ambassador for Lifeline WA	
2.45pm - 3.15pm	<b>AFTERNOON TEA - sponsored by ANZ</b>	
3.15pm - 4.00pm	<b>Session 1.6: Fireside Chat</b> <b>Facilitator:</b> Carolyn Chudleigh, Partner, HFW <b>Panel:</b> Tony Mahar, CEO, National Farmers Federation Jillian Kilby, CEO, Your Exchange	
4.00pm - 4.30pm	<b>Session 1.7: Challenging Success &amp; Maintaining Momentum of the Australian Grain Supply Chain</b> <b>Keynote Speaker:</b> Ben Macnamara, CEO, CBH Group	
4.30pm - 4.45pm	<b>Day 1 - Summary Comments</b> Rosemary Richards, President, Australian Oilseeds Federation	
4.45pm - 7.00pm	<b>AGIC 2023 Welcome Reception - Sponsored by Port of Melbourne</b> <b>Welcome Comments:</b> Leatrice Treharne, Head of Business Development, Port of Melbourne	

Program subject to change without notice

# AGIC Technical Program

## THURSDAY 27 JULY 2023

The Australian Grains  
Industry Conference

# 2023



8.00am - 9.00am	<b>Registration &amp; Exhibition Open</b>
9.00am - 9.10am	<b>Day 2 Welcome:</b> Carolyn Chudleigh, Partner, HFW <b>Opening Remarks:</b> Georgie Aley, Chair, Pulse Australia
9.10am - 9.35 am	<b>Session 2.0: Australian Agriculture on a Global Stage</b> <b>Speaker:</b> Su McCluskey, Special Representative, Australian Agriculture
9.35am - 9.50am	<b>Session 2.1: Keynote Address</b> <b>Speaker:</b> Hon. Jackie Jarvis MLC, WA Minister for Agriculture and Food; Forestry; Small Business
9.50am - 10.30 am	<b>Session: 2.2 ESG Credentials: Now &amp; For A Sustainable Future</b> <b>Facilitator:</b> Richard Simonaitis, CEO, Grains Australia <b>Panellists:</b> Richard Heath, Executive Director, Australian Farm Institute Michael Anderson, Head of Sustainability, Graincorp Prof. Richard Eckard, Director, Primary Industries Climate Challenges Centre School of Agriculture, Food and Ecosystem Sciences (SAFES), Faculty of Science, The University of Melbourne
10.30am - 11.00am	<b>MORNING TEA - sponsored by IKON</b> 
11.00am - 11.45 am	<b>Session 2.3: CEO In Conversation</b> <b>Facilitator:</b> David Speers, Award winning journalist <b>Panellists:</b> Stuart Grainger, CEO, George Weston Foods Ltd Zsolt Kocza, Managing Director, Cargill Agricultural Supply Chain APAC, South Asia, Southeast Asia, Australia and New Zealand
11.45am - 12.15pm	<b>Session 2.4: Strategic Geopolitical Issues Challenging Australia's Success</b> <b>Facilitator:</b> David Speers, Award winning journalist <b>In Conversation with:</b> Dennis Richardson, AC, Fmr Director General of ASIO, Ambassador to USA, Secretary DFAT and Secretary Dept of Defence
12.15pm - 12.20pm	<b>Session 2.5: Keynote Video Presentation</b> Senator the Hon Don Farrell, Minister for Trade & Tourism
12.20pm - 1.30pm	<b>LUNCH - sponsored by GrainCorp</b> 
1.30pm - 1.50pm	<b>Session 2.6:</b> <b>Keynote Speaker:</b> Hon David Littleproud MP, Leader of the Federal National Party, Shadow Minister for Agriculture
1.50pm - 2.20pm	<b>Session 2.7: Special Presentation</b>
2.20pm - 3.00pm	<b>Session 2.8: Panel - Artificial Intelligence, Technology &amp; Stewardship Framework</b> <b>Facilitator:</b> Emma Weston, CEO & Co Founder, AgriDigital <b>Panellists:</b> Carolina Ferreira, Founder & Director, Octopusbot Tress Walmsley, CEO Intergrain, Chair of Australian Plant Breeders Association Marc Lefebvre, CTO, ClearDox

Program subject to change without notice



# AGIC Technical Program

## THURSDAY 27 JULY 2023 - Cont

The Australian Grains Industry Conference  
**2023**



3.00pm - 3.30pm	<b>AFTERNOON TEA - sponsored by HFW</b>	
3.30pm - 4.10pm	<b>Session 2.9: India: Building Strategic Partnerships For Growth And Opportunities</b> <b>Facilitator:</b> Stephen Thompson, Partner, HFW <b>Panellists:</b> Sumit Gupta, Global Commodities, McDonald Pelz, India The Hon Lisa Singh, CEO, Australia India Institute Pat O'Shannassy, CEO, Grain Trade Australia	
4.10pm - 4.50pm	<b>Session 2.10: - Industry Pathways Building Industry Momentum</b> <b>Facilitator:</b> Nick Crundall, Head of Strategy, Market Check <b>Panellists:</b> Simone Dax, Commodity Trader, Louis Dreyfus Company Australia Pty Ltd Tim Murray, Trading Manager, CHS Broadbent Hamish MacDonald, Commodities Trader, Riordan Grain Services	
4.50pm - 5.00pm	<b>Closing Comments</b> Pat O'Shannassy, CEO, Grain Trade Australia	
7.00pm - midnight	<b>AGIC 2023 Gala Dinner - sponsored by CBH Group</b>	

Program subject to change without notice

# Connect with the Grains Industry with the AGIC 2023 APP!



1. Search and download The Event App by EventsAIR from App Store or Google Play



2. Enter the Event Code: agic23
3. Log in using the credentials on your name badge.

### Features include:



Program Speakers Delegates Prizes Social Wall



# Exhibition Floorplan

The Australian Grains Industry Conference

# 2023



The Organising Committee would like to thank the following organisations for participating in the Trade Exhibition. We encourage all delegates to take advantage of this networking opportunity to meet and speak with the Trade Exhibition representatives who will be in attendance.





RESEARCH,  
DEVELOPMENT  
& EXTENSION

# PLAN

# 2023-28

**Over the next five years, the Grains Research & Development Corporation (GRDC) will invest more than a billion dollars in research, development and extension (RD&E) to deliver significant gains for Australian grain growers.**

GRDC invests in RD&E to create enduring profitability for Australian grain growers. Our RD&E Plan 2023-28 is informed by extensive consultation with growers and industry. It builds on the significant investment already made by GRDC to signal a new level of ambition.

We're setting the challenge to move thinking beyond what is holding the industry back, to what is possible. From why things may not work, to what if they could?

The plan will see continued investment focused on increasing yield and yield stability and optimising costs, improving technical efficiency and helping manage risk to reach existing potential.

In response to industry calls for bolder and more ambitious RD&E, the plan also seeks to deliver the next big breakthrough – the next no-till practice, auto-steer

technology, semi-dwarf wheat or profitable break crop – by doubling investment in the discovery of new practices or technologies to reach new production frontiers.

The plan aspires to increase grower returns in a way that is repeatable and sustainable – to realise market growth opportunities whilst caring for people and the planet. GRDC is ready to partner with the best in the world to deliver world-class innovation. Will you join us in meeting this challenge?

To learn more visit  
[rdplan.grdc.com.au](http://rdplan.grdc.com.au)



# > Gold Sponsors

The Australian Grains  
Industry Conference  
2023



## ANZ

ANZ has been banking clients in the Food, Beverage and Agribusiness (FBA) sectors since 1865 and covers stakeholders across the global value chain. Including:

- Investors and asset managers
- Producers and growers
- Storage and handling companies
- Agricultural input suppliers
- Global trading houses
- Transport and packing companies
- Global food and beverage companies
- Global quick-service food establishments

### Partner with ANZ to access:

- Major FB&A markets across Asia Pacific thanks to ANZ's reach into key origin and destination geographies
- Some of the world's largest food and beverage companies
- Australia's largest grain and meat processing companies
- NZ's 4 largest dairy processors accounting for over 90% of NZ's dairy production
- Australia's key cotton and sugar exporters

[anz.com/institutional/](https://anz.com/institutional/)



## HFW

HFW has been a proud sponsor of AGIC for more than 10 years. With offices across Asia Pacific, the Middle East, Europe and the Americas, our international trade and commodities team of expert lawyers provide a comprehensive local and international service, reflecting our long involvement in this sector.

We have an in-depth understanding of the landscape and many of our lawyers have first-hand experience in the grains industry, having worked in-house with a number of our clients.

HFW's expertise is unrivalled - we represent all participants in the grains industry from producers to trading companies, banks and other financial institutions, exchanges, insurers, and governments and their agencies.

[hfw.com/Australia](https://hfw.com/Australia)



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**CME Group**

# WIN AGIC GRAIN GAMES

The Grain Games will run through the two days of AGIC. As you engage, meet delegates, visit exhibitors, ask questions, answer trivia questions, challenges and explore the conference, you'll win points. The more you engage, the more points you win. Keep an eye on the Leader Board both on the APP and in the main Exhibition Area.

**Winners will be announced at the  
CBH AGIC Dinner on Thursday 27th July**

**First Prize:** Ticket to 2024 AGIC

**Second Prize:** Two bottles of Australian wine

**Third Prize:** One bottle of Australian wine

# Let the GRAIN GAMES begin! Good luck!

# > Silver Sponsors



## AgriDigital

AgriDigital is Australia's leading independent digital grain software. We're building the data and capital infrastructure agricultural businesses depend on. Your inventory, data and access to supply chain finance, all in one place. We connect you with your network, from farmer to consumer. With us, grain management is easy.

[agridigital.io](http://agridigital.io)



## Alvan Blanch Australia

Alvan Blanch Australia can provide a wide range of grain & crop driers, seed processing, storage & handling equipment, to suit specific agricultural and industrial needs. From concept to commissioning. Reference sites across the region - come and ask for details.

[alvanblanchgroup.com/asia-pacific](http://alvanblanchgroup.com/asia-pacific)



## ClearDocs

ClearDox® allows commodity-intensive businesses to secure a competitive advantage by digitizing and automating critical document-intensive processes through expansive use of AI.

ClearDox is unique in the space by offering turnkey solutions across a wide range of agricultural products. We cover vital processes including trade confirmations, inventory and transportation management, along with invoice and letter of credit processing.

Stop by our booth to learn more or go to

[cleardox.com](http://cleardox.com)



## Grains Australia

Grains Australia is the leading organisation delivering value to the Australian grains industry. Its purpose is to manage classification, market access, and marketing information and education to enhance the industry's competitiveness and profitability. Grains Australia is an initiative of the Grains Research & Development Corporation (GRDC).

[grainsaustralia.com.au](http://grainsaustralia.com.au)

## Providing risk management services, liability, cargo, stock and property cover for grain handling facilities and transport operators

“ I have been working with the TT Club team for the past 5 years. Their ability to understand complex agri and logistic operations and provide commercial risk management solutions to fit is extremely valued. When we have had claim situations, their internal processes and people have been second to none, with our clients' expectations of the policy responding having been met. ”

Riverina based Agribusiness Insurance broker

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#### S&P Global Commodity Insights

At S&P Global Commodity Insights, our complete view of global energy and commodities markets enables our customers to make decisions with conviction and create long-term, sustainable value. We're a trusted connector that brings together thought leaders, market participants, governments, and regulators to co-create solutions that lead to progress. Vital to navigating Energy Transition, S&P Global Commodity Insights coverage includes oil and gas, power, chemicals, metals, agriculture and shipping. With every one of our offerings, we help many of the world's leading organizations navigate the economic landscape so they can plan for tomorrow, today. For more information, visit

[spglobal.com/commodityinsights/en](https://spglobal.com/commodityinsights/en)



#### Viterra

Our world-leading, fully integrated agriculture network connects Australian growers with domestic and international consumers to supply sustainable, traceable and quality-controlled agricultural products. With our talented people, decades of experience and diverse capabilities, we offer innovative solutions to open up pathways and create value for customers through our supply chains.

[viterra.com.au](https://viterra.com.au)

## > Event Sponsors



#### CBH Group

CBH is Australia's largest co-operative and a leader in the Australian grain industry, with operations extending along the value chain from fertiliser to grain storage, handling, transport, marketing and processing.

[cbh.com.au](https://cbh.com.au)

Port of Melbourne



#### Port of Melbourne

Port of Melbourne is Australia's largest capital city container and general cargo port, handling more than one-third of the nation's container trade. With the necessary port facilities and transport connections to handle each of the major trades including grains, the Port of Melbourne serves as a vital freight hub for Australia, including southern New South Wales, South Australia and Tasmania.

[portofmelbourne.com](https://portofmelbourne.com)

# IKON COMMODITIES

## > Grower Partner



### GRDC

The Grains Research and Development Corporation (GRDC) supports the grains industry by investing in research, development and extension (RD&E) to create enduring profitability for Australian growers. We will invest over \$1 billion in RD&E initiatives over the next five years, driving world-class innovation to enhance growers' and the Australian grains industry's productivity, profitability and sustainability.

[grdc.com.au](http://grdc.com.au)

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AgCRM for Agricultural commodities. CRM, Trading, Operations, Freight and Brokerage software and portal functionality for the global leading Salesforce® Platform. Designed and built locally by Commodity Trading Solutions in Australia for those that buy/sell/trade/broker or handle commodities for agricultural inputs.

[agcrm.com.au](http://agcrm.com.au)



### Agrifood Technology

Agrifood Technology is proud to once again be an integral part of the Australian Grains Industry Conference. Agrifood Technology continues to strive to remain the leader in the Grains industry at providing the full range of testing services from basic wheat tests right through to end product analysis and evaluation. With the business now in its 34th year, we are continuing to show our commitment to the industry through AGIC.

[agrifood.com.au](http://agrifood.com.au)



### ASX

ASX is one of the world's leading exchanges and is committed to the Australian grain industry. ASX provides risk management strategies to protect your business against volatility and to secure future cash flows.

[www2.asx.com.au](http://www2.asx.com.au)



# AgriDigital

We digitise grain management for over 11,600 agribusinesses.

Inventory, data and finance, all in one place, available anywhere. We make it easier for all sizes of grain businesses to compete, and work with, the major industry players.



Join us, together we grow the value of grain. [agridigital.io](http://agridigital.io)





# Supporters



## Aurora

Aurora specialises in preparing your product for market. Our solutions range from automated and semi-auto bag and sack filling through to pallet stacking robots, wrapping equipment and consumables. We focus on flexible packages from 5kg to 1 ton and have been serving the grain & seed industry for over 20 years. Covering Rural & City across Australasia.

[aurora-process.com](http://aurora-process.com)



## CME Group

As the world's leading derivatives marketplace, CME Group enables clients to trade futures, options, cash and OTC markets, optimize portfolios, and analyze data. CME Group exchanges offer the widest range of global benchmark products across all major asset classes including interest rates, equity indexes, FX, energy, agricultural products and metals.

[cmegroup.com](http://cmegroup.com)



## GrainCorp

GrainCorp is a leading Australian agribusiness and processing company that has connected growers and producers with domestic and international customers for over 100 years. Through the skills developed in accumulating, storing and handling agricultural commodities over many decades, GrainCorp now manages grains, pulses and oilseeds and produces edible oils, biofuel components and animal feeds, as well as oils and shortenings for the food production industry.

[graincorp.com.au](http://graincorp.com.au)



## Holding Redlich

The experience of Holding Redlich's Agribusiness team coupled with our working knowledge of Australia's agricultural sector and primary industries enables us to help turn your company's potential into commercial reality. We provide legal advice you can use, tailored to your needs, underpinned by the best legal thinking and expert industry knowledge.

[holdingredlich.com](http://holdingredlich.com)



Grains Australia is proud to be supporting AGIC Australia 2023 - Australian Grains Industry Conference.

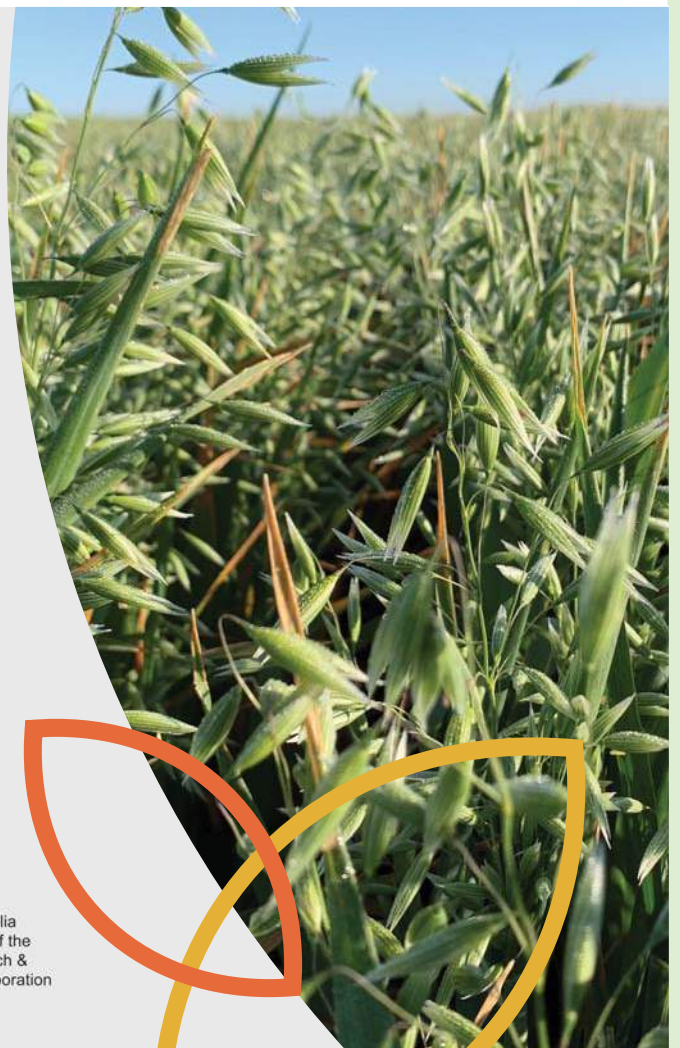
Grains Australia manages classification, market access, and market information and education to enhance competitiveness and profitability.

By bringing together critical functions for the Australian grains industry, we service the connection between what the market wants and what the industry can provide.

[grainsaustralia.com.au](http://grainsaustralia.com.au)



Grains Australia  
is an initiative of the  
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# Risk management with ASX Grains Futures

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## Contact

Ian Waddell

T +61 448 218 497

E [ian.waddell@asx.com.au](mailto:ian.waddell@asx.com.au)

[www2.asx.com.au/grainderivatives](http://www2.asx.com.au/grainderivatives)

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## IKON

IKON Commodities Pty Ltd is a specialised provider of commodities services bringing clients efficient access to markets and tailored financial solutions to help manage risk and enhance business profitability. Our brokerage team liaises with participants across the agricultural supply chain to secure efficient payment and delivery terms and ensure the efficient operation of markets. Our advisory solutions are tailored to each client and involve the use of a broad range of fundamental research and market data to help manage downside risk, construct effective trade solutions and secure wider margins.

[ikoncommodities.com.au](http://ikoncommodities.com.au)



## Pacific Global Sprouts

Pacific Global Sprouts Pty Ltd are a Horsham, Australia based grain trading company active in Victoria and SA for Lentils, Kabuli & Desi Chickpeas, Peas, Lupins, Faba & Broad Beans and Cereals and Oilseeds.

[pacificglobalsprouts.com](http://pacificglobalsprouts.com)

## StoneX®

### StoneX

StoneX is an institutional-grade financial services network that connects clients to global markets. State-of-the-art digital platforms, end-to-end clearing and execution services, and high-touch expertise make this possible. Our Australian office specializes in grain brokerage - domestic and international, as well as global futures and OTCs so customers can manage price and minimise risk.

[stonex.com](http://stonex.com)



## TT Club

TT Club is the leading provider of insurance and related risk management services to the transport and logistics industry. Working with all sizes of domestic and international customers, including in the grain industry from storage & handling facilities and transport & haulage operators, to stevedores and ports.

[ttclub.com](http://ttclub.com)

# Our superheroes wear white lab coats.

Whether it's sending grain 10,000km across the globe without quality loss, processing used cooking oil for upcycling into biodiesel, or blending canola and coconut oils for a unique export baking product, we accept the technical challenge.

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GrainCorp

[graincorp.com.au](http://graincorp.com.au)

# Exhibitors

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See us at Booth 5

## Action Steel

Action Steel 'The Big Shed People' design, manufacture and install large-scale agricultural sheds and infrastructure including bulk grain storage sheds. The Action service offering includes complete project management from permit applications through to final sign-off. Visit Booth 5 at the Australian Grains Industry Conference and speak to the Action team about your storage requirements.

[actionsteel.com.au](http://actionsteel.com.au)



See us at Booth 25

## AEGIC

AEGIC is Australia's leading organisation for market insight, innovation and applied solutions for the grains industry. We use our market insight and analysis, combine that with our technical know-how and innovation, to develop applied solutions that are valued by our customers. This generates value across the Australian grains industry.

[aegic.org.au](http://aegic.org.au)



See us at Booth 22

## AgriDigital

AgriDigital is Australia's leading independent digital grain software. We're building the data and capital infrastructure agricultural businesses depend on. Your inventory, data and access to supply chain finance, all in one place. We connect you with your network, from farmer to consumer. With us, grain management is easy.

[agridigital.io](http://agridigital.io)



See us at Booth 9

## Agrifood Technology

Agrifood Technology is proud to once again be an integral part of the Australian Grains Industry Conference. Agrifood Technology continues to strive to remain the leader in the Grains industry at providing the full range of testing services from basic wheat tests right through to end product analysis and evaluation. With the business now in its 34th year, we are continuing to show our commitment to the industry through AGIC.

[agrifood.com.au](http://agrifood.com.au)



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# Exhibitors

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## Ahrens

Ahrens is a fifth-generation, national Australian company offering cost effective, full-service construction and engineering solutions with expertise in the agricultural sector. Ahrens are Australia's leading manufacturer of silos, sheds, industrial buildings and water tanks, and can provide tailored solutions to suit every application - from farms through to turnkey industrial grain storage and handling facilities.

[ahrens.com.au](http://ahrens.com.au)



See us at Booth 14

## Allied Grain System

Allied Grain Systems specialise in designing, building and the construction of commercial and on-farm custom grain handling systems and storage structures. From New hi throughput Port Facilities to the best On Farm storage systems, Allied's expert team can help you move grain efficiently, fast and with the lowest damage level of any system.

[alliedgrainsystems.com.au](http://alliedgrainsystems.com.au)



See us at Booth 3

## Alvan Blanch Australia

Alvan Blanch Australia can provide a wide range of grain & crop driers, seed processing, storage & handling equipment, to suit specific agricultural and industrial needs. From concept to commissioning. Reference sites across the region - come and ask for details.

[alvanblanchgroup.com/asia-pacific](http://alvanblanchgroup.com/asia-pacific)



See us at Booth 23-24

## ANZ

ANZ has been banking clients in the Food, Beverage and Agribusiness (FBA) sectors since 1865 and covers stakeholders across the global value chain. Including: Investors and asset managers, producers and growers, storage and handling companies, agricultural input suppliers, global trading houses, transport and packing companies, global food and beverage companies & global quick-service food establishments. Partner with ANZ to access major FB&A markets across Asia Pacific & Australia's largest grain and meat processing companies

[anz.com/institutional/](http://anz.com/institutional/)

## Much more than great law.

Holding Redlich is pleased to continue our support of the Australian Grains Industry Conference in 2023. Our expertise and experience in the Australian agricultural sector and primary industries, enables us to help turn your company's potential into commercial reality.

For more information on our Agribusiness expertise, visit [www.holdingredlich.com](http://www.holdingredlich.com)



**Geoff Farnsworth**  
Partner

T +61 2 8083 0416

E [geoff.farnsworth@holdingredlich.com](mailto:geoff.farnsworth@holdingredlich.com)

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# Exhibitors

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See us at Booth 28-29

## Cleanaway

Cleanaway is Australia's leading waste management service provider with 280+ sites nationwide. Partner with our specialised Industrial & Waste Service teams who offer tailored services including our market leading silo cleaning solution. Delivering safer and more efficient outcomes for your silo and tank cleaning requirements.

[cleanaway.com.au](http://cleanaway.com.au)



See us at Booth 33

## ClearDox

ClearDox® allows commodity-intensive businesses to secure a competitive advantage by digitizing and automating critical document-intensive processes through expansive use of AI. ClearDox is unique in the space by offering turnkey solutions across a wide range of agricultural products. We cover vital processes including trade confirmations, inventory and transportation management, along with invoice and letter of credit processing.

Stop by our booth to learn more or go to

[cleardox.com](http://cleardox.com)



See us at Booth 2

## Clear Grain Exchange

Clear Grain Exchange (CGX) operates an independent and secure grain exchange, enabling all buyers, sellers, and their agents to trade grain in an open and transparent market. CGX's secure settlement services can be used for contracts from any accumulation channel, in addition to CGX's open exchange, allowing you to transact with financial security, backed by efficient service and support. The independent grain exchange has traded more than 16 million tonnes and settled more than \$5.7 billion in grain transactions.

[cleargrain.com.au](http://cleargrain.com.au)



See us at Booth 15

## Control Union

With its foundation in agriculture, Control Union is focused in developing services around the sustainability of supply chains. Our vast expertise in inspection, sampling and supervision enables us to provide worldwide support and tailored solutions across a broad spectrum of disciplines. With 'boots on the ground' in more than 70 countries, Control Union is uniquely placed to manage challenges with today's global marketplace.

[cis-controlunion.com](http://cis-controlunion.com)



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# Exhibitors

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See us at Booth 8

## Ellis & Sons

Ellis & Sons' tarp brand Tail-Wind Tarps is a manufacturer of grain storage bunker covers. Tail-Wind tarps can help you store grain efficiently, securely and cost-effectively whilst maintaining grain quality. Our facilities and network allow us to respond quickly to demand in peak periods whilst maintaining high quality standards. We supply and manufacture Grain Bunker Covers, Ground Sheets and accessories such as tarp welders, sewing machines, seam sealants, repair tapes and more.

[ellisandsonsgroup.com.au](http://ellisandsonsgroup.com.au)

# FOSS

See us at Booth 7

## FOSS

FOSS is a global manufacturer of advanced analytical instruments for food and agricultural industries. FOSS creates end-to-end solutions that enable businesses to run intelligent data-driven productions with less waste and bigger yields. 2023 brings a new solution in whole grain analysis - real-time, in-line processing with the ProFoss™2.

[fossanalytics.com/en-au/](http://fossanalytics.com/en-au/)



See us at Booth 32

## GoMicro

GoMicro is introducing groundbreaking assessment technology to the grain industry. With its patent-pending phone-based solution, GoMicro empowers farmers and receiving stations to assess grain quality and variety precisely. This cutting-edge innovation enhances the accuracy and speed of quality control while simultaneously reducing costs. Streamlining operations and enabling data-driven decision-making, GoMicro revolutionizes the grain industry with unmatched relevance and efficiency.

[gomicro.co](http://gomicro.co)



See us at Booth 26

## Grains Australia

Grains Australia is the leading organisation delivering value to the Australian grains industry. Its purpose is to manage classification, market access, and marketing information and education to enhance the industry's competitiveness and profitability. Grains Australia is an initiative of the Grains Research & Development Corporation (GRDC).

[grainsaustralia.com.au](http://grainsaustralia.com.au)

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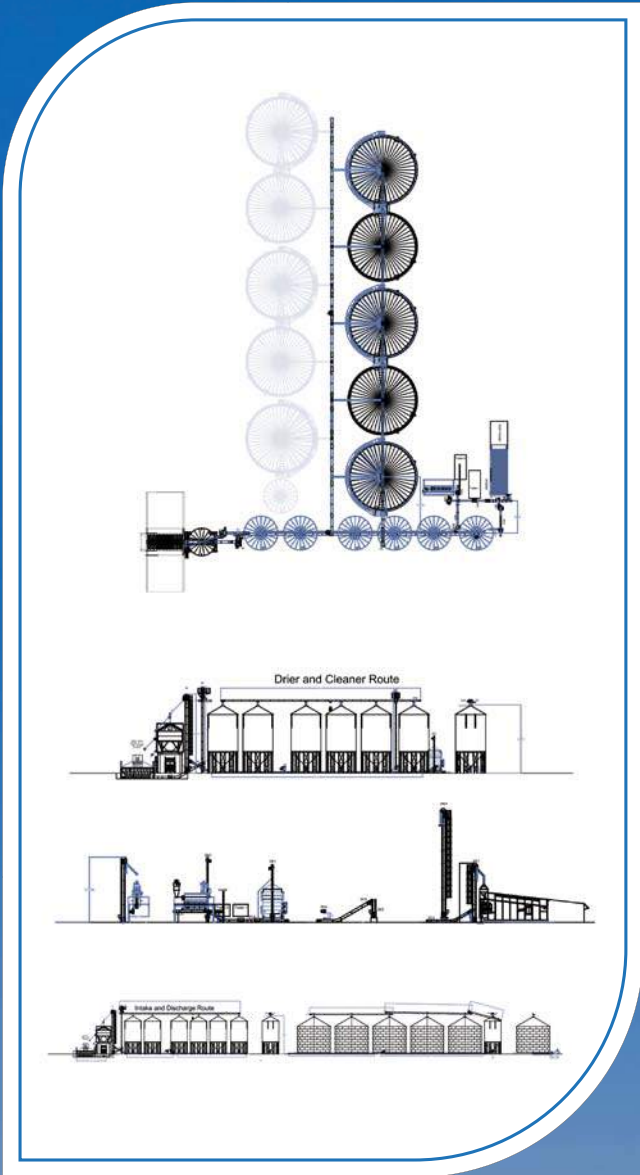


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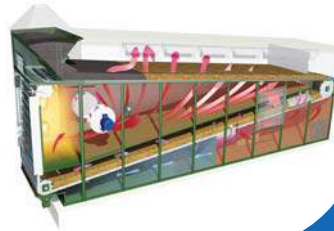


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[graintec.com.au](http://graintec.com.au)



See us at Booth 10

## GRDC

The Grains Research and Development Corporation (GRDC) supports the grains industry by investing in research, development and extension (RD&E) to create enduring profitability for Australian growers. We will invest over \$1 billion in RD&E initiatives over the next five years, driving world-class innovation to enhance growers' and the Australian grains industry's productivity, profitability and sustainability.

[grdc.com.au](http://grdc.com.au)



See us at Booth 20

## HFW

HFW has been a proud sponsor of AGIC for more than 10 years. With offices across Asia Pacific, the Middle East, Europe and the Americas, our international trade and commodities team of expert lawyers provide a comprehensive local and international service, reflecting our long involvement in this sector. We have an in-depth understanding of the landscape and many of our lawyers have first-hand experience in the grains industry, having worked in-house with a number of our clients.

[hfw.com/Australia](http://hfw.com/Australia)



See us at Booth 17

## Intertek

Intertek supports food and agricultural clients and regulatory agencies around the world, providing global co-ordination and reporting services to help clients reduce the risk of cargo loss or damage. Through our Parkside operation we offer trade certificate services, laboratory testing and inspection services. Please visit us at booth 17 to meet our team.

[intertek.com](http://intertek.com)

## StoneX: Your Commodity Risk Management Experts

# StoneX®

With roots in agriculture since the early 1900s, our vast knowledge and experience in agribusiness establishes us as leaders in commodity risk management.

### Areas of expertise:

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- Trade Execution & Clearing Futures, Options & OTC Markets
- Consulting & Market Intelligence, including Fertilizer
- Comprehensive Education for Merchandisers, Producers & Consumers

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# Exhibitors

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See us at Booth 11

## ION Commodities

ION Commodities delivers data-driven energy and commodities trading and risk management solutions across the supply chain. Our scalable solutions provide real-time risk analytics and reporting, minimize supply chain risks, and automate critical business processes, enabling faster, informed decisions. Helping you to manage your agricultural product lifecycle, from origination to manufacturing.

[iongroup.com/commodities/](http://iongroup.com/commodities/)



See us at Booth 12

## Kilic Engineering

Kilic Engineering (KE) is a diverse mechanical engineering company based in Adelaide, South Australia, owned and operated by the Kilic family since 1973. KE has a long and proud history of excellence in designing, manufacturing and installing a wide range of material handling systems for the agricultural industry in Australia and globally, including its exclusive and popular BunkerStacker and BunkerSweeper range of portable agriproduct machinery.

[kiliceng.com.au](http://kiliceng.com.au)



See us at Booth 16

## Kotzur

Kotzur provide bulk solids storage and handling solutions for the agricultural, mining and manufacturing sectors. We are a third-generation Australian family owned and operated business, with 70 years in the industry. We are capable of taking any bulk storage project through from concept to final installation.

[kotzur.com](http://kotzur.com)

## METTLER TOLEDO

See us at Booth 19

## METTLER TOLEDO

METTLER TOLEDO is the world's largest weighing manufacturer, offering quality precision instruments and services for the grain industry.

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[mt.com/au/en/home](http://mt.com/au/en/home)

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# Exhibitors

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[perkinelmer.com](http://perkinelmer.com)



See us at Booth 27

**Polytex**  
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[polytex.net.au](http://polytex.net.au)

**S&P Global**  
Commodity Insights

See us at Booth 21

**S&P Global Commodity Insights**  
At S&P Global Commodity Insights, our complete view of global energy and commodities markets enables our customers to make decisions with conviction and create long-term, sustainable value. We're a trusted connector that brings together thought leaders, market participants, governments, and regulators to co-create solutions that lead to progress. Vital to navigating Energy Transition, S&P Global Commodity Insights coverage includes oil and gas, power, chemicals, metals, agriculture and shipping. With every one of our offerings, we help many of the world's leading organizations navigate the economic landscape so they can plan for tomorrow, today. For more information, visit [spglobal.com/commodityinsights/en](http://spglobal.com/commodityinsights/en)



See us at Booth 6

**SGS**  
We are SGS - the world's leading testing, inspection and certification company. We are recognised as the global benchmark for sustainability, quality and integrity. Our 97,000 employees operate a network of 2,650 offices and laboratories, working together to enable a better, safer and more interconnected world.  
  
[sgs.com/en](http://sgs.com/en)



See us at Booth 1

**Viterra**  
Our world-leading, fully integrated agriculture network connects Australian growers with domestic and international consumers to supply sustainable, traceable and quality-controlled agricultural products. With our talented people, decades of experience and diverse capabilities, we offer innovative solutions to open up pathways and create value for customers through our supply chains.  
  
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Thank you for attending

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