Australian Fertilizer Industry Conference 2010

brought to you by
### Sunday August 22

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<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>14:00 - 15:30</td>
<td>AFSA Council Meeting</td>
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<tr>
<td>15:30 - 15:45</td>
<td>Break</td>
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<tr>
<td>15:45 - 18:00</td>
<td>AFSA Council Meeting</td>
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### Monday August 23

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>08:30 - 12:30</td>
<td>AFSA Council Meeting</td>
<td>AFSA Council</td>
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<tr>
<td>12:30 - 13:30</td>
<td>Lunch</td>
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<tr>
<td>14:30 - 16:30</td>
<td>FIFA Board Meeting</td>
<td>FIFA Board</td>
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<tr>
<td>16:30 - 17:15</td>
<td>AFSA AGM</td>
<td>AFSA Members</td>
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<tr>
<td>17:15 - 18:00</td>
<td>FIFA AGM</td>
<td>FIFA Members</td>
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<tr>
<td>18:00 - 22:00</td>
<td>Welcome Reception Beach Party – Drinks and food station buffet.</td>
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### Tuesday August 24

#### Session 1: Fertilizer & The Environment

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Speaker/Details</th>
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<tbody>
<tr>
<td>08:30 - 08:40</td>
<td>Welcome and introduction</td>
<td>Chairman</td>
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<tr>
<td>08:40 - 09:10</td>
<td>The Australian fertilizer industry – value and values.</td>
<td>Darryl Dent, FIFA Chair</td>
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<tr>
<td>09:10 - 09:40</td>
<td>Public policy imperatives</td>
<td>John Bradley, QLD DERM</td>
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<tr>
<td>09:40 - 10:00</td>
<td>Reef regulation implementation</td>
<td>Michele Devize, QLD DERM</td>
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<tr>
<td>10:00</td>
<td>Morning tea, trade displays</td>
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#### Session 2: Fertilizer & The Environment

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>10:30 - 10:40</td>
<td>Opening comments</td>
<td>Chairman</td>
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<tr>
<td>10:40 - 11:00</td>
<td>Implementing Reefwise legislation with dealers</td>
<td>Andrew Olley, Hi-Fert</td>
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<tr>
<td>11:00 - 11:20</td>
<td>The policy process and industry involvement</td>
<td>Jean Erbacher, QLD DERM</td>
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<tr>
<td>11:40 - 12:00</td>
<td>FIFA, AFSA and Fertcare – positive industry involvement</td>
<td>Nick Drew, FIFA</td>
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<tr>
<td>12:00</td>
<td>Lunch</td>
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### Session 3: Fertilizer & Climate Change

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>13:30 - 13:40</td>
<td>Opening comments Chairmen</td>
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<tr>
<td>13:40 - 14:00</td>
<td>Climate change in Australia–effects on agriculture</td>
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<tr>
<td>14:00 - 14:20</td>
<td>Public Policy principles and direction</td>
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<td>14:20 - 14:40</td>
<td>Agriculture and climate change policy</td>
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<tr>
<td>14:40 - 15:00</td>
<td>Abatement options for nitrogen fertilizer</td>
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<td>15:00</td>
<td>Afternoon tea, trade displays</td>
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### Session 4: Food Safety – Labelling – Security

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>15:30 - 15:40</td>
<td>Opening comments Chairmen</td>
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<tr>
<td>15:40 - 16:20</td>
<td>Fertilizer Impurities and Code of Practice for Description &amp; Labelling</td>
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<tr>
<td>16:20 - 16:40</td>
<td>Security overview and expected policy developments</td>
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<tr>
<td>16:40 - 17:00</td>
<td>FIFA Security Code of Practice</td>
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<tr>
<td>17:00</td>
<td>Break</td>
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<tr>
<td>17:10 - 18:00</td>
<td>Security workshop – Detailed discussion on NaNO&lt;sub&gt;3&lt;/sub&gt; and KNO&lt;sub&gt;3&lt;/sub&gt; control measures. Angelo Valois, Attorney General’s</td>
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### Tuesday Evening meals (by private arragement)

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Content</th>
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| 18:00      | End of day’s program
|            | • Evening meals by private arrangement (see options on next page)               |

### Wednesday August 25 – Concurrent Sessions

#### Session 5: Agronomy & Technology

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Content</th>
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<tbody>
<tr>
<td>08:30 - 08:40</td>
<td>Opening comments Chairmen</td>
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<tr>
<td>08:40 - 09:10</td>
<td>The big global research issues and implications for Australia</td>
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<tr>
<td>09:10 - 09:35</td>
<td>GM Crops and future demand for fertilizers</td>
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<tr>
<td>09:35 - 10:00</td>
<td>Using knowledge of soil carbon turnover to improve fertiliser predictions</td>
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<td>10:00</td>
<td>Morning tea, trade displays</td>
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#### Session 6: Agronomy & Technology

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<tr>
<th>Time</th>
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<tr>
<td>10:30 - 10:40</td>
<td>Opening comments Chairmen</td>
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<tr>
<td>10:40 - 11:05</td>
<td>Precision agriculture tools for nutrient management</td>
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<tr>
<td>11:05 - 11:25</td>
<td>Fertilisers for enhanced nutrient use efficiency</td>
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<tr>
<td>11:25 - 11:45</td>
<td>Product Efficiency – Member perspective</td>
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<tr>
<td>11:45 - 12:00</td>
<td>Better Fertiliser Decisions for Cropping</td>
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<tr>
<td>12:00</td>
<td>Lunch</td>
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#### Session 7: AQIS & Logistics

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>13:30 - 13:40</td>
<td>Opening comments Chairmen</td>
</tr>
<tr>
<td>13:40 - 14:00</td>
<td>The Beale Review: A New Direction for AQIS/BSG</td>
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<tr>
<td>14:00 - 14:20</td>
<td>The New Biosecurity Legislation and Development of Standards for Third Party Providers</td>
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<tr>
<td>14:20 - 14:40</td>
<td>Imported Bulk Cargo Fertiliser Protocol Review and Development</td>
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<tr>
<td>14:40 - 15:00</td>
<td>Imported Containerised Fertiliser Protocol Review and Developments</td>
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<td>15:00</td>
<td>Lunch</td>
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Wednesday August 25
Session 8: Markets

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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</table>
| 13:00 - 13:10 | Opening comments  
Chairman |
| 13:10 - 13:55 | Humour after lunch!  
Scott Williams |
| 13:55 - 14:25 | Food security & fertiliser  
Michel Prud’homme, IFA |
| 14:25 - 15:00 | Australian fertilizer industry value and issues  
Terry Ryan, Consultant |
| 15:00        | Afternoon tea, trade displays. |

Session 9: Markets

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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</table>
| 15:30 - 15:40 | Opening comments  
Chairman |
| 15:40 - 16:10 | The future of global phosphorus  
Stuart White, Institute for Sustainable Futures |
| 16:10 - 16:30 | Global fertilizer market – context, trends, developments  
Chris Reynolds, PotashCorp |
| 16:30 - 16:50 | Australian agricultural outlook  
Paul Morris, ABARE-BRS |
| 16:50 - 17:10 | Australian fertilizer projects – a summary  
Owen McCarron, Connexus Global |
| 17:10        | End of days program |
| 19:00        | Pre dinner drinks |
| 19:30        | Conference dinner, industry awards, entertainment |

Thursday August 26
Session 10: Key Note Speaker

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<tr>
<th>Time</th>
<th>Event</th>
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| 08:15 - 09:45 | Manage the market – lead the staff  
John Lees |
| 09:45        | Social interaction  
Choice of one of the following:  
Rainforest ramble  
Gold Coast cruise  
Fertilizer industry golf at Robina Woods |
| 16:00        | Program ends |

Sanctuary Cove Village Restaurants

Tuesday evening has been left free of formal events so that groups can make their own arrangements to meet and dine. Whilst the Gold Coast is a short taxi ride from the venue, the following outlines a range of restaurants within easy walking distance from the conference venue. Further information on menus and group reservations can be made by contacting the restaurant directly.

The Verandah Bar (at Hyatt Regency Sanctuary Cove) is located on the Upper Level of The Great House, overlooking the Fountain Terrace and Lagoon Pool. Live music nightly.

The Fireplace (at Hyatt Regency Sanctuary Cove) is located on the Lower Level of the Great House. It serves traditional provincial cuisine prepared in a custom made wood-fired oven. Chefs are on show in their open kitchen, interacting and meticulously preparing the freshest local produce to make a dining experience to relish.

Masthead Bakery (at Hyatt Regency Sanctuary Cove) provides casual all day dining, delicious cakes and pastries, gourmet pies, homemade salads. Fresh bread baked daily.

St Tropez: Casual, alfresco style dining.
Phone: 07 5577 8379.

Marinara’s: Casual style Italian pizza and pasta.
Phone: 07 5577 8555.

Little Buddah: Casual Bush Tucker and Australian Beefsteaks a specialty.
Phone: 07 5577 8420.

George’s Paragon Seafood Restaurant: Casual seafood restaurant with views over the Marina and Main Harbour.
Phone: 07 5577 8420.

Robin Hood Wine Bar: Casual Cafe style during the day, transformed to a more elegant a la Carte style restaurant in the evenings.
Phone: 07 5577 8030.

io esco: Licensed restaurant and bar incorporating Mediterranean styled decor and contemporary ambience, offering chic but traditional style of Mediterranean fine food and dining.
Phone: 07 5577 8800.

The Rec Club Brasserie (Signatures) is located at the Rec Club. Light international style, with views overlooking the hotel and golf course.
Phone: 07 5577 6010.

Harley’s Seafood on the Harbour is located at the Marina Shopping Village, Hope Island. Harley’s Seafood offers a selection of fresh and cooked seafood with spectacular views of Hope Island Harbour. Enjoy pre dinner drinks at Harley’s Oyster Bar.
Phone: 07 5510 9500.

House of Siam is located at the Marina Shopping Village, Hope Island. House of Siam offers fine Thai cuisine at the waters edge. Licensed and BYO (wine only).
Phone: 07 5510 8882.
Paper Synopses and Presenter Biographies
Session 1: Fertilizer and the Environment

Australian fertilizer industry – value and values
Darryl Dent

Synopsis
Highlights of a commissioned economic study will be presented that illustrate the economic size of the Australian fertilizer industry and its value to agriculture and the wider economy.

The values of the industry which have underpinned positive and constructive engagement in a range of policy issues will also be presented, using examples in key policy areas.

Biography
Darryl is currently General Manager for CSBP’s Fertiliser business in Western Australia, a position he has held for nearly 10 years. Prior to joining CSBP, Darryl enjoyed a 20 plus year career in the merchandise division of Elders.

Born and raised in WA, Darryl worked his way through the Elders organisation starting as a storeman in Boyup Brook and culminating with the appointment to General Manager for Merchandise based in Adelaide. Prior to this, Darryl was the WA State Merchandise Manager for ten years.

Darryl is a director of CSBP Limited and current Chairman of the Fertilizer Industry Federation of Australia.

Public policy imperatives
John Bradley

Synopsis
The Department of Environment and Resource Management is responsible for the sustainable management of Queensland’s environmental and natural resource assets. One of these is the world-famous Great Barrier Reef.

The department’s director-general, John Bradley, will address the conference on Queensland’s new reef protection regulations which were specifically developed to protect the Great Barrier Reef. The regulations came into force in January 2010 and target the reduction of sediment, nutrient and chemical runoff from over 5000 cane and cattle properties across 13 million hectares of reef catchment. The aim is to halve the discharge of pesticides and fertiliser by end of 2013 and cut sediment pollution from grazing lands by 20 per cent by end of 2020.

Biography
John Bradley is the Director-General of the Department of Environment and Resource Management, which is responsible for conserving and managing the State’s natural environment. The department’s key role is planning, allocating and managing Queensland’s natural resources in a way that supports economic growth and maintains the State’s natural heritage for today and tomorrow.

John is experienced in the reform of government utilities, competition reform and economic regulation. Before joining the Department of Environment and Resource Management, he was the founding Chief Executive Officer for the Queensland Water Commission, which managed the drought response and streamlined the provision of urban water supply arrangements across South East Queensland. John also oversaw the development of a long-term, 50-year water supply strategy and the policy framework for the introduction of purified recycled water into the region’s drinking supplies.
Formerly an executive director in the Queensland Government’s Office of the Coordinator General, John was involved in preparing the State’s retail electricity businesses for sale.

As Executive Director of the Western Australian Government’s Electricity Reform Implementation Unit, he oversaw the restructure of the State’s electricity industry, the introduction of new regulatory arrangements and competition reforms.

Before his work in Western Australia, John held senior roles in the Queensland Energy and Treasury portfolios. In the Office of Energy, he was responsible for Gas and Strategic Projects, which included procurement of the $500 million Townsville Power and Gas Delivery Project.

While in the Treasury portfolio, John worked on competition policy in the water sector, the incorporation of the South East Queensland Water Company and the corporatisation of Sunwater.

Reef regulation implementation
Michele Deveze

Synopsis
The presentation begins with an overview of the purpose of the Reef Protection legislation and the broad legislative requirements, including calculation and application of optimum rates of fertiliser. An outline of the overarching strategy and principles defining the implementation and application of the legislation is followed by a detailed description of the service delivery program including compliance advice, extension and information distribution, and supporting administrative structures. The presentation finishes with a summary of the Reef Protection Legislation ‘roll-out’ and the Queensland Department of Environment and Resource Management (DERM) collaboration with industry to support implementation, and a brief look at directions for the future.

Biography
Before joining the Public Service, Michele worked in the agricultural sector in rural Queensland. Her 25 year public sector career has been in natural resource and environmental management – including forestry, rural lands protection and industrial environmental management. Recently she has worked on service delivery and implementation of new legislation, in vegetation management, weed and pest management and now, in reef protection.

As DERM Reef Protection Service Delivery Manager, Michele contributes to policy development and is responsible for interpretation and consistency of legislative information delivery to regional staff and the regulated community, and brokering associated education and extension to support best land management practice.
Session 2: Fertilizer and the Environment

Implementing Reefwise legislation with Hi-Fert dealers
Andrew Olley

Synopsis
The Queensland Government's Reefwise legislation has had a significant impact on fertiliser decision making practices in the North Queensland sugar industry. Hi Fert's early involvement at the Technical Task Group meetings in late 2009 revealed from a very early stage that the existing fertiliser blend range would have a poor fit under the new regulations. Extensive work was conducted at the dealer and grower level to develop a new blend range, and tools and support methods to enable effective use of resources. These are increasingly required to handle the new, complex and highly regulated sugar cane nutrient demands placed upon all levels of the industry.

Biography
Not supplied

The policy process and industry involvement
Jean Erbacher

Synopsis
Successful and practical policy relies on relevant stakeholder input, collected through a structured program of consultation with a mandate to listen and respond to advice. The presentation will describe how industry involvement has supported the roll-out of the Reef Protection Legislation influencing sugarcane growers and cattle graziers to adopt practices to reduce pollution loads entering the Great Barrier Reef. Using examples of products now used by cane growers, it will highlight how industry provided practical advice so that they can be more readily adopted. It will provide an overview of future collaborations and the research program with industry.

Biography
Jean currently works with the Queensland Department of Environment and Resource Management (DERM). She has worked on natural resource, environment management and sustainability projects in Australia and internationally after starting as a Queensland Government agricultural researcher.

Up to late 2009, she was employed as the technical policy coordinator and research manager implementing the European Water Framework Directive in the UK taking account of impacts for a range of industries such as agriculture, hydropower, distilleries and manufacturing. In partnership with industry, regional groups and government stakeholders – as DERM Reef Protection Manager, the focus is on developing products and research underpinning the introduction and implementation of reef protection legislation (eg. nutrient methodologies, property plans and management practices research).

Fertilizer Action Plan update
David Windsor

Synopsis
The Fertiliser Action Plan (FAP) was conceived in 2006 as a policy response to eutrophication of sensitive waterways on the Swan Coastal Plain of Western Australia. The original FAP planned a phase-out of highly water soluble phosphorus (P) fertilisers from the Swan and Scott Coastal Plains and their replacement with fertilisers in which >40% of total P is water soluble.
The current FAP will restrict product types available to home gardeners but provides a more flexible approach for agricultural users based on better management of conventional P fertilisers. Farmers, FIFA members and Government are collaborating to develop P fertiliser guidelines that will reduce unnecessary P application and runoff without compromising agricultural production.

Biography
David Windsor has 20 years experience with the Western Australian Department of Agriculture and Food, encompassing: research; extension; policy and management. He is currently Regional Director for the South West Agricultural Region.

David led the Department’s Dairy Team during the early phases of Fertiliser Action Plan (FAP) development. Expertise from within that team and the national dairy industry has played a major role in the development of the FAP from an approach based on product substitution, to one based on sound nutrient management principles.

David has participated in the Western Australian Government FAP Senior Officers Group and the FAP Grazing and Horticulture Working Groups.

FIFA, AFSA and Fertcare – positive industry involvement
Nick Drew

Synopsis
A discussion of risk, public policy and industry engagement from the fertilizer industry’s perspective will be presented. The role of industry in developing and delivering public policy outcomes will be discussed using the Fertcare program as an example.

Biography
Nick Drew is Executive Manager of the Fertilizer Industry Federation of Australia (FIFA), responsible for delivering strategic outcomes in public policy for quarantine, food safety, environment and regulation for the fertilizer industry. He holds a Bachelor of Applied Science (Rural Technology) and has 27 years professional experience in agriculture including commercial cotton, public research and extension with the Victorian Department of Agriculture and in the fertilizer industry, in both technical and commercial roles.
Tuesday August 24

13:30 - 15:00

Session 3: Fertilizer and Climate Change

Climate change in Australia – effects on agriculture
Peter Thorburn

Synopsis
Global consumption of grains is projected to double by 2050 due to projected growth in population and per capita consumption of grains. Additional consumption will be from use of grains in livestock production which is likely to increase as incomes rise. Global food security depends on expanding current farming activities in a sustainable way to meet this demand. Much of this expansion will happen in the Asia-Pacific.

A critical part of meeting this challenge will be in provision of appropriate crop nutrition. This will be happening in a background of changing energy availability and prices, different trade arrangements, altered social values including pressure to reduce greenhouse gas emissions and enhance environmental stewardship and improvement in agronomic technologies and practices.

Climate variability already has a significant influence on global grain production and fertiliser use, and further impacts on production are anticipated as the climate changes. Climate changes are likely to reduce grain yields in tropical and subtropical regions, as well as in regions with 'Mediterranean' climates. Yields could potentially increase in some more temperate regions. The potential for increased climate variability and climate-related disturbances could place downward pressure on the use of fertiliser and other inputs. Adapting to climate change may be effective in lessening the negative impacts of small changes in climate. This paper will briefly cover some of the possible adaptations.

However, studies of global food security suggest that the world's population will be exposed to a greater risk of hunger as a result of climate change even with adaptation. In this paper we suggest that these studies may have significantly underestimated the risk to food security. Environmental limitations to grain production, increased variability in production and a range of policy constraints that may affect the fertiliser industry need to be addressed in a systematic and coherent way.

Biography
Dr Peter Thorburn is Principal Research Science and Research Team Leader in CSIRO Ecosystem Sciences, Brisbane. He obtained a degree in agriculture from the University of Queensland and a PhD in soil physics and plant physiology at the Australian Centre for Groundwater Studies of Flinders University in Adelaide. Peter’s research aims to improve the sustainability of agricultural industries in Australia. His work focuses on process-understanding of nitrogen, carbon and water cycling in farming systems. Peter is currently leading projects on greenhouse gas emissions from farming systems and ‘transformational change’ in farming systems as they adapt to a changing climate.

Public policy principles and direction
Rohan Nelson

Synopsis
Not provided.

Biography
Dr Nelson is Director of Offset Method Development with the Land Division of the Australian Government Department of Climate Change and Energy Efficiency. He joined DCCEE from CSIRO where he was a Resource Economist and Research Group leader with CSIRO’s Division of Sustainable Ecosystems.

In earlier roles, Dr Nelson coordinated the Managing Climate Variability R&D program.
in Land & Water Australia, following roles with ABARE as a Agricultural and Natural Resource Economist.

Dr Nelson has PhD in Agricultural Economics from the University of Queensland, and degrees in Economics and Forestry from the Australian National University.

Agriculture and climate change policy
Mick Keogh

Synopsis
As the source of 16% of Australia’s national greenhouse emissions, the Australian agriculture sector has a vital interest in national policies that are adopted to constrain or reduce the nation’s greenhouse emissions. As a ‘price taker’ in global markets, Australian agriculture has little ability to increase prices in the face of policies that impose increased costs on inputs or farming operations, but at the same time, operates in international markets where supply chain participants are imposing constraints on emissions, ahead of official government measures. Australian agriculture is also politically weak in comparison with the major energy sectors, and is therefore exposed to the risk that policy measures may inequitably impact on the sector, if it advantages other sectors. Steering the right path through this policy labyrinth will be a particular challenge for Australian agriculture over the next five years.

Biography
Mick Keogh grew up on a farm in southern NSW. He holds both Bachelor and Master’s degrees in Agricultural Science from the University of NSW. His career in agriculture has included roles as a farm manager, University researcher, agribusiness consultant and industry lobbyist. In 2003, he was appointed Executive Director of the Australian Farm Institute, a not-for-profit organisation that commissions and carries out research into strategic policy issues impacting on the Australian agricultural sector.

Abatement options for nitrogen fertilizer
Richard Eckard

Synopsis
The introduction of nitrogen (N) fertiliser over the past 50 years has been one of the great success stories, allowing dramatic increases in agricultural productivity world-wide. However, with more than 1 billion tonnes of N per year used globally, there are now serious environmental concerns from nitrate leaching and nitrous oxide gas emissions. Nitrous oxide (N2O) has become the third most important greenhouse gas after carbon dioxide and methane, with a global warming potential around 300 times that of carbon dioxide while also contributing to stratospheric ozone depletion. Nitrification inhibitors and slow release fertilisers are thus likely to see an increasing market share into the future in an effort to improve N use efficiency and reduce losses to the environment. Likewise, best practices for managing the rate, source, timing and placement of N fertiliser will require more attention in future. There is also market scope for the development of more innovative sources of N that can meet plant requirements while minimising N losses, allowing agricultural production to continue to meet increasing global demand as we enter an increasing emissions constrained world.

Biography
Dr Richard Eckard is an Associate Professor with the Melbourne School of Land and Environment, The University of Melbourne, and is Principal Scientist of Greenhouse Gas and Climate Change research for the DPI in Victoria. He leads a number of research programs investigating cost-effective Mitigation and Adaptation strategies for Australian agriculture. Richard has published over 90 scientific publications, holds a number of national and international science leadership roles, being a keynote speaker at numerous industry and international science conferences over the past few years.
Session 4: Food Safety – Labelling – Security

Fertilizer Impurities: CSIRO study and the Code of Practice for Fertilizer Description and Labelling

Bill Turner

Synopsis
Due to concerns about food safety and environmental risks of impurities in fertilizers, and industrial wastes being applied to agricultural land, the CSIRO was commissioned to conduct a study into a range of potential contaminants. The results of the study and likely policy implications will be discussed.

A code of practice for fertilizer description and labelling has been developed by industry in consultation with Government to establish uniform requirements across jurisdictions. The code seeks to provide consistent information to users to manage both productivity and environment and food safety risks. Progress with adoption of the code of practice will be discussed.

Biography
Bill has 15 years experience with the Department of Agriculture, Fisheries and Forestry. Joining AQIS in 1995 as a veterinary officer in the meat inspection program, he moved to Canberra in 1998 to work on export certification. He was a principle architect of the European Union Cattle Accreditation Scheme, which has provided surety of access to that market since 2000. He moved to Brussels as the Department’s Agriculture Counsellor and helped negotiate the resolution of the WTO quarantine dispute. Returning in 2007, Bill has implemented and managed a number of grant programs for the food industry, before moving into the important policy area of agricultural and veterinary chemicals, which also encompasses fertiliser issues.

Security overview and expected policy developments

Angelo Valois

Synopsis
The potential misuse of common chemicals for terrorist purposes is a little known fact with likely devastating consequences. Australian governments and industry are working together to help minimise the risk of terrorists acquiring and misusing common chemicals in explosive and/or toxic devices. The basis of this work is the development of risk mitigation measures which are proportionate to the identified risks following the undertaking of a risk assessment across the whole of the supply chain. This presentation will outline the innovative whole-of-supply chain approach to assessing the security risk of identified ‘chemicals of security concern’ on a national level, as well as current developments to manage the assessed risk. In particular, the presentation focuses on the importance of industry in contributing towards robust national security measures.

Biography
Dr Valois was educated at The University of Sydney where he was awarded a Doctor of Philosophy (PhD) in 1989. His area of academic interest was neurotoxicology, in particular, the effects of exposure to heavy metals on the developing brain. Dr Valois moved to Canberra in 1989 to take up a position as a toxicologist with the Australian Government Department of Health and Ageing.

Through 1993/94 he lived in Uppsala, Sweden working as a Senior Principal Toxicologist with the Swedish Government. Not long after returning to Australia he took up a position, initially with AQIS, and subsequently within the broader Department of Agriculture, Fisheries and Forestry heading a section dealing with chemical residues and international trade. Dr Valois was leader of the Australian Delegation to the Codex Committee on Pesticide Residues from 2001 to 2008, and the Ad Hoc Codex
Intergovernmental Task Force on Antimicrobial Resistance in 2007 and 2008. Dr Valois served as the Australian appointed expert on the Chemical Review Committee for the Rotterdam Convention in 2006 and 2007. Dr Valois has also served as an invited international expert at the Joint WHO/FAO/OIE Expert Workshop on Non-human Antimicrobial Usage and Antimicrobial Resistance: Scientific Assessment (Geneva 2003), and Joint WHO/FAO/OIE Expert Meeting on Critically Important Antimicrobials (Rome 2007). In November 2008, Dr Valois moved to the Australian Government Attorney-General’s Department to take up the position of Director, Chemical Security Risk Assessment Unit.

FIFA Security Code of Practice
Josh McGregor

Synopsis
With around 30 accredited staff across 19 branches, Landmark is one of the largest single distributors of Anhydrous Ammonia (AA) in the Australian rural industry. As it had been a number of years since a thorough assessment of Landmark’s risk management and safety processes for AA had been undertaken, a comprehensive review of the company’s management practices was performed during 2009 and early 2010. The review was undertaken, using the help of a number of highly experienced staff from a wide range of SH&E backgrounds outside of the rural industry. During the presentation, it will be discussed how Landmark brought global best practice principals to the assessment and implementation of safety measure, and how the FIFA Security Code of Practice was incorporated as a centrepiece of the process.

Biography
Josh grew up in the town of Warialda in Northern NSW, and spent his early years working in the family rural supplies business now known as McGregor Gourlay Agricultural Services. He spent a number of years working for an agricultural chemical company in WA and QLD, and then a four year stint working in the banking industry in the UK. He returned to Australia in 2002 to take up the position of Business Manager - Specialty Fertilisers with Ruralco’s newly acquired QLD business, Grow Force. He eventually moved to the position of National Sales & Marketing Manager for Ruralco Holdings Ltd. Most recently, Josh joined Landmark in early 2009 to take up the role of National Category Manager – Fertiliser (based in Melbourne) where he oversees a 1 million tonne business across all regions of Australia.
Session 5: Agronomy & Technology

The big global research issues and implications for Australia

Robert Norton

Synopsis
Undoubtedly, given the vagaries of climate and the increasing world population, food security, food quality and environmental integrity are key issues facing humanity. The global research community has several initiatives to seek solutions to producing enough nutritious food for 9 billion people from a limited landbase. For example, biofortification of Zn and Fe levels in grains – part of the Harvest Plus Challenge, directly links nutrient management to human nutrition. IPNI maintains that fertilizer best management practices (BMP’s) combined with sound agronomy are necessary to produce more food and this can be done while protecting our precious natural resources, including phosphorus.

Biography
Dr Rob Norton is Regional Director Australia and New Zealand for the International Plant Nutrition Institute. Prior to that, he worked for the University of Melbourne in Horsham where he led projects on climate change effects on grain crops, soil and plant nutrition, oilseed agronomy, crop water use, alternative grain crops and farming systems. IPNI began in 2007, superseding the Potash and Phosphate Institute which started in 1935. It is a not-for-profit, science based research and education institute with 35 scientific staff in 13 countries and projects with government and commercial partners in more than 50 countries.

GM crops and future demand for fertilizers

Trevor Garnett

Synopsis
Currently, the demand for food is close to the limits of what we can produce but by 2050, it is suggested that we will need to increase food production by 60%. Given the environmental effects associated with the production and use of nitrogen fertilisers, and the suggestion that we may be approaching peak phosphorus, increased food production will require crops that use fertilisers more efficiently. Conventional crop breeding has only just kept up with growing demand but is reaching the limits of how well plants can acquire and utilise nutrients. GM crops offer our best opportunity to produce more food with reduced nutrient resources. Current approaches will be discussed, as well as future possibilities.

Biography
Dr Trevor Garnett has a Bachelor of Science with Honours from the University of Adelaide and a PhD from the University of Tasmania. Trevor’s PhD investigated nitrogen transport in Eucalyptus roots using ion-selective microelectrodes. Following his PhD Trevor studied iron transport into wheat grains, before spending five years managing a project supported by the Australian Centre for International Agricultural Research in collaboration with scientists in China and Laos, to find pastures adapted to adverse environments. Since 2006, Trevor has been managing collaboration between ACPFG and DuPont Pioneer in the US, aimed at improving the nitrogen use efficiency of maize, wheat and barley.
Using knowledge of soil carbon turnover to improve fertiliser predictions
Lynne Macdonald

Synopsis
Soil organic matter (SOM) plays a key role in nutrient supply through decomposition and mineralisation processes. It is useful to view SOM as several components/fractions that have different chemistry and rates of turnover. These include surface and buried plant residues (SPR, BPR), particulate organic matter (POM), humus (HUM) and resistant organic matter (ROM). Although there is often a focus on the carbon content of SOM fractions, nutrient ratios (C:N:P) are important in predicting mineralisation and therefore fertiliser requirements. We discuss current research looking to validate APSIM model upgrades based on C:N:P ratios of SOM fractions, and links to Australia’s National Soil Carbon Research Programme (SCaRP).

Biography
Dr Lynne Macdonald is a research scientist in the Carbon and Nutrient Cycling Research group within the Soil and Landscape Science program at CSIRO Land and Water in Adelaide. Her current research activities include: i) the influence of agricultural management on the storage potential of organic carbon in Australian soils; ii) the role of elemental balance (C:N:P) in regulating turnover of soil organic carbon and crop nutrient provision; iii) the impact of biochar on biological processes in agricultural soils.

Originally from Scotland, Lynne has experience in upland grazed ecosystems at the Macaulay Institute (UK) and greenhouse gas emissions from prairie agriculture (Agriculture and Agri-Food Canada).
Session 6: Agronomy & Technology

Precision agriculture tools for nutrient management
Brett Whelan

Synopsis
The central concept of Precision Agriculture (PA) in crop production is that identifying and improving the management of variability in the system should increase the value/quality of the enterprise. Nutrient management is obviously a large part of the system, and a number of tools and techniques are available to identify relevant variability and provide the means to apply suitable management responses at the within-field scale.

Yield and quality monitors are fundamental to understanding the magnitude of variability, calculating its financial significance and confirming the effects of operational changes. Sensors that help map physical and chemical variability in the soil, changes in terrain and water movement and in-season crop growth attributes can be used to determine whether spatial alterations to nutrient management would be valuable. Results are presented that show the extent of financial benefits and the potential for environmental and marketing gains are discussed.

Biography
Dr Brett Whelan holds a BSc Agr (Hons) and a PhD and is a Research Fellow at the Australian Centre for Precision Agriculture (ACPA). Brett has been instrumental in the establishment of the ACPA, a teaching and research Centre based at the University of Sydney’s Faculty of Agriculture, Food and Natural Resources. He is a foundation convener of the ACPA’s annual Symposium on Precision Agriculture in Australasia, now in its 14th year as a national forum for developments in PA.

Brett’s work has been aimed at developing the use of Precision Agriculture (PA) in crop management systems. This is being achieved through the research and establishment of techniques and procedures for quantifying spatially-manageable variability and implementing variable-rate treatment on commercial farms. This research has seen the development of the management class approach to partitioning variability and is now working towards the inclusion of fine-scale in-season crop reflectance to further refine the scale of variable-rate treatments.

The research and experience in PA has also been used to develop training materials and provide information and instruction for the wider national and international agricultural communities. Brett teaches PA to undergraduates in the BScAgr degree and supervises postgraduates at the University of Sydney.

Fertilisers for enhanced nutrient use efficiency
Greg Neighbour

Synopsis
Global food security is challenged, global warming is contributed to by greenhouse gas (GHG) emissions from agriculture, algal blooms and anoxia is contributed to by fertiliser leachates. There are many challenges to agriculture and its suppliers and governments worldwide are beginning to legislate to control the deleterious effects of fertiliser use. A potentially significant contribution can be made in addressing these challenges by the use of Enhanced Efficiency Fertilisers (EEF) and fertiliser practices to reduce the amount of fertiliser needed and to reduce nutrient leaching and GHG emissions. These include commercially available Controlled Release Fertilisers (CRF), Slow Release Fertilisers (SRF), Nitrification and Urease Inhibitors. These will be discussed.
Biography
Greg has been employed as Technical Director by Scotts for over twenty years. His tenure at Scotts followed ten years in the flower and vegetable seed industry and private industry consulting; predominately involved in business development, plant production and marketing.

Greg holds a Diploma in Horticulture and a Masters in Business Administration, as well as eight years study towards a degree in plant physiology at Macquarie University. Greg is currently studying towards attaining his PhD focused on Sustainable Agriculture.

Greg is responsible for all of Scotts Research & Development and Technical support for both the Professional and Consumer Business Groups, throughout Australia and New Zealand. Product groups include fertilisers, pesticides and growing media. As part of the Scotts Worldwide R&D Group, Greg keeps us abreast of worldwide trends and seeks to translate these into useful products and technical information for Australia and New Zealand.

Product efficiency – a member’s perspective
Charlie Walker

Synopsis
Farmers constantly seek efficiency gains and investment in efficient fertilisers and practices is one possible way of continuing gains.

Fertiliser product efficiency can be broken into:
• application efficiencies – easier, faster, cheaper, more precise application; and
• agronomic efficiencies – improved plant uptake through better products, matching of supply and demand or application techniques.

This talk will provide a frank assessment of enhanced efficiency fertiliser (EEF) products that are either commercially available in Australia or under evaluation. EEFs have not been widely adopted in Australia yet, but they do offer the prospects of:
• reduced off-target emissions
• improved productivity per unit of nutrient
• reduced nutrient application

EEFs may play a significant role in the future of the Australian fertiliser industry.

Biography
After graduating from the University of New England in Rural Science, Charlie worked in agronomy roles with retail outlets in North West NSW before joining Incitec Fertilizers as an area manager on the Darling Downs. Following three years at Dalby, curiosity lured Charlie to take on a broad-acre market development role with Incitec in southern Australia. The formation of Incitec Pivot Ltd saw Charlie take on the role of Product Innovation Manager and more recently Technical and Development Manager based in Geelong, Victoria.
Better fertiliser decisions for cropping
Simon Speirs

Synopsis
The “Making Better Fertiliser Decisions for Cropping Systems in Australia” project is supported extensively by the grains and fertiliser industries. It aims to collate all available soil test–crop response trials to a single, national, on-line repository. These data will be used to review soil test–crop response calibrations nationally and where sufficient data exists, individual crop calibrations will be developed on a range of geographic scales so that consistency in interpreting soil test results will be possible. The database will be used to identify knowledge gaps and will be available to users from the grains and fertiliser industries through an on-line interrogator tool. This paper will showcase the development of the database and will present examples using the on-line interrogator tool.

Biography
Dr Simon Speirs graduated from the University of Sydney with a B.Sc.Agr (2000) and with a PhD (2006) after researching the impacts of irrigation water quality on the structure of vertosols. Dr Speirs contributed to evaluations of the cotton industry’s BMP program. After joining Industry & Investment NSW (2006), he was a key contributor to research and extension in central NSW addressing precision agriculture and subsoil constraints. Dr Speirs has led a number of initiatives developing and delivering extension resources for grain growers and graziers. In 2009 Dr Speirs was appointed to lead the “Making Better Fertiliser Decisions for Cropping Systems in Australia” project.
The Beale Review: a new direction for AQIS
Jonathan Benyei

Synopsis
‘Australia’s biosecurity system will be most effective if resources are targeted to those areas of greatest return from a risk management perspective’ One Biosecurity: A Working Partnership, Beale et al 2008.

The Beale review was an independent review of quarantine and biosecurity arrangements, and it found that Australia has a good biosecurity system in place but identified that it was far from perfect and needed updating. The quote above highlights one of the key ways in which the department is seeking to change how it operates.

The focus of the department is changing as a result of this review and some of these changes are:
• Biosecurity not just ‘quarantine’
• New analytics capability
• New systems & ways of working
• More transparency
• New legislation
• Shared responsibility between Australian governments, the public and industry.

Biography
Jonathan is the General Manager, Cargo Operations in the Australian Quarantine and Inspection Service. Having joined AQIS in mid 2009, Jonathan is responsible for incoming sea cargo, air cargo and shipping biosecurity.

Jonathan has worked closely with health, agriculture and manufacturing industries over many years to find the right balance between government and industry needs. Previous positions have included gene technology regulation, medicines policy, litigation and managing Australia’s blood supply.

He is currently working with a highly motivated and skilled team around Australia to improve the way AQIS identifies and manages risk – to protect Australia’s environment, agricultural industry and population – without unnecessarily impeding business.

Jonathan is enthusiastic about working with the fertilizer industry to help deliver intelligent, risk-based and confident biosecurity for Australia.

The new biosecurity legislation and development of standards for third party providers
Wayne Terpstra

Synopsis
The department is in the process of drafting new biosecurity legislation to replace and modernise the Quarantine Act 1908. It is intended to facilitate risk-based biosecurity management and there are proposed arrangements to recognise competence and compliance from industry, either through reduced intervention or other appropriate measures. There will be more of a reliance on partnerships with industry in order to achieve these outcomes.

The bulk and container protocols that have been developed with the fertiliser industry already incorporate many of these aspects, and they are an effective model for other industry groups.

AQIS is also seeking to develop standards for third party providers, such as auditors and surveyors used in the protocols. This will focus on refining roles and competencies for AQIS to accept these third parties. No major changes are anticipated for the Imported
Bulk Cargo Fertiliser Inspection Protocols or the Imported Containerised Fertiliser Inspection Protocols.

Biography
Having joined the Australian Quarantine and Inspection Service in 2004, Wayne is National Manager, Sea Cargo Program responsible for incoming sea cargo biosecurity.

Wayne’s previous work in AQIS has been as the National Manager, Compliance and Investigations and the National Manager, Seaports Program.

Wayne began his career in the Australian Federal Police in 1989 and joined the Australian Public Service in 2000. He has served in a number of risk abatement, compliance and operational policy related roles at a variety of levels with the Australian Taxation Office.

Imported Bulk Cargo Fertiliser Protocol – review and development
Jose Arias

Synopsis
The Imported Bulk Cargo Fertiliser Inspection Protocol commenced in 2004 and has been very successful to date with no shipments being re-exported and no consignments being imported with significant contamination since then.

AQIS has been working closely with FIFA in reviewing the protocol and two major changes have been implemented as of 1 August 2010.

The first is a change to the maiden voyage requirement for Level 1 vessel accreditation that will now allow vessels that have never carried an actionable cargo to be rated as Level 1.

The second is the introduction of the new Level 1 Gold supply chain status. This is for eligible Level 1 supply chains that have been assessed as very low risk under the new criteria.

Biography
Jose is the Operations Manager, Sea Cargo Program in the Australian Quarantine and Inspection Service. He joined AQIS in 2001 working in the Sydney office in areas such as air cargo, Sydney Airport and sea cargo operations.

He joined the Sea Cargo Program in mid 2008, bringing his years of operational experience into the policy environment.

As the Operations Team Manager he works closely with the Bulk Commodities National Coordination Centre in Newcastle to manage fertiliser imports policy, as well as managing day to day operational issues.
Imported Containerised Fertiliser Protocol – review and developments
Martyn Ellis

Synopsis
The Australian Quarantine and Inspection Service (AQIS) Imported Containerised Fertiliser Protocol now has been operating for three years. As such, it is opportune to take time to discuss this protocol, the potential benefits for both importers and AQIS, and to look to future opportunities to refine the protocol if required.

The Imported Containerised Fertiliser Protocol has seen small numbers of import permits issued at Level 2 status. Those importers who have imported at Level 2 have done so with no rejections for Quarantine Risk Material. The protocol has been amended to remove the requirement for annual import permit renewal which required an annual third party audit of the system. Import Permits and system audits are now required bi-annually.

Biography
Mr Ellis has over twelve years experience with AQIS in a variety of roles in Sydney and regional operations covering air cargo, seaports, import and plant export functions.

Mr Ellis has been the Manager of the AQIS Bulk Commodities National Coordination Centre in Newcastle for the last two years. He has been with the centre since its inception in 2004 and it is this experience of day to day responsibility for both the Containerised and Bulk In-Ship Fertiliser Protocols that Mr Ellis will bring to the conference in discussing the AQIS Imported Containerised Fertiliser Protocol.
Wednesday August 25

13:00 - 15:00

Session 8: Markets

Humour after lunch!
Scott Williams - The Doctor of Laughter

Challenges and opportunities for the fertilizer industry: fertilizers and agricultural production
Michel Prud’homme

Synopsis
Each year, almost 80 million people are added to the world population which is currently at 6.8 billion, half of which resides in the cities. By 2050, world population is projected to reach 9 billion. It will require more food, feed, fibre and biofuels from limited land and water resources. Modern agriculture has the daunting task of producing enough at the same time nutritious food while protecting the environment, enhancing biodiversity, and mitigating climate change. About half of the world’s population is fed today thanks to the Haber-Bosch process of nitrogen fertilizer production combined with high yielding crop varieties, irrigation facilities and modern technologies. Global fertilizer use has increased by almost six-fold over the past five decades, from 32 Mt in 1961 to 170 Mt by 2010/11, with 104 Mt of N, 39 Mt of P2O5 and 27 Mt of K2O.

The factors driving fertilizer demand include continued world population growth, increased income and resulting diet diversification, urbanization, biofuel development, limited immediately available additional arable land, increased recycling of organic nutrient sources, and improved nutrient use efficiency, among others. The fertilizer industry is forever challenged with supplying the farmers with the right fertilizer products, at the right rate, right time and right place.

In response to these challenges, the fertilizer industry has undertaken some initiatives such as reducing the environmental footprint at production sites while enhancing fertilizer production capacities, developing fertilizer best management practices, improving last-mile delivery in developing countries, developing products with built-in enhanced efficiency, improving human nutrition through micronutrient applications to crops, and better understanding the interactions between water management and fertilizer use.

This paper will discuss the challenges and opportunities in agriculture for the fertilizer industry in meeting the food and nutrition security goals while protecting the environment, enhancing biodiversity and mitigating climate change.

Biography
Mr. Michel Prud’homme is Director of the International Fertilizer Industry Association (IFA) Production and International Trade Service. He joined IFA in 2000 as the Executive Secretary of the Agriculture Committee. In 2002, he moved to the Production and International Trade Committee.

Prior to joining IFA, Michel Prud’homme worked for the Government of Canada at the Department of Natural Resources Canada for 18 years as Senior Mineral Advisor on industrial minerals and rural issues.

He holds Bachelor and Master degrees in Geological Engineering from Ecole Polytechnique of Montréal, and a Diploma in Business Administration from the University of Ottawa.
Australian fertilizer industry value and issues
Terry Ryan

Synopsis
The Australian fertiliser industry is worth more than $40 billion when the effects on agricultural production and the consequent economic multipliers are taken into account. The economic value of the industry is evaluated against a background of policy issues including food security, productivity growth, peak phosphorus, bio-fuels and a carbon price.

Economic analysis that takes a new approach to the full value of the Australian fertilizer industry will be presented and explained. The place of the Australian industry in a large global marketplace will also be discussed and given context in the light of recent discussion on the competitiveness of the industry. Some analysis on the likely effects of a future carbon price on the fertilizer industry will also be discussed.

Biography
Terry Ryan is an independent economic consultant with extensive experience in policy and economic analysis. His career includes senior management at the Energy Supply Association of Australia, Senior Adviser to Cabinet Ministers including the Deputy Prime Minister and Policy Director of the New South Wales Farmers Association. He has worked previously for the then Industries Assistance Commission and New Zealand Treasury.

Many of the papers he has published or researched were groundbreaking in deriving economic variables of benefits and costs from various interventions where there has been very little data.

Terry Ryan has an economics degree and has published extensively on industry and taxation economics.
Session 9: Markets

The future of global phosphorus: a soft landing or a hard landing?

Stuart White and Dana Cordell

Synopsis

This presentation will describe and review the status of global phosphorus supply and demand, as well as the situation in Australia. It will highlight the significance of this resource and the nature of its scarcity. The scarcity of phosphorus has many dimensions, not only the obvious physical limitations of rock phosphate, but is also complicated by geo-political aspects, management and data scarcity and crucially, a lack of appropriate institutional frameworks to manage the future of the resource, both within Australia and globally. A range of scenarios for the future of phosphorus at the global and Australian level will be presented, demonstrating the potential for a ‘hard landing’ or a ‘soft landing’.

Biography

Professor Stuart White is the Director of Institute for Sustainable Futures at the University of Technology Sydney and leads a team of researchers across a range of aspects of ‘creating change towards sustainable futures’. His own research has focused on the future of resources use, including technical, economic and policy means to reduce the inefficiency of resource use. He is widely published in many areas of sustainability. Stuart is a founding member of the Global Phosphorus Research Initiative, and has had a lifelong interest in the use of phosphorus in agriculture, starting with his early years growing up on a sheep and cropping farm in Western Australia.

Global fertilizer market – context, trends and developments

Chris Reynolds

Synopsis

What are the global drivers of fertilizer demand? How is the availability of arable land affecting the need for fertilizer? What changes are taking place in diets around the world? How quickly are these changes being made? Do further opportunities exist for improving crop production in developing countries? What effect is the production of biofuels having on global crop demand? How have recent changes in the markets for crops and fertilizers affected the economics of fertilizer use? What is the market outlook for nitrogen, phosphate and potash fertilizers? How will future growth in demand for potash be satisfied? These and other questions will be answered by Chris Reynolds in his presentation.

Biography

Chris Reynolds is Vice President, International Sales & Trinidad Ammonia at PotashCorp. PotashCorp is the world’s largest fertilizer company by capacity, producing the three primary crop nutrients – potash, phosphate and nitrogen. PotashCorp has a market capitalization in excess of $30 billion with operations and business interests spanning seven countries.

Prior to joining PotashCorp, Chris worked for seven years in Sydney for Agrow Australia marketing products in the Australian fertiliser market on behalf of international suppliers. Chris received his Bachelor of Agricultural Economics in 1995 from University of New England, Armidale, New South Wales, and his Masters in Business Management in 2002 from the Macquarie Graduate School of Management in Sydney.

Chris has been with PotashCorp and based in Chicago since September, 2003.
Australian agricultural outlook
Paul Morris

Synopsis
The presentation will cover the short term outlook for the key agricultural industries across Australia for 2010-11 as well as the main drivers and challenges facing the Australian agriculture sector over the medium term. In addition, the influence on farm financial performance of expenditure on fertiliser by farmers will be examined by drawing on data collected in annual farm surveys undertaken in the broadacre and dairy industries. These industries account for 68 per cent of commercial-scale agriculture in Australia and are responsible for the management of more than 90 per cent of the total area under agriculture land.

Biography
Paul Morris has been a professional public servant in the agricultural, fisheries, forestry and natural resources areas for the past 25 years. During this time he has served in research, policy and senior management positions. He is currently Deputy Executive Director, Australian Bureau of Agricultural and Resource Economics, in the Australian Government Department of Agriculture, Fisheries and Forestry (DAFF), a position he has held since February 2010. In this position he is responsible for the oversight of ABARE’s research and commodity forecasts into the agriculture, fisheries, forestry and resources sectors. ABARE is a professionally independent government research agency.

Mr Morris previously served as Executive Manager, in the trade division of DAFF. He has also held positions as Executive Manager, Innovation and Operating Environment in the Department, various senior positions in ABARE, as well as positions on the secretariats of the Royal Commission into Grain Storage, Handling and Transport; the Vines review into the wool industry; and the Garnaut review into the wool industry. Mr Morris served as Minister-Counsellor (Agriculture and Resources) at the Australian Embassy in Washington DC between 1996 and 1999.

Mr Morris has economics qualifications from the University of Melbourne and the Australian National University.

A summary of fertilizer resource projects in Australia
Owen McCarron

Synopsis
A growing global population and shrinking area of arable land drives significant opportunity for investment in fertilizer resource projects. Factors including: peak phosphorus; bio-fuels; growth in investment in soft commodities; government instability in many resource-rich regions; as well as population growth and the need to grow “more-on-less”, gives prospect for Australian resource projects to be viable and profitable operations. This presentation identifies and classifies known fertilizer resource either underway or under investigation in Australia. It will note the region, the resource, its potential size and stage of development of the project.

Biography
Owen McCarron founded conNEXUS global in 2006, an innovative agricultural consultancy servicing domestic and international crop nutrition markets. Owen was previously with Agrichem and owner of Just Turf.

Owen is a director of Sonic Essentials, a company with IP in micro and nano-structure trace elements specialising in high analysis suspension concentrates. A partner in Neumos produce, Australia largest hazelnut growing and processing operation. As a partner in the IPM MasterClass Owen delivers on a core philosophy – Education. In 2009, the IPM MasterClass hosted a lecture series with Dr Larry Murphy and Prof Patrick Brown on soil and plant nutrition.
Thursday August 26

08:15 - 09:45

Session 10: Key Note Speaker

Manage the market – lead the staff

John Lees

John Lees is a speaker, trainer and consultant, specializing in sales and marketing. He is the author of 11 books on business development. He was marketing and sales director for Schwarzkopf in Australia and New Zealand. After leading those operations to become market leader and the best performing subsidiary for the company worldwide, he was appointed global marketing consultant to the German organisation. John speaks and trains sales and marketing, based on material from his books.

9:45 - 16:00

Social Interaction

• Rainforest ramble

• Gold Coast cruise

• Fertilizer industry golf at Robina Woods
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