



In recent years Argentina's grains industry has rebounded.

Current developments in Argentina's grains industry will be outlined with a focus on economics and supply chains, farming practices, agricultural technology and machinery, and research and development.

This forum will discuss the emerging challenges and opportunities for Australia that flow from developments in Argentina.

# Argentina's grains industry: challenges and opportunities for Australia

**DATE** Friday 16 November, 2018  
**TIME** 2.15pm  
**VENUE** The University Club of Western Australia (Case Study Room 2)  
 Hackett Drive, Crawley, Western Australia  
 (Entrance #1 – Carpark #3)  
**RSVP** Monday 12 November  
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## Program

Time	Topic	Presenter
2.15–2.20pm	Welcome	UWA School of Agriculture
2.20–2.30pm	Introduction	Diego Berazategui, Executive Chairman, ArCham
2.30–3.10pm	Wheat farming in Argentina	David Hughes, farmer and president of ArgenTrigo
3.10–3.30pm	Agricultural machinery in Argentina: opportunities for Australia	John Henchy, Executive Officer, Farm Machinery & Industry Association
3.30–3.45pm	Afternoon tea	
3.45–4.15pm	Argentina's grains industry: implications for Australia	Prof Ross Kingwell, Economics Services Manager, AEGIC
4.15–4.55pm	Q&A/discussion session	Panel of speakers. Facilitator, Dr Peter White, Senior Project Manager, AEGIC
4.55–5.00pm	Wrap up and close	Diego Berazategui
5.00–6.00pm	Light refreshments	



# Key presentations

## David Hughes

AGRICULTURAL ENTREPRENEUR  
AND PRESIDENT OF  
ARGENTRIGO (WHEAT SUPPLY  
CHAIN ASSOCIATION IN  
ARGENTINA)



### > TOPIC

David will outline the nature of grain farming in Argentina and what has been driving the impressive growth in Argentina's production and export of wheat over the past five years. David will also describe how farmers groups support profitable farming systems in Argentina through its impressive CREA (Regional Consortiums of Agricultural Experimentation) network and how this may have relevance for Australian farmers.

### ABOUT DAVID

David is a partner and President of TraulenCo, an agribusiness and services company in Argentina. He has worked in the agricultural sector for more than 35 years and has a wealth of experience in farm management and consultancy.

In addition to acting as the President of Argentrigo, David sits on a number of advisory boards on agricultural technological companies including Auravant and Agrozone which have a focus on big data. He is also a representative of the CREA network.

## John Henchy

EXECUTIVE OFFICER  
FARM MACHINERY & INDUSTRY  
ASSOCIATION OF WA (FMIA)



### > TOPIC

John will describe the opportunities the Argentine agricultural sector presents for Australian farmers, particularly in relation to machinery produced in Argentina and their suitability for use by Australian farmers.

### ABOUT JOHN

John's entire career has been in the agricultural mechanisation industry which has given him a broad knowledge of its application and distribution. John has worked at the dealership level with three major multinational companies including most recently John Deere in the capacity of Division Marketing Manager and Product Development Manager.

His role with the FMIA sees him responsible for managing and representing over 130 farm machinery dealers, regional manufacturers, importers and exporters in the farm mechanism industry in Western Australia.

## Prof Ross Kingwell

CHIEF ECONOMIST  
AUSTRALIAN EXPORT GRAINS  
INNOVATION CENTRE (AEGIC)



### > TOPIC

Ross will present the key findings of AEGIC's latest report 'Argentina's grains industry: implications for Australia'. He will explain the impact of rising Argentinian wheat exports on international markets, the likely impact on the Australian industry and the options it has to respond.

### ABOUT ROSS

In addition to his role as Chief Economist at AEGIC, Ross is also employed as professor of agricultural economics in the School of Agriculture and Environment at the University of Western Australia (UWA). He chairs the Australian Farm Institute's research advisory committee and has served as co-editor of the Australian Journal of Agricultural and Resource Economics.

Ross is a past-president of the Australasian Agricultural and Resource Economics Society and his research interests and expertise are principally in farming systems and industry analysis.

## Diego Berazategui

EXECUTIVE CHAIRMAN  
ARGENTINE CHAMBER OF  
COMMERCE - AUSTRALIA  
(ARCHAM)



### > TOPIC

Diego will participate as a panel member in the discussion forum on the emerging challenges and opportunities for Australia that flow from developments in Argentina.

### ABOUT DIEGO

Diego has over 20 years of international experience in the resources and agricultural industries. He completed a Masters Degree in Mechanical Engineering from the University of Buenos Aires before relocating to Australia with his wife in 2009 to work for Argentina's biggest multinational company, Tenaris.

Diego is currently the Managing Director of Akrom Australia and the Executive Chairman of the Argentine Chamber of Commerce in Australia. He is an active member of the community in Western Australia and is passionate about developing links between Australia and Argentina.

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