



## ADVOCACY FOCUS 2022

Australia has world class manufacturers and producers who are supported by skilled logistics professionals and are ready to take advantage of the opportunities created by free trade agreements and those economies recovering from COVID-19.

As outlined in a detailed [submission](#) to the Productivity Commission, the Australian Peak Shippers Association (APSA) and Freight & Trade Alliance (FTA) noted these opportunities will not be fully realised while the costs of trade are prohibitive and access to markets are restricted. A need exists to review competition law protections currently provided to international shipping lines; sea freight capacity; terminal access charges; container detention fees; the ongoing threat of waterfront industrial action; airfreight capacity; as well as the need for improved biosecurity and trade facilitation measures.

APSA will address these policy matters in line with the terms of reference of the recently announced [Productivity Commission review](#) at a dedicated conference on 30 and 31 August 2022 in Wagga Wagga, New South Wales. The conference will include panel discussions with members, key stakeholders and rural exporters and has an aim to maximise networking opportunities including a site tour of the [Riverina Intermodal Freight & Logistics \(RIFL\) Hub](#) and a cocktail function at the exclusive [Riverine Club](#), Wagga Wagga.

## MAJOR SPONSOR



**Optimised Global Trade Management Solutions – Enhanced business improvement solution for global traders**

*BSM Global Trade Management solutions are used by most APSA members. GTM solutions improve the management of complex international trade requirements, plus integrate with ERP, accounting & production systems. Seamlessly aligning information flows across the supply chains, automating trade documentation, improving visibility & shorter order to cash cycles*

## STRATEGIC SPONSOR



**Join your peers in the vibrant regional centre of Wagga Wagga.**

*Extend your stay and discover the delicious food and wine scene, wonderful galleries, tranquil riverbank walks, gorgeous gardens and parks, and fascinating heritage.*

*(click on the below image to find out more about the Riverina region)*



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**TUESDAY 30 August 2022**

**APSA Annual General Meeting (MEMBERS ONLY) Breakfast 8am to 10am** (Wagga Wagga RSL)

**SITE TOUR – Riverina Intermodal Freight & Logistics (RIFL) 1.30pm to 4.15pm** (Wagga Wagga RSL)  
Sponsor: City of Wagga Wagga, Regional Development Australia & Visy Logistics



- Site tour and refreshments

**WELCOME FUNCTION – 6.30pm** (Riverine Club)  
Sponsor: Committee 4 Wagga



- Engage with industry peers, government officials, presenters and sponsors in the surrounds of the exclusive Riverine Club

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## SESSION SPONSORS



## GOLD SPONSORS



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## BRONZE SPONSORS



To obtain an event sponsorship prospectus, please contact [Paul Zalai](#)

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## WEDNESDAY 31 AUGUST 2022 – WAGGA WAGGA RSL

Registration from 8am for the 8.30am official opening

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- OPENING: **Olga Harriton** [Chair, Australian Peak Shippers Association (APSA), Global Logistics Manager – Manildra Group] **Paul Zalai** [Director, Freight & Trade Alliance (FTA) / Secretariat Australian Peak Shippers Association (APSA)]
- WELCOME TO COUNTRY: **Aunty Cheryl Penrith**

### SESSION 1 – INFRASTRUCTURE (Session Sponsor: Port of Melbourne)

- **Georgia Nicholls** [General Manager – Rail Freight, Australasian Railway Association]
- **Shaun Mooney** [Executive General Manager Commercial, Port of Melbourne]
- **Darren McNamara** [Director Strategy Freight Branch, Transport for NSW]
- **Matt Eryurek** [General Manager – Ports & Government Relations, SCT Logistics]
- **Lee Schmelich** [Country Manager Australia, Visy Logistics]
- **Mark Owens** [National Transport and Logistics Manager, Manildra Group]

PANEL DISCUSSION - *“Will current rail reforms and our port interface support growth of rural exports?”*

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### MORNING TEA – 10.15am to 10.45am

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- REGIONAL FEDERAL MEMBER ADDRESS: **The Hon. Michael McCormack** [Member for Riverina, NSW / Shadow International Development and The Pacific Minister]

### SESSION 2 – PORTS AND SHIPPING (Session Sponsor: NSW Ports)

- **Campbell Mason** [GM Commercial and Business Development, NSW Ports]
- **Patrick Chan** [Chief Commercial Officer, Victorian International Container Terminal (VICT)]
- **Jason McGregor** [ANL & CMA CGM Sales Director Australia]
- **Kurt Wilkinson** [Past - Vice Chair Australian Peak Shippers Association (APSA)]
- **Nigel Lotz** [GM Operations, GrainCorp]
- **Brett Charlton** [Panel Member, National Freight & Supply Chain Strategy / DSV Global Transport and Logistics]

PANEL DISCUSSION – *“Will market forces deliver intermodal, port and shipping capacity to meet the needs of exporters?”*

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### LUNCH – 12.15pm to 1.15pm

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- MINISTERIAL ADDRESS: TBA

### SESSION 3 – REGULATORY REFORM (Session Sponsor: to be advised)

- **Mick Keogh** [Deputy Chair, Australian Competition and Consumer Commission]
    - Compliance & enforcement – disruption in supply chains
    - Part X of the Competition & Consumer Act – retention or repeal?
    - How can industry assist?
  - **Stephen King** [Commissioner, Productivity Commission]
    - Australia’s Maritime Logistics Systems – formal review draft report, industry submissions and next steps
    - Future international shipping trends – threats and opportunities
    - Scope of potential government intervention
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### AFTERNOON TEA – 2.45pm to 3.15pm

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BEST PRACTICE CASE STUDY: TBA - creation of an agile environment to deal with the ever-changing world of international trade.

**SESSION 4 – INNOVATION** (Session Sponsor: Department of Agriculture, Fisheries and Forestry)

- **David Ironside** [Assistant Secretary Plant Exports Operations Plant and Animal Exports Division – Department of Agriculture, Fisheries and Forestry]
- **Patrick Hutchison** [CEO, Australian Meat Industry Council (AMIC)]
- **Arthur Spellson** [Cotton Manager Australia, ADM Trading Australia, Director, Australian Cotton Shippers Association (ACSA)]
- **David Alpen** [Regional Operating Officer ANZ at Treasury Wine Estates]
- **Robert Flemming** [Managing Director – BSM Global]

**PANEL DISCUSSION – “Geopolitical tensions, Biosecurity threats, vessel availability and freight rates – what strategies are required to diversify markets and safeguard our sector of commerce?”**

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**REFRESHMENTS & NETWORKING – 4.45pm to 6pm**

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**COMPETITION COMPLIANCE STATEMENT**

The Australian Competition and Consumer Act strictly prohibits anti-competitive behaviour. This is behaviour that limits or prevents competition.

Examples of anti-competitive behaviour prohibited under the Act includes:

- contracts, arrangements or understandings that are likely to substantially lessen competition in a market;
- agreements by businesses with their competitors to fix prices, rig bids, share markets or restrict outputs;
- acting collectively with competitors when making decisions about pricing, which firms they do business with, and the terms and conditions of doing business.

Participants at the APSA Conference are prohibited from discussing with competitors pricing, tenders, terms of supply and any other commercially sensitive information that may be connected with anti-competitive behaviour.

If you hear such conversations please report them to the APSA Secretariat. People involved in any such conversation will be required to leave the Conference and in serious cases, we will have to terminate the event.

So please mix with your peers and network but leave any conversation about pricing and customers to another time.

**EVENT SECRETARIAT**

For further event detail, please contact Caroline Zalai (Director Finance, Training and Events)

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