

Dr Terry Sheales

Terry has a substantial record of successfully advocating and helping shape strategic and operational approaches aimed at ensuring Australia's primary industries contribute in a significant way to the overall economic wellbeing of the nation.

Terry holds PhD and masters degrees from Cornell University in the United States, where he specialised in industry, trade policy and marketing research. He also holds an honours degree in agricultural economics from the University of New England, Armidale.

Much of Dr Sheales' professional career has involved leadership roles in economic research and commodities forecasting at the Australian Bureau of Agricultural and Resource Economics (ABARE). Positions occupied include Deputy Executive Director (2 years), Chief Economist (4¹/₂ years) and Chief Commodity Analyst (8 years). In these roles Terry was variously responsible for leading ABARE's commodity market analysis and forecasts, studies of domestic and international marketing and trade policy issues affecting Australia's commodity industries, and the administration of the Bureau.

Published research in which Dr Sheales was the lead researcher include DAFF's stocktake of the Australian agriculture and food sector (2005); the Corish review of Australian agricultural policies for the future (2006); assessments of the potential economic effects of adopting recommendations of Biosecurity Australia's Import Risk Analyses for pork, bananas and apples (2004); a major research report on future challenges for the Australian wine industry (2006); and an inter-departmental review of biofuels policies (2008).

Additional published research led or substantially contributed to by Terry include an economic and resource assessment of the Lake Eyre Basin (1996); policies affecting global sugar market expansion (1999); the Basel Convention on trade in hazardous wastes (1996); dairy and wool marketing reforms (1990s), and wheat marketing reviews and reforms (1990s and 2008).

On the representational front, Dr Sheales has provided economic and analytical support to negotiations on diverse issues such as market access for beef in Japan, lamb in the United States and global trade in sugar, as well as on the development of international agreements on aluminium and hazardous wastes trade. Terry has also represented Australia at international meetings on lead, zinc, nickel, energy and agriculture. He chaired the OECD Combined Cereals, Animal Feeds, Sugar, Meat and Dairy Products Working Party on Agricultural Policies and Markets in 2002-04.

Terry has considerable experience in giving high level public presentations, including at the National Press Club and its equivalent in Japan; at industry conferences in Australia and overseas; at Parliamentary hearings; and in dealing with the domestic and international media (print, radio and television). He has a long record of successful communication with farmers, miners, service providers, bankers, public servants, members of Parliament and Government Ministers on all sides of the political fence.

Terry comes from a farming background and before joining (what was then) the Bureau of Agricultural Economics in the 1970s, he managed his family's livestock and grain farming business at Wagga Wagga in southern New South Wales. He remains a co-manager of that enterprise as well as manager of a small private investment fund.

Dr Sheales is a member of the Australian Agricultural and Resource Economics Society (AARES), and has been a recipient of the American Agricultural Economics Association (AAEA) Award for Outstanding US Master's Thesis, and an Australian Public Service Board Scholarship for postgraduate study.

Education

Doctor of Philosophy, (agricultural economics & marketing), Cornell University (1985).
Thesis: 'Hedging Australian Wheat Exports on US Futures Markets: An Analysis of Potential Gains and Losses'.

Master of Science, (agricultural economics & trade), Cornell University (1982).
Thesis: 'Intertemporal Basis Behavior on the Chicago Wheat Futures Market'.

Bachelor of Agricultural Economics (Hons 1st class), University of New England (1973).

Professional membership and awards

Australian Agricultural and Resource Economics Society (1974 to present)

Australian Government Senior Executive Management Program (1989)

American Agricultural Economics Association Award for Outstanding US Master's Thesis (1983)

Australian Public Service Board Scholarship for postgraduate study (1979-82)

Rural Bank 'Star Award' for agricultural travel/study overseas (1973)

Bureau of Agricultural Economics' Cadetship (1972)

Some career highlights

- Corish review of Australian agricultural policies (2005-06)
- Assessment of the potential economic effects of Biosecurity Australia's import risk analyses for pork and bananas (2004)
- Research report on future challenges for the Australian wine industry (2006)
- Agriculture and Resources Departments' joint review of biofuels policies (2007)
- Economic and resource assessment of the Lake Eyre Basin (1996)
- Research report on policies affecting global sugar market expansion (1999)
- Report on the Basel Convention on trade in hazardous wastes (1996)
- Dairy and wool marketing reforms (1990s)
- Wheat marketing reviews and reforms (1990s and 2008)
- Economic support to negotiations and representations on market access for beef in Japan (1988); lamb import quotas in the United States (1997); global trade in sugar (1999); and development of international agreements on aluminium (1994-95) and hazardous wastes trade (1996).
- Chair of the OECD Combined Cereals, Animal Feeds, Sugar, Meat and Dairy Products Working Party on Agricultural Policies and Markets in 2002-04.
- Analysis of income volatility (1974) resulting in the introduction of Farm Management Deposits that continue with some contemporaneous modifications.