

# GTA Overview

## About Grain Trade Australia

Grain Trade Australia (GTA) is the focal point for the commercial grains industry within Australia and acts to ensure there is an efficient, equitable and open trading environment given the prevailing industry structure in place.

- GTA is non-political
- GTA is industry driven and managed

The primary focus for GTA is to provide the commercial rules and grain trading standards that are used across the entire Australian grain industry.

### BACKGROUND

GTA was formed in 1991 to standardise grain trading standards, trade rules and grain contracts across the Australian grain industry to enable efficient facilitation of trade across the grain supply chain.

GTA has over 260 organisations as members ranging from regional family businesses to large national and international trading/storage and handling companies.

The vast majority of:

- Grain contracts executed in Australia refer to GTA grain trading standards and/or trade rules; and
- Grain storage and freight movements are made by GTA members.

Grain Trade Australia Ltd changed its name in 2009, to better reflect the position of the organisation within the industry.

### GTA CORE FUNCTIONS

GTA's role is to ensure the efficient facilitation of commercial activities across the grain supply chain. It achieves this by providing the industry with some key tools.

### GTA Grain Trading Standards

GTA develops and publishes the wheat

and coarse grain trading standards for the industry and distributes the standards for oilseeds (developed by Australian Oilseeds Federation), pulses (developed by Pulse Australia) and birdseed as developed by the Queensland Agricultural Merchants.

These standards are the basis of trade for domestic and export contracts.

### GTA Contracts

GTA has developed the following contracts for use within the Australian grain trade.

**Contract No. 1** for Grain and Oilseeds In Bulk FOB Terms – Contract for export shipments in bulk.

**Contract No. 2** for Grain and Oilseeds In Bulk Delivered Price Basing Point or Port Terms (Basis Track) – this contract enables export traders and large domestic end users to aggregate large tonnages from merchants.

**Contract No. 3** for Grain/Oilseeds /Birdseeds/Pulses etc. – this contract, was specifically developed for trade between producers and grain merchants.

**Contract No. 4** – for Grain/Oilseeds/ Birdseeds and Pulses in containers Delivered Container Terminal (DCT)



contract for shipments with delivery to the container terminal.

**Contract No. 5** CFR/CIF Contract for Grain in Containers - contract for export shipments in containers.

**Bulk Freight Contract** for the road transportation of grain.

**Storage & Handling Agreement** a generic contract to be adopted as required.

**Voyage Charter – AusGrain 2013** designed specifically for Australian grain exports.

### GTA Trade Rules

GTA Trade Rules underpin the GTA contracts and are the basis of trade for other specialty grain contracts.

## GTA Dispute Resolution Service

GTA conducts an Arbitration service to deal with commercial contract disputes. The three methods available to resolve a dispute are:

- Expert determination,
- Fast Track Arbitration; and
- Full Arbitration.

The service is open to all participants of the grain trade, not just GTA members.

## Legal authority of GTA Contracts & Trade Rules

GTA Contracts and Trade Rules are backed by the Australian legal framework and have been challenged at the following jurisdictions:

- Small Claims Tribunals
- County Court
- State Supreme Courts
- Federal Court of Australia

## RELATED FUNCTIONS

GTA related functions support its core functions and other aspects of its members' businesses.

## INDUSTRY CODES

### Australian Grain Industry Code of Practice

Developed by GTA on behalf of the industry, the Code of Practice details all the quality processes that the industry uses to ensure Australian grain meets domestic or export end user requirements.

As a demonstration of the industry's desire for continual improvement and self-regulation, adherence to the Code is mandatory for GTA Members.

### Grain Transport Code of Practice

The Grain Transport Code of Practice has been developed as an important tool to assist participants transport grain to their designated markets quickly, safely and within the relevant laws.

## ADVOCACY

GTA is non-political, however, issues arise from time to time where there is common agreement amongst members and GTA represents their interests. GTA is a member of a number of key organisations.

### International Grain Trade Coalition (IGTC)

Members are drawn from the major grain importing and exporting countries.

The IGTC represents their interests at world trade forums such as the UNEP Convention on Biological Diversity, better known as the Cartagena Protocol.

**Australian Department of Agriculture**  
Grains & Plant Products Export Industry Consultative Committee

### Agricultural Biotechnology Council of Australia

Established to ensure that the Australian public policy and regulatory environment for agricultural biotechnology is guided by scientifically credible and factually-correct information.

### Department of Foreign Affairs and Trade

Issues such as the Cartagena Protocol on Biosafety

### National Grains Research, Development & Extension Strategy

Aims to develop a profitable, competitive and sustainable grains industry with spill-over benefits to the broader agricultural sector, the food processing industry and the Australian community.

## PROFESSIONAL DEVELOPMENT

GTA conducts a vigorous professional development program across Australia. Each year GTA trains in excess of 300 grain industry personnel.

### Workshops / Courses

Conducted annually in each State on a range of topics including Trade Rules & Contracts, Understanding Grain Markets, Grain Merchandising, Standards, Export Contracts and Documentation and Grain Accounting.

GTA has developed a **Diploma in Grain Management** which is the first formal qualification in the grain industry in Australia.

The Diploma caters for new entrants into the industry along with recognised prior learning for established industry participants.

## OPERATING STRUCTURE

GTA derives its revenue from membership fees and the provision of services to the grain industry.

### Staff

GTA operates with four full time staff members including a Chief Executive Officer, Operations Manager, Office Manager and Member Services Coordinator to ensure a timely response to the activities of GTA and member needs.

### Board of Directors

GTA's Board of Directors is responsible for the strategic direction of GTA and the adherence to ongoing compliance and statutory legislative obligations. The Board



## Communications

**Website** GTA's website has been developed to be the online reference library for all issues associated with the trading of grain in Australia.

**Member Updates** are emailed to members on an "as required" basis and cover pertinent technical and contract issues

**NewsInGrain** is the GTA newsletter with 3 editions produced annually and can be downloaded from the website.

**GRAIN Matters** is a monthly e-news bulletin emailed to members and industry participants. You can subscribe to this from the homepage of the website.

**GTA Fact Sheets** cover a range of topics including contracts, Trade Rules, Trading Standards and other GTA activities.

**Social Media** GTA actively uses Twitter and LinkedIn to engage with members and the broader industry.



## Industry conferences

### Australian Grains Industry Conference (AGIC)

GTA is one of the host organisations of AGIC which is held in July each year and is recognised as the pre-eminent grain industry conference attracting 900 participants each year.

**AGIC Singapore** commenced in 2014 and is tailored to end users in Asia

# Key points

## Vision

- An efficient, equitable and open commercial grain industry in Australia

## Mission

- To facilitate trade by providing products, services and advocacy for the Australian grain value chain

## Structure

- GTA is non-political
- GTA is member driven and managed



is composed of individuals from the membership classes as well as Directors with Special Qualifications. Board members reflect all sectors of the Australian grain trade and a geographical spread of production and trade.

### Technical Committees

GTA's Technical Committees include:

**Commerce Committee** - responsible for development and ongoing review of GTA Trade Rules, contracts, Location Differentials (LDs) and the GTA Dispute Resolution Rules and process.

**Standards Committee** – responsible for development of wheat and coarse grain trading standards, reference methods and other quality related issues effecting GTA members

**Transport, Storage & Ports Committee** - tasked with advising the GTA Board and industry on issues related to the logistics of grain movement.

**Trade and Market Access** – monitor and liaise with industry on issues relating to local and international grain environment

and policies and develop appropriate responses for the Australian grain industry

**GM Grain Industry Consultative Committee** – uphold and consult with industry on matters included in the GTA GM policy, and in line with the needs of our members.

### Process to review GTA resources

GTA resources are used across the entire Australian grain industry therefore the review of any of the resources must be transparent and inclusive of all sections of the supply chain.

The GTA Technical Committees welcome submissions at any time and all resources under review will be circulated to GTA members and industry for comment prior to adoption or amendment. Unless otherwise marked, submissions to GTA on key issues will be posted on the website.

The Committees will give equal weighting to any submission, irrespective of it has come from a member or non-member, as all parties must be satisfied that the document reflects the commercial grain

trading environment. This approach ensures “facilitation of trade” across the grain supply chain.

### Making it Easier

Standardising grain quality specifications, controls and trade rules enables smooth facilitation of trade, backed by a rigorous and cost effective Dispute Resolution Process

### Available to All

GTA membership is open to any individual, company or organisation actively involved in the grain industry or the supply of services to the grain industry.

### Informing Industry

GTA provides information to enable industry players to stay abreast of the latest trade tools through regular updates, educational programs and representation in domestic and global industry/government circles.

### FURTHER INFORMATION

Head to the GTA website to access all of the products referred to above or contact the GTA office.