



GTA TRAINING AND DEVELOPMENT PROGRAM



GTA EXPORT CONTRACTS & DOCUMENTATION COURSE

Karstens, 123 Queen St, Melbourne

DAY ONE – THURSDAY 23 MAY 2019

8.30 am REGISTRATION

9.00 am INTRODUCTION & WELCOME

9.05 am **GTA and export contracts – an overview**

Pat O'Shannassy, GTA CEO

GTA in response to member request has developed a number of export focused contracts. This session will detail the contracts and how they relate to each other to enable a seamless progression of contracts from producer to the export end user.

9.15 am **Formation of contracts**

Holman Fenwick Willan HFW- Presenter TBA

The contract is only as good as the terms that are incorporated. This session will detail:

- Important terms in International Contracts
- INCO terms
- Breach of contract & remedies

10.15 am MORNING TEA

10.45 am **Formation of contracts (continued)**

Holman Fenwick Willan HFW -Presenter TBA

11.45 am **Aligning the contract to customer requirements**

Gerard McMullen – Principal - McMullen Consulting Pty Ltd & GTA Project Manager (Grain Quality)

12.30 pm LUNCH

1.15 pm **Executing the contract**

Grain Broker – Stuart Richardson McDonald Pelz

Getting the contract right ensures the contract will be fulfilled to the satisfaction of both parties. This session will detail the role of the grain broker and how they interface with the export grain industry.

2.00 pm **Export documentation & Letters of Credit**

Mark Alexander – Global Production Management and Engagement, ANZ Agribusiness

Getting the paperwork right will ensure the cargo sails on time, the exporter is paid and just as importantly be unloaded at the port of discharge. Outline of all the export documents an exporter must obtain that is required by the market.

3.00 pm

AFTERNOON TEA

3.20 pm

Dry bulk ocean freight market, trends and outlook

Logistics of grain movement- Containers TBA

4.00 pm

Questions and overview of the days presentation

5.30- 7.30 pm

You are invited to a Reception hosted by HFW, for networking, drinks and nibbles.



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DAY TWO - FRIDAY 24 MAY 2019

8.20 am	ARRIVE
8.30 am	Charter Parties <i>Stephen Thompson, Partner – Holman Fenwick Willan</i> Contracting the grain to an overseas importer is one thing. Contracting arrangements to charter a bulk carrier is another.
9.15 am	Bills of Lading <i>Stephen Thompson, Partner – Holman Fenwick Willan</i> <ul style="list-style-type: none">▪ What are they?▪ How do they work?▪ What's required?
10.00 am	MORNING Tea
10.30am	Logistics of grain movement - Bulk <i>Tim Ross – Projects Manager GTA</i> Developing and executing a vessel load plan
11.00 am	DAWR Biosecurity - Phytosanitary inspection & certification <i>Assessment Services Group - DAWR Biosecurity</i> Is the ship compliant with all the phytosanitary obligations for Australia and the importing country? What processes are in place within Australia to ensure this occurs with maximum efficiency and minimal disruption to loading?
12.15 pm	LUNCH
1.00 pm	Export Superintendent <ul style="list-style-type: none">▪ What do they do and on behalf of whom?▪ Brief overview of sampling, testing, certification types required and issues arising of Australian practices v international contracts (i.e., differences).▪ Fumigation and documentation
2.15 pm	Logistics of grain movement Alternate supply chain TBA
2.45 pm	Wrap Up & Questions
3:00 pm	CLOSE

Program is subject to change on the day.