



# GTA TRAINING AND DEVELOPMENT PROGRAM



## 2018 GTA Export Contracts & Documentation Course

10<sup>th</sup> & 11<sup>th</sup> May 2018

Citadines on Bourke, 131-133 Bourke St Melbourne

**COST** (Fully catered)  
Early Birds: \$1450 closes 30/04/2018  
Registration: \$1680 after the above date

Name \_\_\_\_\_

Organisation \_\_\_\_\_

Address \_\_\_\_\_

Town \_\_\_\_\_ Postcode \_\_\_\_\_ Mobile \_\_\_\_\_

E-mail \_\_\_\_\_

Special Dietary Requirements \_\_\_\_\_

- EFT Account Name: Grain Trade Australia BSB: 082 057 Account No: 53171 2824
- Credit Card VISA or Mastercard only

Tax Invoices will be issued and emailed once payment has been processed or upon request.

Card No. \_\_\_\_ / \_\_\_\_ / \_\_\_\_ / \_\_\_\_ Amount \$ \_\_\_\_\_

Name on card \_\_\_\_\_ Expiry Date \_\_\_\_ / \_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Registrations close:  
Friday 4<sup>th</sup> May 2018**



# GTA TRAINING AND DEVELOPMENT PROGRAM

## DAY ONE – THURSDAY 10 MAY 2018

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**

*Geoff Farnsworth - Partner – Holding Redlich & GTA Director*

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)**

*Geoff Farnsworth - Partner – Holding Redlich & GTA Director*

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**

*Stuart Richardson - Grain Broker - 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 Quadra Commodities*

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.**

All welcome at

**Level 39, Bourke Place, 600 Bourke St., Melbourne**



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## DAY TWO - FRIDAY 11 MAY 2018

8.20 am ARRIVE

8.30 am **Charter Parties**

*Adam Richardson, Partner – HFW Singapore*

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**

*Adam Richardson, Partner – HFW Singapore*

- What are they?
- How do they work?
- What's required?

10.00 am MORNING TEA

10.30 ***Common pitfalls to avoid in Export Documentation and Compliance***

*Process Manish Desai - ImpexDocs*

Overview of the Export Documentation process, including compliance with Australian Governments requirements. Also highlighting any significant changes to government requirements.

11.30 am **DAWR Biosecurity - Phytosanitary inspection & certification**

*Assessment Services Group - DAWR Biosecurity*

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**

- 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

1.45 pm **Logistics of grain movement - Bulk**

*Tim Ross – GTA Projects Manager*

Developing and executing a vessel load plan

2.15 pm **Logistics of grain movement**

*Jim Riordan - Principal - Riordan Grain Services*

Alternate supply chain

2.45 pm **Wrap Up & Questions**

3:00 pm CLOSE

*Program is subject to change on the day.*