



2017 GTA Export Contracts & Documentation Course

18th & 19th May 2017

Citadines on Bourke, 131/135 Bourke Street, Melbourne

COST (Fully catered)
Early Birds: \$1440 closes 05/05/2017
Registration: \$1580 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:
Monday 15th May 2017**



GTA TRAINING AND DEVELOPMENT PROGRAM

DAY ONE – THURSDAY 18 MAY 2017

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 - Senior 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**

Anthony Diamante – Chartering Manager, Ravensdown Shipping Services

4.00pm **Global & Australian grain trade flows**

Lloyd George – Principal - AgScientia Pty Ltd & GTA Project Manager (Commercial)

4.45 pm **END OF DAY ONE**

**Holman Fenwick Willan will host a Reception for all course participants at the conclusion of the day.
Level 39, Bourke Place, 600 Bourke Street, Melbourne. All are welcome!**



GTA TRAINING AND DEVELOPMENT PROGRAM

DAY TWO - FRIDAY 19 MAY 2017

8.20 am	ARRIVE
8.30 am	Charterparties <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
10.30 am	DAWR Biosecurity - Phytosanitary inspection & certification <i>James Kirkham – Director, 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 in Australia to ensure this occurs with maximum efficiency and minimal disruption to loading?
11.30 am	Dispute resolution processes (GTA, GAFTA & FOSFA) <i>Pat O'Shannassy, CEO GTA & Stephen Thompson, Partner – Holman Fenwick Willan</i> How do they operate? The similarities and differences.
12.15 pm	LUNCH
1.00 pm	Export Superintendent <i>Kristian Just – Client Services Manager - Australian Superintendence Company</i> <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
1.45 pm	Logistics of grain movement - Bulk <i>Tim Ross – TM Ross Consulting</i> Developing and executing a vessel load plan
2.15 pm	Logistics of grain movement - Container <i>Jim Riordan - Principal - Riordan Grain Services</i> Sourcing and delivering food grade containers to the packer.
2.45 pm	Wrap Up & Questions
3:00 pm	CLOSE

Program is subject to change on the day.