



GTA TRAINING & DEVELOPMENT PROGRAM

DELIVERED IN PERSON, ONLINE AND VIA ZOOM

November 2022
© Grain Trade Australia



The GTA Training & Development Program is part of the stewardship provided to Industry by GTA and an important part of the industry's self-regulatory framework.

The GTA Training Program develops and enhances the capacity of the industry's human resources, ensuring that trade facilitation processes are well understood at all links in the grain value chain.

"Assisting industry to improve profitability across the grain value chain through education & training"

GTA's objective is to educate stakeholders across the grain value chain from producer to end user. The deregulated export market of Australian grain is sophisticated, complex and risky.

GTA offers a wide range of workshops and courses to assist you and your staff in keeping up with the current knowledge, rules and regulations.



**GRAIN TRADE
AUSTRALIA**

Cancellation Policy

GTA will only conduct onsite workshops if minimum numbers are obtained. Refunds will be considered where the cancellation occurs 7 days prior to the event.

Payment

Fees are payable at time of registration (subject to workshop confirmation). Credit card and EFT options are available.

Maximum Numbers

Maximum numbers may apply to workshops according to the location/venue.

Facilitating Trade & Grain Management

Trade Rules & Contracts

The Trade Rules & Contracts Workshop is a one day workshop designed for industry personnel with a basic level of grain contracts and the GTA Trade Rules.

It is ideal for junior traders, trade assistants and back office staff.

For senior personnel, it is an ideal refresher workshop. You will receive training in:

- Interpretation of the GTA Trade Rules – placing the Trade Rules in to a commercial context in relation to the GTA contracts
 - Contracts No.1: Grain & Oilseeds in Bulk FOB Terms
 - No.2: Grain & Oilseeds in Bulk Basis Track
 - No.3: Contract Confirmation
 - No.4: Delivered Container Terminal (DCT)
 - No.5: CFR – CIF for Grain in Containers
 - No 6: Grower Contract
 - No 7: Free on Rail Contract
- GTA Dispute Resolution – methods, process and legal authority

Grain Trading Standards

The Grain Standards Workshop has been designed for grain trade classification staff or grain producers who independently store their own grain. The trade program is designed for staff responsible for the operation of a receival site and those who require an understanding of the purpose and need for the classification and segregation of grain. The grower program provides a detailed understanding of the trade requirements for those considering on-farm storage and handling for the purpose of meeting trade requirement both domestically and internationally. The workshop runs for two days, providing you with training in:

- application of relevant Receival Standards for cereal grain, oilseeds and pulses
- correct procedures for operating a receival site/storage facility
- grain classification process; weighbridge and documentation activities and information required to safely receive and store grain
- correct use of equipment and assessment techniques



Understanding Grain Markets

Understanding grain markets (UGM) is a one day workshop that has been designed for grain traders and grain producers. The workshop contains information that can have immediate bottom line benefits. The resource material contains relevant information developed by grain industry professionals. UGM provides an understanding of:

- market dynamics
- factors that influence price and basis
- grain marketing strategies
- grain pools and contract types – rights and obligations
- grain pricing information to assist in making sound grain marketing decisions

The workshop provides you with a complete understanding of the fundamental supply and demand of international markets and how it affects Australia. You will gain an understanding of how the Australian price is derived and the relationship to foreign markets, including the components of price, price determination, risk management, contracting principles and dispute settlement mechanisms.

Grain Finance & Risk Management

Grain Finance and Risk Management is a one day workshop that links finance and accounting principles with financial risks within a grain trading business. The workshop aims to engage accountants, grain traders and their back office staff in the specific requirements for the financial accounting demands of the domestic and export grain trade. Key topics include:

- Australian grain supply chain – paddock to end user
- key financial reporting for grain trading
- issues in historical accounting
- reporting mark to market accounting
- hedged contracts
- risk identification and reporting
- managing performance risk

Grain Merchandising

Grain Merchandising is a two day workshop designed for those who require a greater understanding of the background to trading grain and is the logical extension to the Understanding Grain Markets (UGM) workshop. A basic level of knowledge in grain marketing is assumed. It is ideal for junior traders, trade assistants and experienced personnel. You will receive training in:

- operation of the Australian grain supply chain
- determination of Australian grain prices using futures, foreign exchange and basis
- tools to manage price risk
- counterparty risk
- relationship between managing price and GTA Contracts/Trade Rules

Dispute Resolution Service & Arbitration

This is a one day workshop designed for those who would like a greater understanding of the GTA dispute resolution mechanisms and processes. It is suitable for traders and all levels of management, especially retained legal staff. The workshop provides an appreciation and understanding of the role of arbitration, the process and the legislative framework along with the processes that should be followed at the commencement of and duration of arbitration. Topics covered include:

- overview of the GTA Dispute Resolution Service and the current Commercial Arbitration Act
- commencing and conducting an arbitration
- GTA Arbitrators – their appointment, role and responsibilities
- common issues faced by arbitrators
- awards

Grain Trading for non-traders

This 2-day workshop is designed for anyone starting in the grain industry as well as participants from other sectors looking to get a general understanding of the grain industry. It is a condensed, simplified version of 4 GTA core workshops and covers the “basics” of:

- Understanding Grain Markets
- Grain Merchandising
- Trade Rules & Contracts
- Dispute Resolution and Arbitration

This workshop gives you a “bird eye view” of what you need to know about the grain industry and trading grain. Participants will have further opportunity to develop deeper knowledge and understanding by undertaking the core GTA workshops.

Grower Workshops

This short 3 hour workshop is a farmer guide to selling grain using GTA Contracts. It is targeted at grain producers selling grain and can be delivered in-person or online. Key topics include:

- Grain Contracts as core tools for farmers
- Selling grain as a critical tool of any farm enterprise
- A contract is more than a price
- Critical understanding how in contracts work, risks and how to manage them
- Executing a grain contract
- Roles & responsibilities of buyers & sellers

GTA Professional Development

Advisory & Compliance Workshop

In recent years there has been a substantial increase in grain marketing advisory services being offered to grower and trade sectors of the grain industry. Many of the organisations offering these services are GTA members and the Advisory & Compliance Workshop is designed to provide:

- the latest information on global and domestic grain supply and demand conditions
- updates and reviews on products developed to manage grain price risk and their application
- governance topics relating to current issues
- topics of general interest to the grain industry
- structured training hours for Australian Financial Services Licence holders by completion of the assessment conducted at the conclusion of the Workshop

Grain Export Execution & Risk Management

This workshop is specifically developed for Australian grain exporters by Grain Trade Australia. Exporting grain from Australia is a complex task that requires adherence and compliance to multiple tasks.

A lack of attention to detail at any stage can adversely affect the expected financial outcome of the trade. This course is designed to step participants through the process from sale to storage and out loading. The pathway to a successful trade can be a risk to your organisation if not actioned with knowledge and expertise.

This course is an annual event delivered over two days and delivered by expert Australian industry practitioners

Arbitration Workshop

This is a free workshop for all existing and potential GTA Arbitrators. The workshop is designed for those who would like a greater understanding of the GTA dispute resolution mechanisms and processes.

It is suitable for traders and all levels of management, especially retained legal staff.

The workshop provides an appreciation and understanding of the role of arbitration, the process and the legislative framework along with the processes that should be followed at the commencement of and duration of arbitration. Topics covered include:

- Overview of the current Commercial Arbitration Act
- Commencing and Conducting an Arbitration
- GTA Arbitrators—their appointment, role and responsibilities
- Common Issues Faces by Arbitrators
- Awards

Online Courses

Code of Practice Assessment

The Code Assessment program and its Industry Pathway Programs creates an avenue for industry to demonstrate an understanding of the Code of Practice compliance requirements, and a means to demonstrate that industry understands the level of performance required in the Code and Technical Guideline Documents (TGDs). This is achieved by providing:

- Industry Participants with a learning and professional development opportunity based on the content of the Code; and
- Industry Employers (incl. GTA Members) with a structured program of professional development for their employees; and a verifiable means to promote that their employees are competent and understand their obligations under the Codes and are knowledgeable of the issues outlined in the TGDs.

Chain of Responsibility Compliance

This on-line training is easily accessible and provides participants with an understanding of CoR Laws and obligations including:

- All parties along the supply chain are liable, including primary producers, executives, staff and businesses.
- Individuals can be prosecuted for failing to put in place a CoR risk management framework, even if a CoR accident or incident has not arisen.
- The Law has penalties of up to \$3,000,000 for corporations and \$300,000 or 5 years imprisonment for individuals.

Developed in partnership with National Heavy Vehicle Regulator (NHVR). The training provides Practical Steps "Practical Steps to CoR Compliance". This online training module consists of 3 parts and contains all necessary information to become equipped with practical steps on how to reach CoR Compliance as an organisation, executive officer, individual and/ or primary producer.

On completion of the course and assessments, participants will receive a Certificate in CoR Compliance.

Grain Sampling Training

Being able to take a representative sample of grain that is in storage, being transferred between storages or is in a transport unit is fundamental to the facilitation of trade.

The Australian Government has developed the *Prescribed Goods Export Preparation Standard (PGEPS)* which covers the export of grain including the sampling of grain as per GTA TGD No 21 - *Grain Sampling - All Sampling Scenarios used during the storage and transport of grain.*

Adherence to the Government's PGEPS is now a mandatory requirement in the export of grain from Australia with the regulation codified in the first half of 2021. Failure to comply with sampling procedures and to provide representative samples of each consignment as outlined in the PGEPS may result in the inability to complete the export certification process.

The course consists of two modules, participants should allow 1 hour for Module 1 and 1.5 hours for Module 2.

At the end of the two modules, participants will understand the fundamentals of taking a representative sample and understand the legislative and regulatory requirements for preparing export samples.



Course Presenters



Lloyd George

UNDERSTANDING GRAIN MARKETS, GRAIN MERCHANDISING, TRADE RULES & CONTRACTS, DISPUTE RESOLUTION SERVICE

Lloyd has over 30 years experience in the grain industry spending 17 of those years with Cargill Australia in a range of commercial and management roles. He is a well recognised public commentator on grain markets and writes a weekly marketing article that is syndicated to rural papers nationally. Lloyd has a Diploma of Farm Management from Orange Agricultural College and a Professional Certificate in Arbitration from the University of Adelaide. Lloyd manages his own grain marketing consultancy business - Ag Scientia Pty Ltd with clients throughout the grain industry.



Gerard McMullen

GRAIN TRADING STANDARDS

Gerard has been involved in the development of receival standards, creation and implementation of QA, food safety and research programs and management of grain quality along the Australian and global grain supply chain. He has participated (or currently sits) on a number of industry & Government committees, including the GTA Standards Committee. Gerard holds a BA of Agricultural Science and offers consultancy services (McMullen Consulting Pty Ltd) in the areas of advice, development and implementation of systems relating to grain quality, food safety and identity preservation.



Malcolm Finlayson

GRAIN FINANCE & RISK MANAGEMENT

Malcolm is currently the director of Finesse Solutions Pty Ltd, an accounting and business advisory service. He is a former director of Pentag Nidera Pty Ltd and Plant Health Australia. He is also a former director and CFO of the Jossco Group and a former CFO of the DR Johnston Group. Malcolm holds a Bachelor of Business Studies, an MBA and is a member of CPA Australia. Malcolm also served 13 years as a Board Director of GTA.



Geoff Farnsworth

ARBITRATIONS

Geoff is one of Australia's leading transport and commodities lawyers with more than 25 years' experience in the field. He has been recognised in the Chambers Asia-Pacific guide for providing strategic and effective legal advice in the shipping space and has been listed in The Best Lawyers in Australia as a leading lawyer in 'Transportation Law', 'Shipping & Maritime Law' and 'Trade Law' since 2013.

Geoff has also been recognised as a leading 'Admiralty, Shipping & Maritime Law' lawyer by Doyle's Guide since 2016. In 2022, he was named by Who's Who Legal as a global leader in the shipping space. Geoff is also a qualified Member of the Chartered Institute of Arbitrators.

Geoff acts as Secretariat to GTA Arbitration Tribunals. Geoff is also a long-standing Board member of GTA.

In-House workshops

GTA also offers customised In-house training, where we come to you. Whether you have a specific need, find it difficult to attend the scheduled sessions or looking to provide team

training within the company we can offer a customised solution. Conditions apply so please contact us to discuss the options that are available.



Grain Trade Australia Ltd

Postal: PO Box R1829 Royal Exchange NSW 1225 Australia

Street: Level 7, 12 O'Connell Street, Sydney NSW 2000

Phone: 02 9235 2155

Email: admin@graintrade.com.au

www.graintrade.org.au