



# Grain Export Execution & Risk Management Workshop

Day 1	
9.00 am	<b>Introductions &amp; welcome</b>
9.10 am	<b>Bulk Vessel – An overview from Slot Booking to Loading</b>
	<i>Tim Ross, Operation Manager – GTA</i> An overview of the national grain supply chain and the process of booking capacity through to the loading of the vessel.
9.45 am	<b>GTA &amp; Export Contracts</b>
	<i>Pat O’Shannassy, CEO – GTA</i> 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.
10.15 am	<b>Morning Tea break</b> (timing is approximate)
10.30 am	<b>Container Vessel – The Steps from Contract to Delivery to Gate</b>
	<i>Mark Lewis, Riordan Grain Services</i> I want to export grain in containers from Australia. What are the steps, risks and things to be aware of?
11.00 am	<b>Formation of Contracts</b>
	<i>Geoff Farnsworth, Partner, Holding Redlich</i> The Contract is only as good as the terms that are incorporated. This session will detail: <ul style="list-style-type: none"> <li>• Important terms in International Contracts</li> <li>• INCO terms</li> <li>• Breach of Contract &amp; Remedies</li> </ul>
12.15 pm	<b>Lunch Break</b> (this timing is approximate)
1.00 pm	<b>Export Documentation &amp; Letters of Credit</b>
	<i>Mark Alexander &amp; Tim Robertson - ANZ Agribusiness</i> 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.
2.20 pm	<b>Executing the Contract</b>
	<i>Pat O’Shannassy, CEO - GTA</i> 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
2.45 pm	<b>Afternoon Tea Break</b> (this timing is approximate)
3.00 pm	<b>Aligning the Contracts to customer requirements</b>
	<i>Gerard McMullen, Principal, McMullen Consulting</i> Understanding the Quality Assurance processes and aligning the contract to customer requirements is critical. Providing an understanding of the practical issues required to ensure the cargo meets customer expectations.
4.15pm	<b>Questions and wrap up of Day 1</b>
5.00pm	<b>Networking drinks hosted by Holding Redlich</b> (Level 8, 555 Bourke Street, Melbourne)

Day 2	
9.00 am	<b>Introduction to Day 2</b>
9.10 am	<b>Dry Bulk Ocean Freight Arrangements and Participants</b>
	<i>Paul Joukadjian – Chartering Manager, Oldendorff</i> The global dry bulk shipping industry is an essential part of the international shipping industry and is key to the trade of grain in the international market. Understanding the dry bulk market forces and the industry is an important component in developing industry awareness and knowledge.
9.40 am	<b>Export Superintendent – Sampling, testing and certification</b>
	<i>Andrew Parry, ASC</i> What do they do and on behalf of whom? Brief overview of sampling, testing, certification. Issues arising of Australian practices vs international contract differences where the devil is in the detail.
10.15 am	<b>Morning Tea break</b> (timing is approximate)
10.30 am	<b>DAWE Biosecurity - Phytosanitary inspection &amp; certification</b>
	<i>Ray Elson, National Manager- Grain Seed Export Program</i> Is the vessel, package, and commodity compliant with all the phytosanitary obligations for the originating and the importing country? What processes are in place within Australia to ensure this occurs with maximum efficiency and minimal disruption to the supply chain?
11.00 am	<b>Charter Parties</b>
	<i>Carlita Bloecker, Senior Associate – HFW</i> Contracting the grain to an overseas importer is one thing. Contracting arrangements to charter a bulk carrier is another.
11.45am	<b>Bills of Lading</b>
	<i>Carlita Bloecker, Senior Associate – HFW</i> <ul style="list-style-type: none"> <li>• What are they?</li> <li>• How do they work?</li> <li>• What's required?</li> </ul>
12.20 pm	<b>Questions &amp; Overview of the day's presentations</b>
12.30pm	<b>Lunch Break</b> (this timing is approximate)

\*\*\*Please note all times are AEST (Sydney/Melbourne) time and subject to change\*\*\*

#### Venue details:

Karstens Melbourne  
123 Queen Street, Melbourne CBD

Virtual Attendance:

For Virtual Attendance option, you will receive an email containing instructions on how to connect to this workshop via Zoom.