

# GTA Overview

## About Grain Trade Australia

Grain Trade Australia (GTA) has a goal to create an operating environment for the commercial grain industry that is efficient, effective and transparent. These attributes provide the foundation for the Australian value chain and its members to participate in the growth of the global grain industry.

- GTA is non-political
- GTA is industry driven and managed
- GTA does not have a right to exist – it must continually earn that right from its members.

The Mission for GTA is to facilitate and promote trade by providing products, services and advocacy for the Australian value chain.

### BACKGROUND

GTA was formed in 1991 to standardise grain trading standards, trade rules and grain contracts across the Australian grain industry to enable to efficient facilitation of trade across the grain supply chain.

GTA's has over 260 organisations as members. GTA members are drawn from across the grain value chain from production to domestic end users and exporters. GTA members are involved in grain, trading & marketing, grain storage, food and feed processing.

GTA also attracts membership from organisations to the side of the value chain in related commercial activities such as banking & financial services, communications, grain advisory services and professional services (legal and accountancy) and production sector groups.

GTA members are:

- responsible for over 95% of all grain storage and freight movements made each year in Australia; and
- over 95% of the grain contracts executed in Australia each year refer to GTA Grain Trade Rules and Dispute Resolution.

### INDUSTRY DRIVEN SELF-REGULATORY FRAMEWORK

GTA is privileged to work on behalf of its members and industry to facilitate trade, and through its product and services provides an **industry driven self-regulatory framework**.

### INDUSTRY CODES

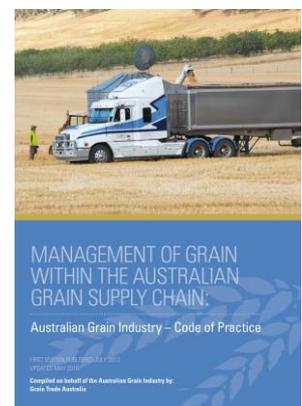
#### Australian Grain Industry Code of Practice

Developed by GTA on behalf of the industry the Code of Practice for the management of grain along the supply chain (Code) is the glue that binds the self-regulatory framework together.

The Code plays an important role in the facilitation of trade and creates value by ensuring confidence in the Australian value chain. The Code is recognised by the Australian Government and by governments in our destination markets increasing surety and confidence, to support trade and market access arrangements for Australian grains, pulses and oilseeds.

Increased market confidence helps drive value for participants across the supply chain. Australia remains the only major exporting country with an industry managed and driven Code of Practice.

As a demonstration of the industry's commitment to quality assurance through the supply chain and self-regulation, adherence to the Code is mandatory for GTA Members.



### Supporting Codes & Technical Guideline Documents

The GTA Grain Transport Code of Practice and the more than 20 supporting Technical Guideline Documents (TGDs) are supplementary to the Code. The objectives of these documents are to assist implementation of each listed activity in the Code. They provide more detailed information on elements of the Code and provide industry a source of important reference documents.

### GTA Grain Trading Standards

GTA develops and publishes the wheat and coarse grain trading standards for the industry and distributes the standards for oilseeds (developed by Australian Oilseeds Federation), pulses (developed by Pulse Australia).

These standards are the basis of trade for domestic and export contracts.

### GTA Contracts

GTA has developed the following contracts for use within the Australian grain trade.

**Contract No. 1** for Grain and Oilseeds In Bulk FOB Terms – Contract for export shipments in bulk.

**Contract No. 2** for Grain and Oilseeds In Bulk Delivered Price Basing Point or Port Terms (Basis Track) – this contract enables export traders and domestic traders and consumers to trade and title transfer at a Track level.

**Contract No. 3** for Grain/Oilseeds /Birdseeds/Pulses etc. – this contract, can be used for trade between producers and grain merchants; and between grain merchants, such as on a Delivered basis.

**Contract No. 4** – for Grain/Oilseeds/ Birdseeds and Pulses in containers Delivered Container Terminal (DCT) contract for shipments with delivery to the container terminal.

**Contract No. 5** CFR/CIF Contract for Grain/Oilseeds/ Birdseeds and Pulses in Containers delivered to the buyer on a CFR or CIF basis.

**Contract No. 6** Grower Contract – this contract was specifically developed for between producers and grain merchants.

**Contract No. 7** Free on Rail Contract - this contract is for trade of grain where title transfer occurs on loaded rail cars.

**Bulk Freight Contract** for the road transportation of grain.

**Storage & Handling Agreement** a generic contract to be adopted as required.

**Voyage Charter** – AusGrain 2015 designed specifically for Australian grain exports.

### GTA Trade Rules

GTA Trade Rules guide and underpin the GTA contracts and include the appropriate rules and customs for the handling of trade between counterparties

### GTA Dispute Resolution Service

GTA conducts an Arbitration service to deal with commercial contract disputes. GTA's **Dispute Resolution and Arbitration Service** instills commercial confidence in the industry by underpinning and providing sanctity of grain contracts in Australia. This increases market efficiency and reduces risk across industry. Awards issued by GTA Arbitrations are as enforceable as a ruling by a Court.

The service is open to all participants of the grain trade, not just GTA members.

### Legal authority of GTA Contracts & Trade Rules

GTA Contracts and Trade Rules are backed by the Australian legal framework and have been challenged at the following jurisdictions:

- Small Claims Tribunals
- County Court
- State Supreme Courts
- Federal Court of Australia

### RELATED FUNCTIONS

GTA related functions support its core functions and other aspects of its members' businesses. These include:

### ADVOCACY

GTA is non-political, however, issues regularly arise where there is common agreement amongst members and GTA represents their interests. GTA is a member of a number of key organisations and works with other industry organisations to progress trade and market access for the Australian grain industry

### International Grain Trade Coalition (IGTC)

GTA is a long-standing active member of IGTC. Its members are drawn from the major grain importing and exporting countries.

The IGTC represents their interests at world trade forums such as:

- World Trade Organisation (WTO);
- Food and Agriculture Organisation (FAO);
- International Grain Council (IGC);
- International Plant Protection Convention (IPPC);
- CODEX; and the
- World Grain Trade Forum.

### ACCC Agricultural Advisory Committee

### Australian – ASEAN Business Working Group on Non-Tariff Trade Measures

**Australian Department of Agriculture Water and Environment** Grains & Plant Products Export Industry Consultative Committee (GPPEICC)

### Agricultural Biotechnology Council of Australia

Established to ensure that the Australian public policy and regulatory environment for agricultural biotechnology is guided by scientifically credible and factually correct information.

### Department of Foreign Affairs and Trade

Issues such as the Cartagena Protocol on Biosafety and International Standard on Phytosanitary measures.

### Grains Australia Consultative Committee

**Wheat Quality Australia** – GTA is a joint member with GRDC

### TRAINING & PROFESSIONAL DEVELOPMENT

An industry that prides itself on self-regulation must also take responsibility for its professional culture and image. **GTA Training and Professional Development** programs, including the Australian Grain Industry Code of Practice Assessment Program, have been developed by GTA, and are an important part of industry stewardship. These training programs are significant and important professional development opportunities for industry participants to improve skills and knowledge, and importantly improve industry capability.



## Communications

**Website** GTA's website is an online reference library for all issues associated with the trading of grain in Australia. [www.graintrade.org.au](http://www.graintrade.org.au)

**Member Updates** are posted on the GTA website and emailed to members to cover pertinent issues specific to GTA membership, products and services.

**Market Notifications** are published on the GTA website and via email that cover technical and relevant information (often provided by other sources) to members and industry

**GRAIN Matters** is a monthly e-news bulletin emailed to members and industry participants. You can subscribe to this from the homepage of the website.

**GTA Fact Sheets** cover a range of topics including contracts, Trade Rules, Trading Standards and other GTA activities.

**Social Media** GTA actively uses Twitter and LinkedIn to engage with members and the broader industry.



## INDUSTRY CONFERENCES

### Australian Grains Industry Conference (AGIC)

GTA is the Convenor and one of the host organisations of AGIC which is held in July each year and is recognised as the pre-eminent grain industry conference attracting 900 participants each year.

**AGIC Asia** GTA convenes conferences in key importing countries in Asia. The program promotes Australia's grain and supply chain tailored to end users in Asia

# Key points

## Vision

- An efficient, equitable and open commercial grain industry in Australia

## Mission

- To facilitate and promote trade by providing products, services and advocacy for the Australian grain value chain

## Structure

- GTA is non-political
- GTA is member driven and managed

## Workshops / Courses

Conducted in both face to face and virtual settings on a range of topics including Trade Rules & Contracts, Understanding Grain Markets, Grain Merchandising, Standards, Export Contracts and Documentation, Grain Accounting, Advisory and Compliance, and Chain of Responsibility.

## OPERATING STRUCTURE

GTA derives its revenue from membership fees and the provision of services to the grain industry.

## GTA Board

GTA's Board is composed of individuals from the membership classes as well as Directors with Special Qualifications. Board members volunteer their time and reflect all sectors of the Australian grain trade and a geographical spread of production and trade.

## Sector Councils

GTA provides governance and support to existing industry associations through the Sector Council model. GTA Sector Councils provide a platform and an industry model for existing industry member associations to integrate and gain support from the existing GTA structure, resources and governance arrangements.

GTA Sector Council Members agree to participate for the benefit of all Members and they do not represent the interests of an industry sector or a private or public organisation.

GTA currently supports the **Australian Grain Exporters Council (AGEC)** as a Sector Council.

## Technical Committees

GTA's Technical Committees play a critical and important part in GTA's activities. The Technical Committees are part of GTA's Member driven process and work to develop policy that draws in the expertise in industry to develop policy for the broader benefit of industry and Members.

GTA's Technical Committees include:

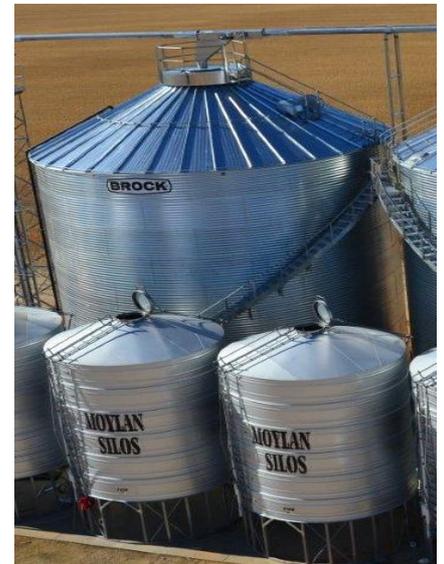
**Commerce Committee** - responsible for development and ongoing review of GTA Trade Rules, contracts, Location Differentials (LDs) and the GTA Dispute Resolution Rules and process.

**Standards Committee** – responsible for development of wheat and coarse grain trading standards, reference methods and other quality related issues effecting GTA members

**Transport, Storage & Ports Committee** - tasked with advising the GTA Board and industry on issues related to the logistics of grain movement and Safety, Health & Environment.

**Trade and Market Access** – monitor and liaise with industry on issues relating to local and international grain environment and policies and develop appropriate responses for the Australian grain industry and to ensure Australia's reputation as a supplier of quality grain is protected and market access is assured and improved.

**Plant Breeding Innovation Committee** - responsible for making recommendations on the potential effect to commercial activity as a result of plant breeding innovations, escape of unapproved grain events, and the planned intentional release of approved GM grain events.



**Information Technology Advisory Committee** - tasked with identifying risks, gaps, and opportunities for the grain industry from a data and information technology perspective.

## Industry Partnership

On behalf of industry, GTA provides administrative support to the activities of the **National Working Party on Grain Protection (NWPGP)**. This includes assistance in facilitating the annual National Grain Storage and Protection conference, support services to the Chair NWPGP and technical Working Groups and facilitating communication of NWPGP activities and findings to industry via hosting the NWPGP website and communication with industry.

## Making it Easier

Standardising grain quality specifications, controls and trade rules enables smooth facilitation of trade, backed by a rigorous and cost-effective Dispute Resolution Process.

## Available to All

GTA membership is open to any individual, company or organisation actively involved in the grain industry or the supply of services to the grain industry.

## Informing Industry

GTA provides information to enable industry players to stay abreast of the latest trade tools through regular updates, educational programs and representation in domestic and global industry/government circles.

## FURTHER INFORMATION

Head to the GTA website to access all of the products referred to above or contact the GTA office.