



Submission to a GTA Technical Committee

Instructions

Please complete **all** sections of this form to ensure the Committee receives a clear indication of the issue and your recommended course of action.

Proposal from: Alister Boyd

GTA Member name: Cargill Australia Ltd

Contact details: Alister_Boyd@cargill.com / 0427 537 614

Date submitted: 26.05.2017

sent, via email, to GTA at submissions@graintrade.org.au

NOTE

Submissions will be published on the GTA website unless there is a request not to, based on confidentiality. GTA publishes submissions:

1. to aid industry in understanding the issues on a particular topic; and
2. as a method for submitters to check that their submission has been received.

Issue - *outline what the issue is.*

The requirement to give 15 days' notice to call delivery on buyer's call contracts is impractical and not in line with current practice or reasonable commercial expectations.

Impact on Member Business - *detail how the issue affects the business operations of not just your business but other GTA members as well.*

Customers expect that giving 1 week notice of delivery requirements is sufficient and as an industry oriented toward service to the end consumer, we should be facilitating this. Presently we are unable to rely on trade deliveries and unable to hold sellers accountable for short deliveries if 15 days' notice was not given, which impacts our ability to adequately service the end consumers/our customers. The major bulk handler on the east coast typically gives confirmation of site access only 3-4 business days prior, which further highlights the misalign

Recommendation - *detail your recommendation to address the issue.*

Although GTA Trade Rules state 15 days, the commercial reality is that 1 week's notice is generally accepted to be sufficient to call on trade for delivery, and we propose that the GTA Trade Rules be amended to reflect this to ensure a high level of customer service.

Members who Support this Submission - *list other GTA members who support this submission. Insert their name and contact person with phone number.*

Arrow Commodities - Tom Nixon. phone 02 9310 2333

 Reply  Reply All  Forward

Fri 26/05/2017 3:47 PM

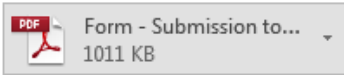


Alister Boyd <Alister_Boyd@cargill.com>

Buyer's Call

To Submissions

Cc Katrina Liston; Henry Weddell



Hello All at GTA,

Please see attached submission on the buyer's call and default period issue, as called for in GTA member update 7 or 17.

Note as complete text did not fit for one of the items, I have copied and pasted here below:

Issue - *outline what the issue is.*

The requirement to give 15 days' notice to call delivery on buyer's call contracts is impractical and not in line with current practice or reasonable commercial expectations.

Impact on Member Business - *detail how the issue affects the business operations of not just your business but other GTA members as well.*

Customers expect that giving 1 week notice of delivery requirements is sufficient and as an industry oriented toward service to the end consumer, we should be facilitating this. At present we are unable to rely on trade deliveries and unable to hold sellers accountable for short deliveries if 15 days' notice was not given, which impacts our ability to adequately service the end consumers/our customers. The major bulk handler on the east coast typically gives confirmation of site access only 3-4 business days prior, which further highlights the misalignment between GTA trade rules requirements and current industry practice.

Recommendation - *detail your recommendation to address the issue*

Although GTA Trade Rules state 15 days, the commercial reality is that 1 week's notice is generally accepted to be sufficient to call on trade for delivery, and we propose that the GTA Trade Rules be amended to reflect this to ensure a high level of customer service.

Please do not hesitate to contact me if you need further information.

Thank you

Alister Boyd

Storage & Freight Coordinator

Grain and Oilseed Supply Chain Australia



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