



Australian Export Grains Innovation Centre

Cebada australiana: agregando valor a las industrias cervecera y maltera de México y Colombia

Australian barley: adding value to Mexico and Colombia's malting and brewing industries

Seminario web en vivo: Martes 26 de Octubre, 2021

Live Webinar: Tuesday October 26, 2021



Department of
Primary Industries and
Regional Development



GRDC
GRAINS RESEARCH
& DEVELOPMENT
CORPORATION



Australian Government

AEGIC is an initiative of the Western Australian State Government and Australia's Grains Research and Development Corporation

Australian Trade and Investment Commission





GRAIN TRADE AUSTRALIA

Comercio de Grano Australiano (GTA) - Garantizando calidad, seguridad y fiabilidad
Australian Grain – Ensuring quality, safety & reliability

Pat O'Shannassy – CEO, Grain Trade Australia , October 2021



INDUSTRY DRIVEN & MANAGED

GRAIN TRADING STANDARDS ~ TRADE RULES & CONTRACTS ~ TRADE & MARKET ACCESS ~ TRAINING & DEVELOPMENT ~ DISPUTE RESOLUTION

Función principal de GTA - Facilitación del comercio

GTA Core Task – Facilitation of Trade

Normas de comercio de granos Grain Trading Standards



Reflejar los requisitos y las capacidades en:

Reflect Requirements & capabilities in:

1. **Regulación**
Regulation
2. **Sector de producción**
Production Sector
3. **Cadena de suministro**
Supply Chain
4. **Sector competitivo**
Consumptive Sector

Normativa y contratos comerciales Trade Rules & Contracts



Garantizar la confianza en las transacciones comerciales aportando rigor jurídico

Ensure confidence in commercial dealings by providing legal rigour

Servicios de resolución de litigios Dispute Resolution Services



Apuntalar los acuerdos contractuales
Underpins Contractual Arrangements

Comercio y acceso al mercado Trade & Market Access



Colaborar con los responsables políticos para garantizar un comercio justo y equitativo y el acceso a los mercados nacionales y mundiales

Engaging with Policy makers to ensure fair & equitable trade and access to domestic & global markets

Gestión y capacidad de la industria Industry Stewardship & Capability



Australian Grain Industry Code of Practice (AGCP)
Learning Path

Liderazgo y Códigos de Prácticas
Aumentar la capacidad de la industria mediante programas de formación y desarrollo

Leadership and Codes of Practice
Increase Industry capacity by providing training & development programs

Impulsado y gestionado por el sector "Marco de autorregulación"
Industry driven and managed "Self-Regulatory Framework"

Industria de Grano de Australia – Código de prácticas

Australian Grain Industry – Code of Practice



MANAGEMENT OF GRAIN WITHIN THE AUSTRALIAN GRAIN SUPPLY CHAIN:

Australian Grain Industry – Code of Practice

FIRST EDITION PUBLISHED JULY 2013
UPDATED MAY 2018

Compiled on behalf of the Australian Grain Industry by:
Grain Trade Australia

- A. **En toda la cadena de suministro**
Across the Supply Chain
- B. **Directrices de producción**
Production Guidelines
 - **Cultivo de la cosecha**
Crop Growing
 - **Cosecha y almacenamiento**
Harvesting & Storage
- C. **Muestreo y pruebas**
Sampling and Testing
- D. **Almacenamiento e higiene del grano**
Storage and Grain Hygiene
- E. **Uso de químicos / Chemical Use**
- F. **Gestión de la calidad del grano**
Grain Quality Management
 - **Recepción / Receival**
 - **Almacenamiento / Storage**
 - **Salida / Outturn**
- G. **Mercadeo / Marketing**
 - **Contratación**
Contracting
 - **Normas comerciales y documentación**
Trade Rules & Documentation



The development and review of the Australian Grain Industry Code of Practice (Code) has been funded by the Australian Government Department of Agriculture and Water Resources.

The Code and associated Transport Code of Practice and Technical Guideline Documents are important components of the Australian Grain Industry's self-regulatory framework. These documents outline the base requirements for procedures and quality assurance processes across the supply chain. Adoption of the Code enhances value for industry and its customers, creating confidence in the Australian grain supply chain and its products.

The Grain Trade Australia Board and the Department of Agriculture and Water Resources endorse this Code and encourage all Australian grain industry and supply chain participants to adhere to the principles and processes laid out in the Code and associated Technical Guideline Documents.

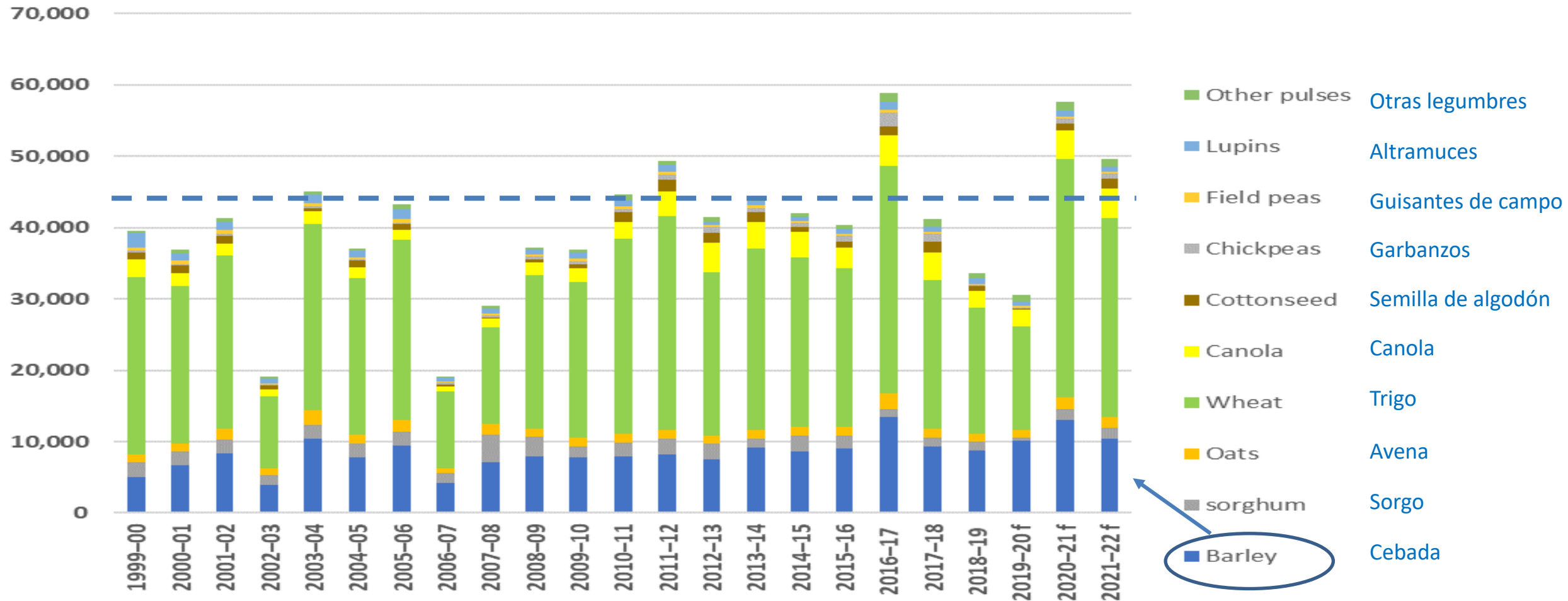


The development of the Australian Grain Industry Code of Practice has been undertaken by Grain Trade Australia.

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Producción Australiana de Granos

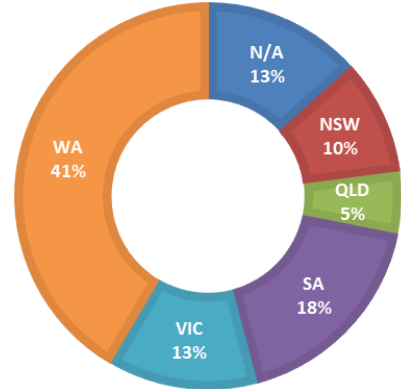
Australian Grain Production



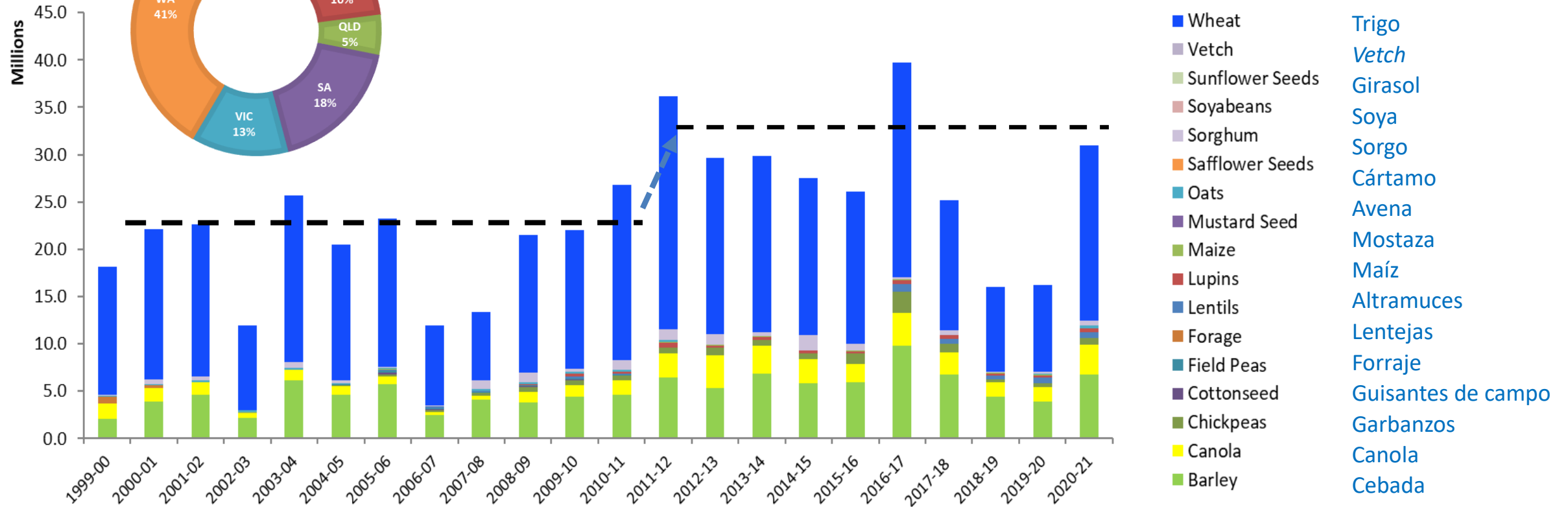
Exportaciones Australianas

Australian Exports

EXPORTS (5YR)

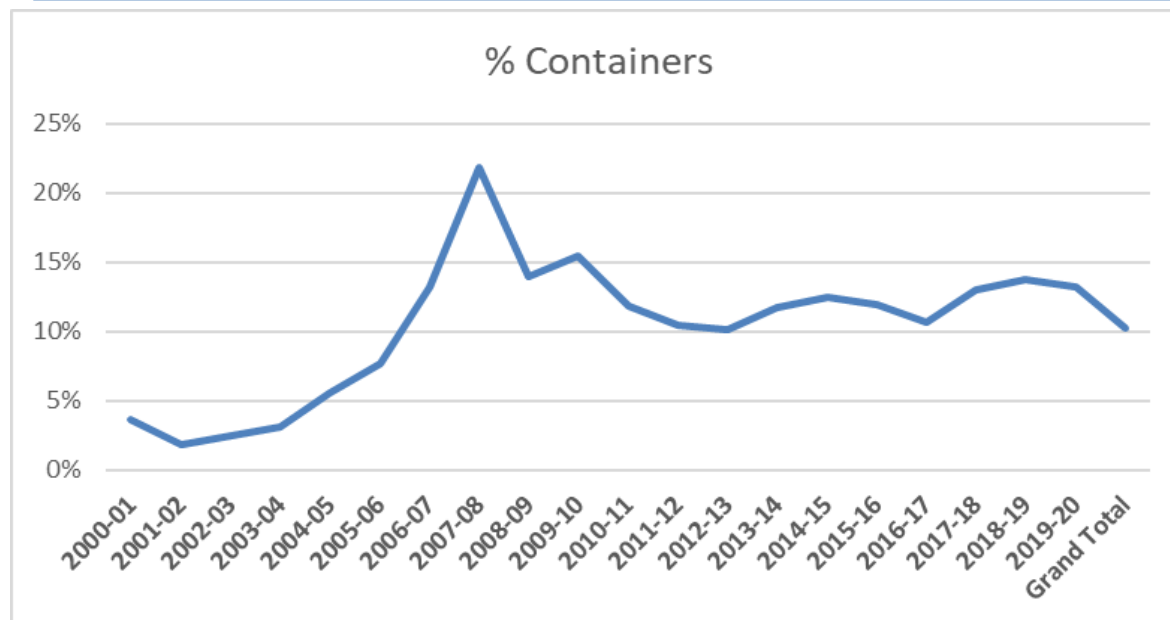


Exportaciones Australianas por producto básico (mTm)
Australian Exports to (All) by Commodity



Crecimiento en Contenedores

Container Growth



Source: ABS

- ✈ Flete competitivo para reposicionar cajas
- ✈ Competitive freight to reposition boxes
- ✈ Menor costo de entrada
- ✈ Lower entry cost
- ✈ Menor costo del capital circulante
- ✈ Lower working capital cost
- ✈ Logística en destino
- ✈ Logistics at destination
- ✈ Consolidación de la línea naviera
- ✈ Shipping line consolidation



Cadena de Suministro - 24 Puertos de Exportación

The Supply Chain - 24 Bulk Export Ports

Cadena de suministro Australiana enfocada en la exportación
Australia's Export Focussed Supply Chain

Puertos - Oeste & Sur

Ports-West & South

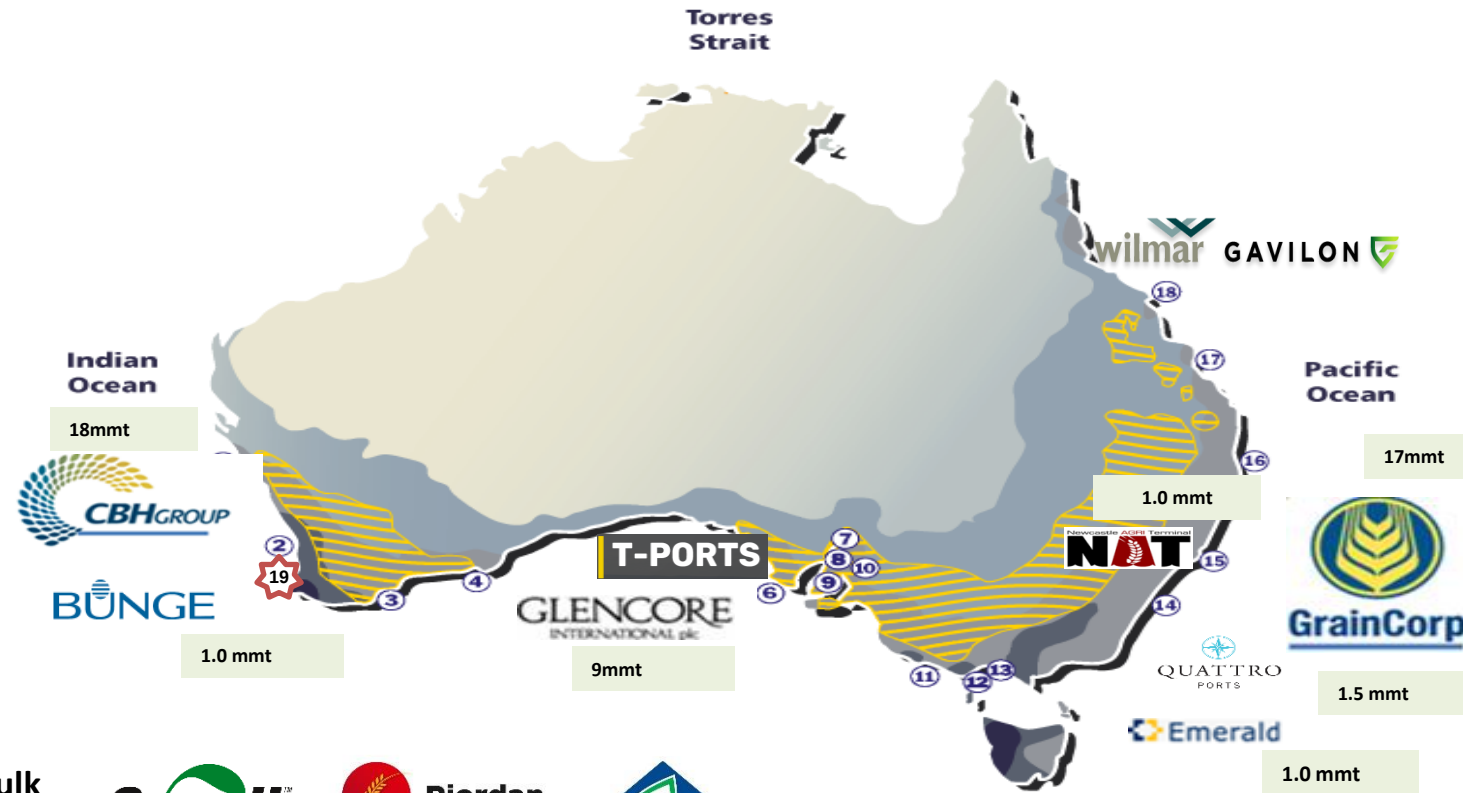
- 1- Geraldton
- 2- Fremantle
- 3- Albany
- 4- Esperance
- 5- Thevenard
- 6- Lincoln
- 7- Pirie
- 8- Wallaroo
- 9- Giles
- 10- Adelaide (2)

Port Capacity ~ 50mmt

Puertos - Este

Ports- East

- 11- Portland
- 12- Geelong
- 13- Melbourne
- 14- Kembla (2)
- 15- Newcastle (3)
- 16- Brisbane (2)
- 17- Gladstone
- 18- Mackay
- 19- Bunbury



Mobile Bulk
Loaders



Fortalezas de los Granos Australianos

Key Strengths of Australian Grains



GRAIN TRADE AUSTRALIA

Sistema de Gestión de Granos

Management System of Grain

Impulsado por la Industria Industry Driven

- Cada nivel de la cadena de suministro
- All stages of supply chain
- Para calidad y seguridad alimentaria
- For quality & food safety

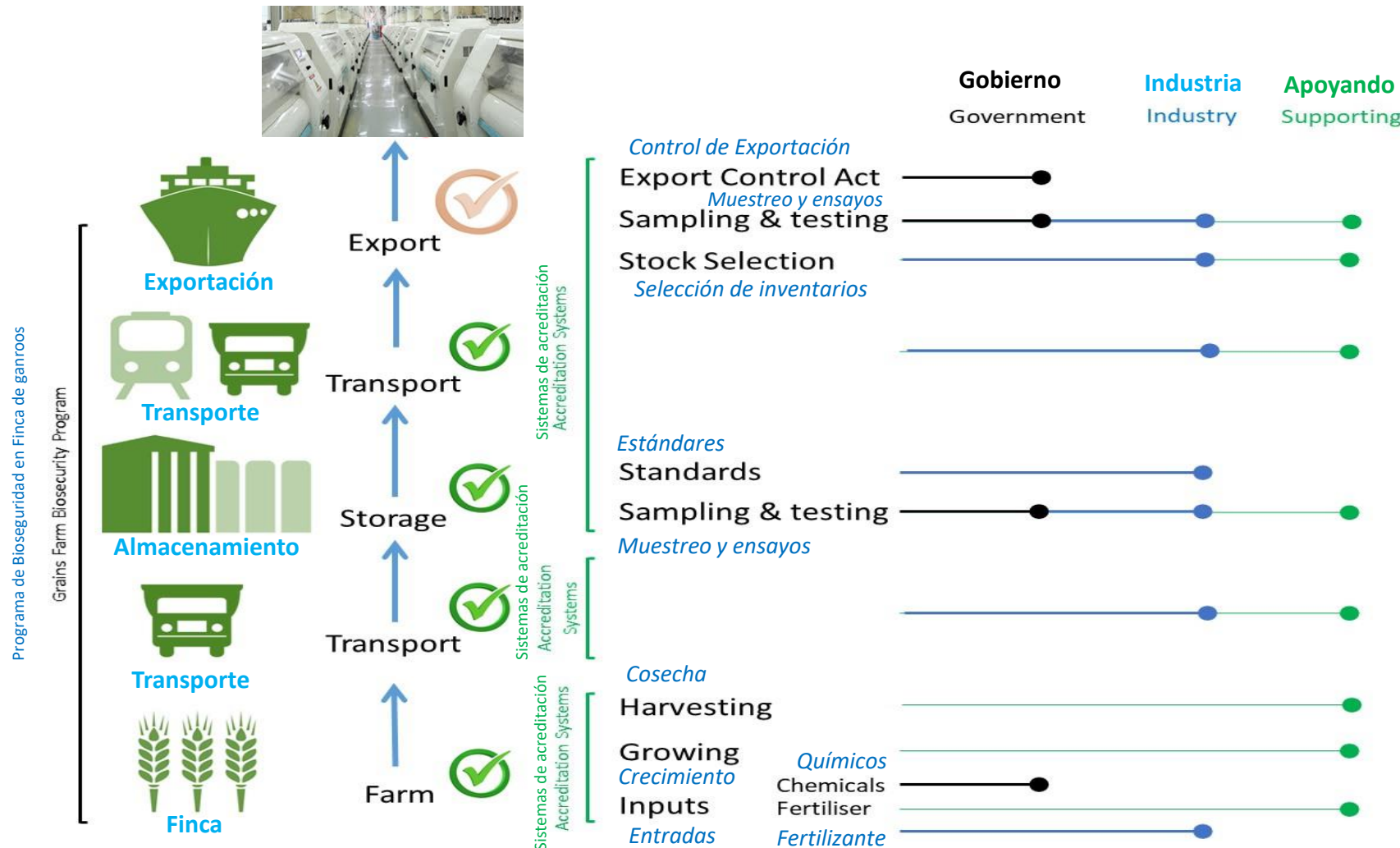
Inspección Gubernamental Government Inspection

- Sólo en el punto de exportación final
- At final export point only
- Sólo para cuarentena
- For quarantine only



Actividades y procesos en la cadena de suministro

Activities & Processes in the Supply Chain



- Los procesos de garantía de calidad están en cada eslabón de la cadena de suministro
- Quality Assurance processes are in each link in the Supply Chain
- Los sistemas y programas de acreditación mejoran y refuerzan la cadena
- Accreditation Systems and program enhance and strengthen the chain
- La garantía de calidad se establece mediante:
- QA is established by:
 - Gobierno de Australia
 - Australian Government
 - Industria en el puerto
 - Industry at Port
 - Complementado por otras acciones de la industria en la cadena de suministro
 - Supplemented by other Industry actions in the supply chain

En la finca On the Farm

Producir con tecnología innovadora

Produce with innovative technology

Investigación y desarrollo

Research & Development

Gestionar las semillas de malas hierbas, las plagas y las enfermedades

Manage weed seeds, pests and diseases

Cumplir la normativa sobre el uso de productos químicos

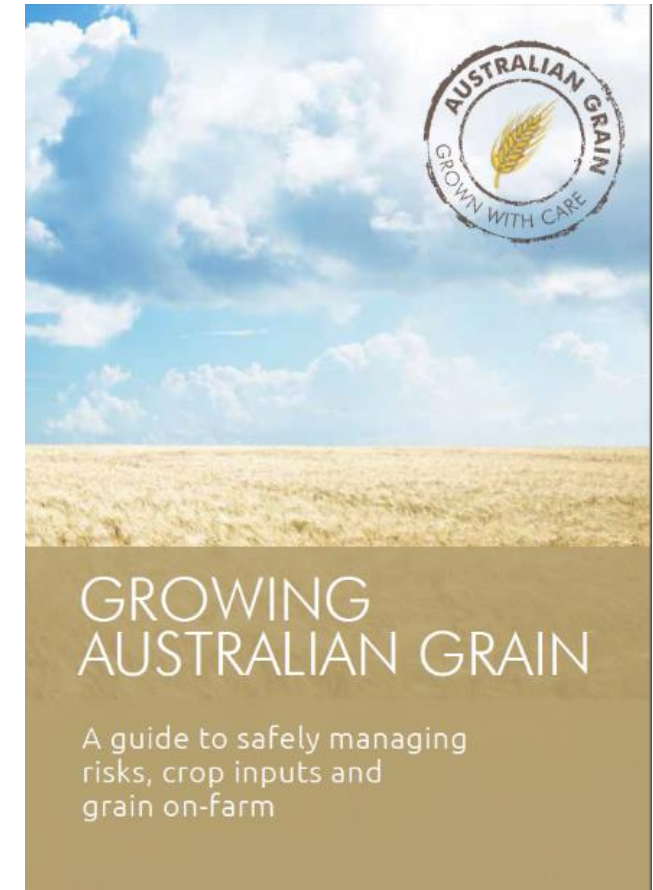
Comply with regulations on chemical use

Seguir la Guía de Cultivo de Granos

Follow Grain Growing Guide

Producir grano de acuerdo con las normas de la industria

Produce Grain according to industry Standards



Despues de la finca

Post the Farm

Recepción - muestra y prueba

Receiveal – sample and test

Segregación - según la calidad

Segregation – according to quality

Gestión del grano almacenado

Managed stored grain

Acumulación - basada en la calidad del almacenamiento y en las necesidades del cliente

Accumulation – based on quality in storage and customer needs

Transporte marítimo - inspección por parte del Gobierno y del operador portuario

Shipping – inspection by Govt & port operator

Certificación y documentación

Certification & documentation

**Cumplimiento de los requisitos del cliente en materia de calidad,
seguridad alimentaria y fitosanidad**

Outturn to customer requirements for quality, food safety, phytosanitary

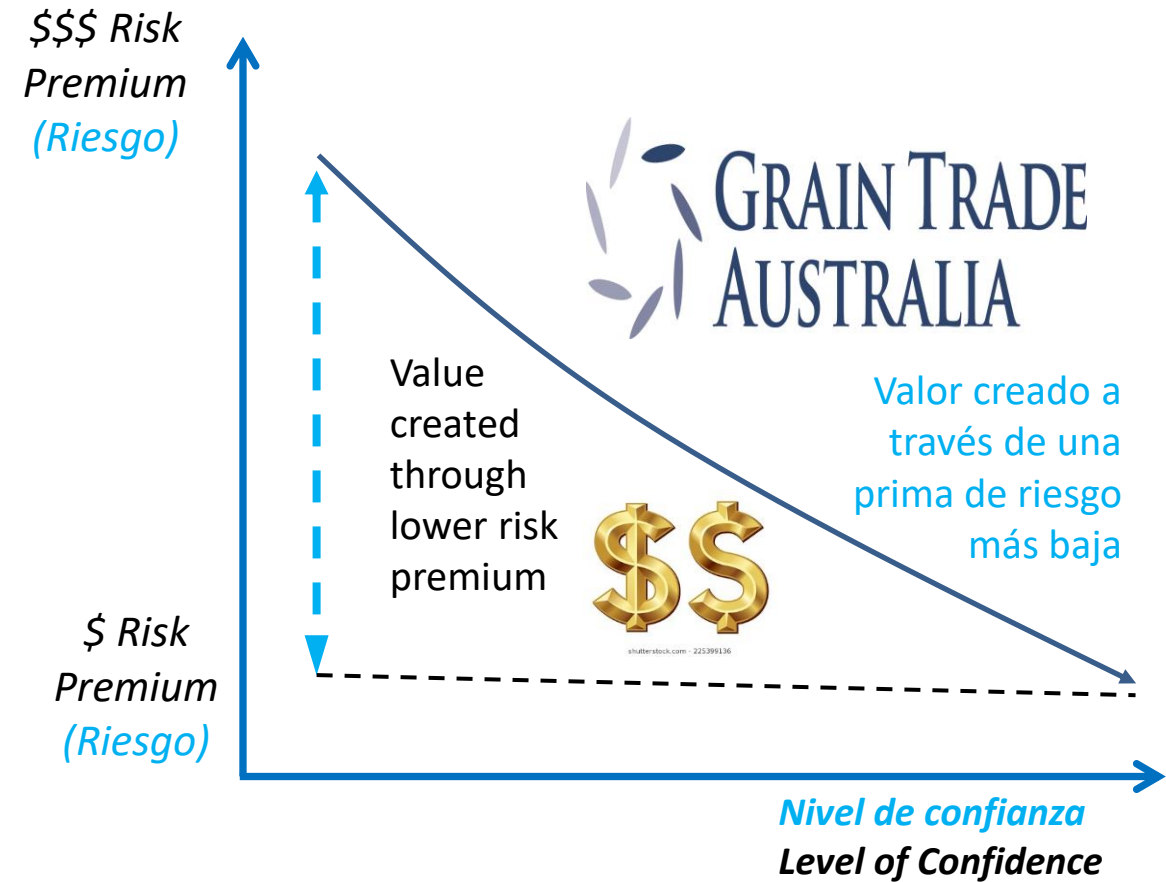


La Confianza crea Valor Confidence Creates Value

🔄 El riesgo tiene un precio en cada transacción...

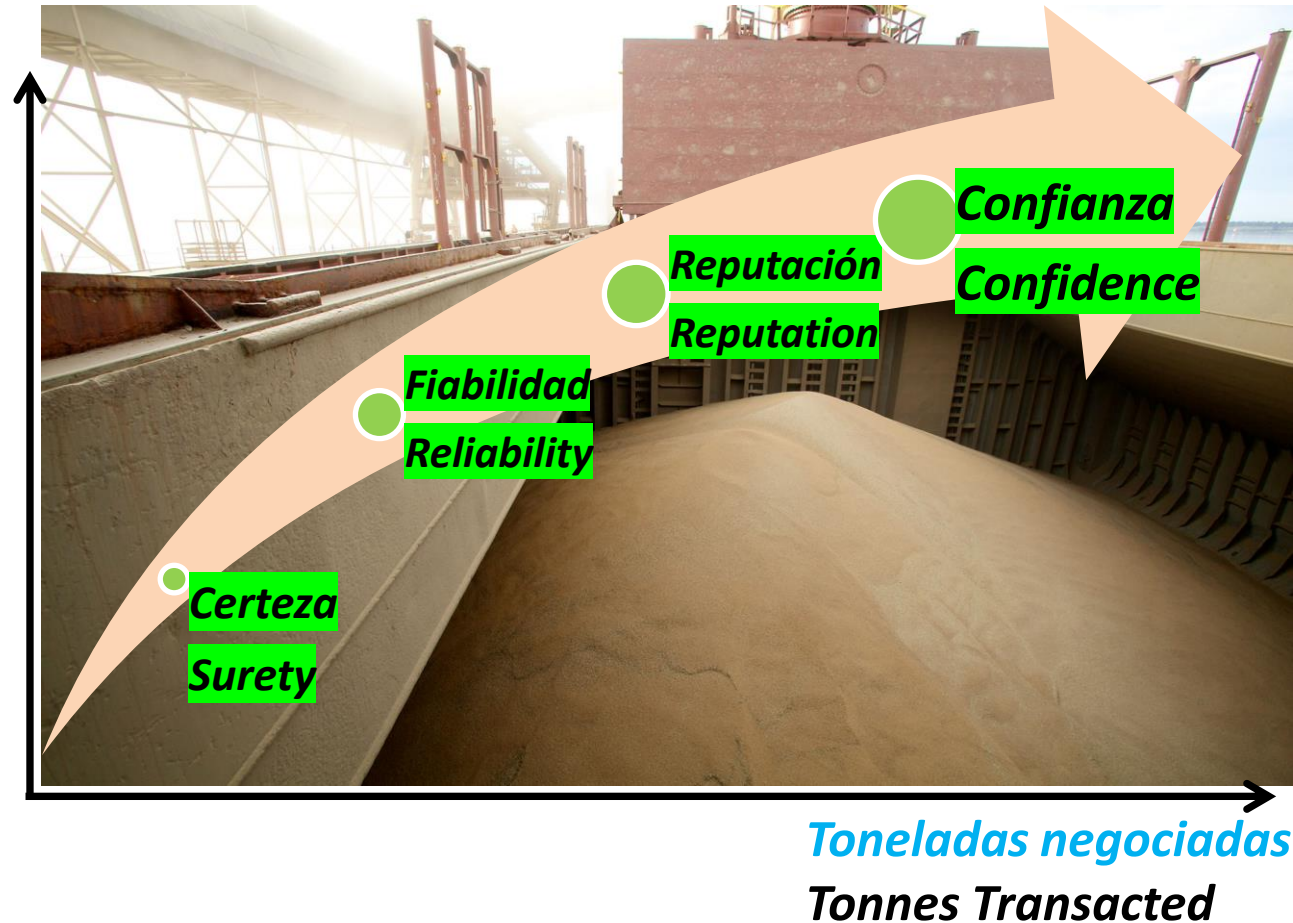
🔄 Risk is priced in every transaction...

Suministro Supply	Calidad Quality	Entrega Delivery
Logística Logistics	Contractualmente Contractual	Pagos Payment
Garantía de calidad Quality Assurance	Seguridad Safety	Conocimiento y comprensión Knowledge & Understanding



GROWTH with CONFIDENCE

Valor para el
consumidor
Customer Value



Grano Australiano: un Producto de Calidad

Australian Grain – A Quality Product



Bajo en humedad
Low in Moisture

Limpio
Clean

Seguro
Safe

Funcional
Functional

