

Grain Export Execution & Risk Management



| Day 1 | |
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| 9.00 am | Introduction & welcome |
| 9.15 am | Bulk Vessel – An overview from Slot Booking to Loading |
| | <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. |
| 10.00 am | Dry Bulk Ocean Freight Arrangements and Participants |
| | <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. |
| 10.40 am | GTA & Export Contracts |
| | <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. |
| 11.00 am | Formation of Contracts |
| | <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"> • Important terms in International Contracts • INCO terms • Breach of Contract & Remedies |
| 1.15 pm | Aligning the Contracts to customer requirements |
| | <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. |
| 2.15 pm | Executing the Contract |
| | <i>Stuart Richardson, Grain Broker, McDonald Pelz</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 |
| 3:00 pm | Export Documentation & Letters of Credit |
| | <i>Mark Alexander - 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. |
| 4.20 pm | Network Discussion and wrap up of Day 1 |

| Day 2 | |
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| 9.00 am | Introduction to Day 2 |
| | <i>Pat O'Shannassy, CEO – GTA</i> |
| 9.10 am | Container Vessel – The Steps from Contract to Delivery to Gate |
| | <i>Jim Riordan, Riordan Grain Services</i> I want to export grain in containers from Australia. What are the steps, risks and things to be aware of? |
| 9.40 am | Charter Parties |
| | <i>Stephen Thompson, Partner – HFW</i> Contracting the grain to an overseas importer is one thing. Contracting arrangements to charter a bulk carrier is another. |
| 10.30 am | DAWE Biosecurity - Phytosanitary inspection & certification |
| | <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 | Bills of Lading |
| | <i>Stephen Thompson, Partner – HFW</i> <ul style="list-style-type: none"> • What are they? • How do they work? • What's required? |
| 11.50 am | Export Superintendent – Sampling, testing and certification |
| | Kristian Just, ASC What do they do and on behalf of whom? Brief overview of sampling, testing, certification. Issues arising of Australian practices v international contract differences where the devil is in the detail. |
| 12.20 pm | Questions & Overview of the day's presentations |

Please note all times are AEST (Sydney/Melbourne) time