

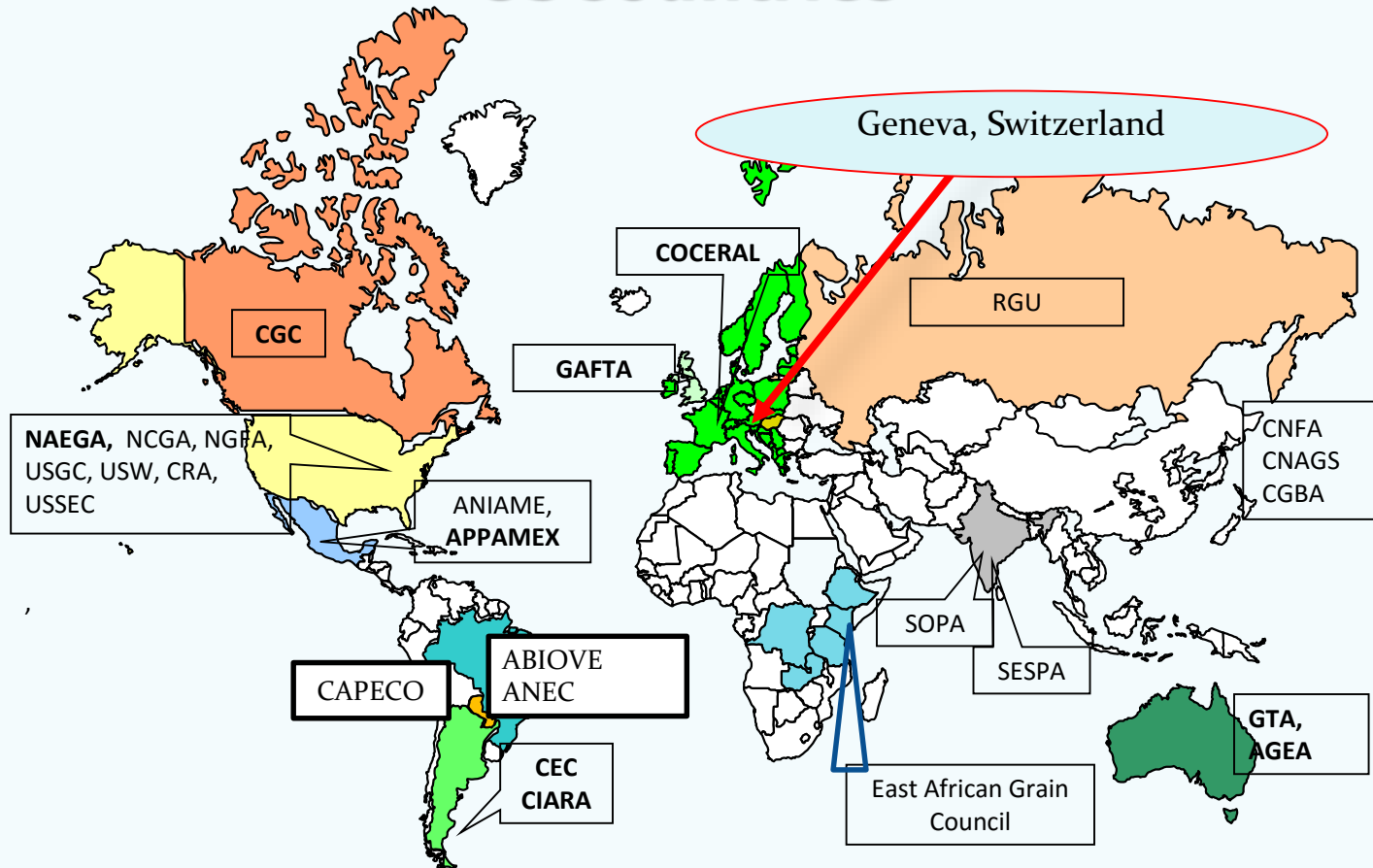


# **International Grain Trade Coalition (IGTC)**

STDF Seminar on electronic SPS certification  
28 June  
WTO, Geneva

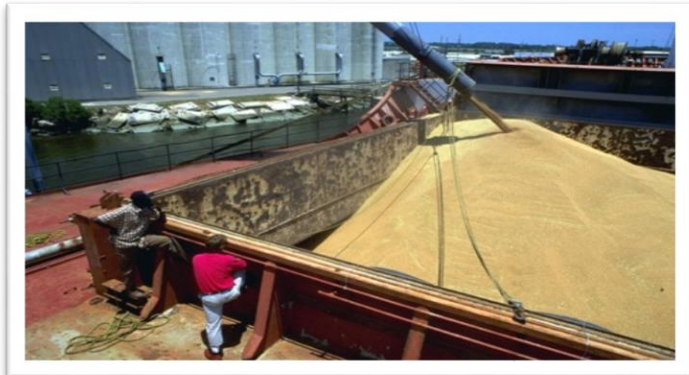
IGTC Edocs – Working Group  
Presented by Vincent Minna Bunge

# IGTC - 25 Trade Associations 8000 Businesses/ 85 Countries





# **The grain industry's challenge: to move commodities from areas of surplus to areas of deficit, provide for regulatory compliance , safety and cost efficiency**



- High volume, Low margin, Timely, Predictable,
- Reliable, Responsive, Resilient and Fungible Supply



**Constant  
Improvement and  
Innovation**



# Edocs: State of play

Supply chain based on legacy paper-driven processes administered by multiple players. Examples:

- Commodity Contracts – Multiple in-house systems
  - Shipping Documents
    - Bills of Lading – Vessel Owner/Agent
    - Certificates Quality/Quantity – Supervision Companies
    - Certificate of Origin – Local chamber of commerce
    - Phytos – Govt. Dept.
    - And list goes on
- Only a portion of this is captured electronically but there is a track record of successes.
- Limitations are sometimes institutional (Banking, Shipping, Regulatory) resulting in some reluctance to champion technology and support “paperless” transactions.

# Commercial Values

Exporters	Importers	Banks
<ul style="list-style-type: none"> <li>Accelerated cycle time – end to end transaction completed in 2 days with working capital benefits</li> <li>Significant reduction in Letters of Indemnity</li> <li>No paper documents to process, manage, track, send and archive</li> <li>Reduced exposure to market movement and volatility</li> <li>Electronic bill of lading (eBL) have full legal title and originality status</li> </ul>	<ul style="list-style-type: none"> <li>Early arrival of electronic paperwork ensuring clean discharge of goods</li> <li>Visibility of transaction to help inventory planning</li> <li>Removal of need to use Letters of Indemnity to achieve discharge of goods</li> <li>Ability to improve port logistic, potentially reduce line up, congestion.</li> </ul>	<ul style="list-style-type: none"> <li>New trade service to offer corporate customers</li> <li>Early receipt of presentation reducing pressure on checking for acceptance deadlines</li> <li>Removal of need to maintain a physical presence adjacent to clients, purely to support delivery of paper documentation?</li> <li>Ability to accept presentations outside of working hours</li> </ul>
Carriers		
<ul style="list-style-type: none"> <li>Removal of Letters of Indemnity</li> <li>Ability to support electronic bills of lading – an increasingly common requirement from their customers</li> <li>No requirement to alter the production process of the bill of lading or change the systems it was generated on</li> <li>No fees to support their customer – entirely free of charge for the carrier to use</li> <li>Simple adoption – browser based so works at port and remote locations</li> </ul>		



# Moving Forward

**Leadership** to provide for innovation that is compatible with a transition and comprehensively addresses the entire electronic document management innovation opportunity.

**Collaboration** between Stakeholders including the supply chain (buyer, seller, brokers, banks, agencies, vessel owners etc.)

**Communication** to raise Industry and Government awareness – expand dialog and learning – target key thought and decision leaders as well as practitioners

**Engagement** of a broader set of stakeholders including additional support from Customs/Port authorities to recognize e documents - PNL clubs now recognize eBLs!

# ***Thank You!***

For-profit entities supporting IGTC are welcome to be identified as IGTC Corporate Stakeholders and help guide our work.

Trade Associations and Councils working to support international trade of grains, oilseeds, pulses and other agri-bulks are welcome to apply for IGTC Membership.

IGTC also seeks Partnership with governmental bodies, other international interest groups and academic institutions.  
Please contact us at: [Secretariat@IGTCglobal.org](mailto:Secretariat@IGTCglobal.org) to begin your participation with IGTC.

