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/ 85Countries
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

<table>
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<tr>
<th>Exporters</th>
<th>Importers</th>
<th>Banks</th>
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<tbody>
<tr>
<td>• Accelerated cycle time – end to end transaction completed in 2 days with working capital benefits</td>
<td>• Early arrival of electronic paperwork ensuring clean discharge of goods</td>
<td>• New trade service to offer corporate customers</td>
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<td>• Significant reduction in Letters of Indemnity</td>
<td>• Visibility of transaction to help inventory planning</td>
<td>• Early receipt of presentation reducing pressure on checking for acceptance deadlines</td>
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<td>• No paper documents to process, manage, track, send and archive</td>
<td>• Removal of need to use Letters of Indemnity to achieve discharge of goods</td>
<td>• Removal of need to maintain a physical presence adjacent to clients, purely to support delivery of paper documentation?</td>
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<td>• Reduced exposure to market movement and volatility</td>
<td>• Ability to improve port logistic, potentially reduce line up, congestion.</td>
<td>• Ability to accept presentations outside of working hours</td>
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<td>• Electronic bill of lading (eBL) have full legal title and originality status</td>
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### Carriers

- Removal of Letters of Indemnity
- Ability to support electronic bills of lading – an increasingly common requirement from their customers
- No requirement to alter the production process of the bill of lading or change the systems it was generated on
- No fees to support their customer – entirely free of charge for the carrier to use
- Simple adoption – browser based so works at port and remote locations
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 to begin your participation with IGTC.