



GRAPAS ASIA 2010
Pamela Kirby Johnson
Director General





THE GRAIN AND FEED
TRADE ASSOCIATION



The Grain & Feed Trade Association

To protect members and
represent their interests

1200 Members – 85 countries.





THE GRAIN AND FEED
TRADE ASSOCIATION



CONTRACTS

GAFTA HAS A RANGE OF
80 STANDARD FORM
CONTRACTS





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**INTERNATIONAL
FORWARD CONTRACTS,
6- 9 - 12 MONTHS
PRE -SHIPMENT.**

CASH MARKETS





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Mechanisms to deal with Quality

- **Certificate Final and binding document**
- **Analyses at Discharge Ports.**
- **Against which payment is made**





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QUALITY

- **Natural Characteristics**
 - Physical - size, shape, colour, density etc
 - Chemical - oil, protein, fibre, etc





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SATISFACTORY QUALITY

“Where the seller sells goods in the course of a business, there is an implied term that the goods supplied under the contract are of satisfactory quality.”

Satisfactory includes fitness for purpose and safety





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SHIPMENT IN GOOD CONDITION

The physical state of goods
must not be heated, burnt,
lumpy,
wet, mouldy, smelly, infested





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HAZARDS & CONTAMINATION

DELETERIOUS SUBSTANCES,
INSECTS OR FOREIGN
MATTER





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HACCP

*Hazard Analysis
and
Critical Control Points*





GTAS

THE GAFTA TRADE ASSURANCE SCHEME

Continuing safety and quality assurance by the provision of best practice codes for transport, storage and handling.





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