



IGTC

International Grain Trade Coalition



International Grains Council

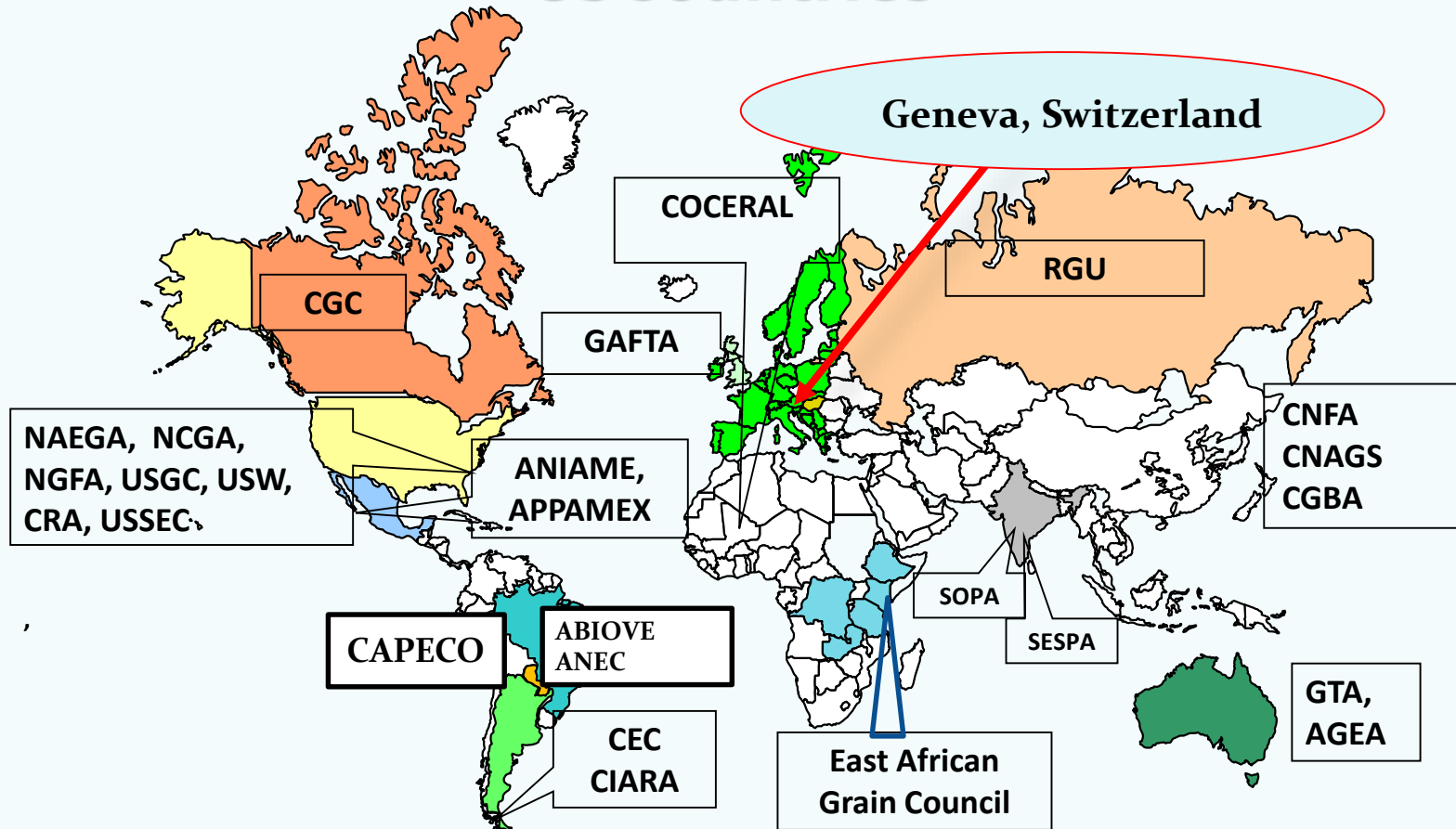
Electronic Documentation A Promising Innovation Opportunity

Luncheon Sponsors Message for IGC conference 14 June, London

International Grain Trade Coalition

www.igtglobal.org • info@igtglobal.org

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 cost, Timely, Predictable,
- Reliable, Responsive, Resilient and Fungible Supply




**Constant
Improvement and
Innovation**

Official / Government Certifications

 <p>CERTIFICADO FITOSSANITÁRIO Nº 2016-SVAPPGNPR PHYTOSANITARY CERTIFICATE MINISTÉRIO DA AGRICULTURA, PECUÁRIA E ABASTECIMENTO DEPARTAMENTO DE SAÚDE VEGETAL ORGANIZAÇÃO NACIONAL DE PROTEÇÃO FITOSSANITÁRIA DO BRASIL PLANT PROTECTION ORGANIZATION OF BRAZIL</p>	
1. Para Organização Nacional de Proteção Fitossanitária de / To: Plant Protection Organization(s) of	CHINA / CHINA
2. Nome e endereço do exportador / Name and address of exporter	KRS CORPORATION, INC. 11720 STREET ST LOUIS, MO 63146
3. Nome e endereço do destinatário declarado / Declared name and address of consignee	NOTIFY CO. XXXX STREET 123 LEBANON
4. Lugar de Origem / Place of Origin	PARANÁ, BRASIL - PARANA, BRAZIL
5. Meio de transporte declarado / Declared means of conveyance	MARÍTIMO / MARITIME
6. Produto e quantidade declarada / Name of produce and quantity declared	SOJA / 65.000.000.000 KG SOYBEAN / 65.000 MT
7. Número e descrição dos volumes / Number and description of packages	A GRANEL / IN BULK
8. Marca distintiva / Distinguishing marks	IOLCOS COMMANDER
11. Pelo presente certifica-se que os vegetais, seus produtos ou outros artigos regulamentados aqui descritos foram inspecionados e/ou analisados, de acordo com os procedimentos oficiais adequados e considerados livres das pragas quarantênicas especificadas pela parte contratante importadora e que cumprem os requisitos fitossanitários vigentes da parte contratante importadora, incluindo os requisitos oficiais apropriados e são considerados livres de pragas regulamentadas não-quarantênicas especificadas na presente certificação. This is to certify that the plants, plant products or other regulated articles described herein have been inspected and/or tested according to appropriate official procedures and are considered to be free from the quarantine pests specified by the importing contracting party and to conform with the current phytosanitary requirements of the importing contracting party, including those for regulated non-quarantine pests.	
DECLARAÇÃO ADICIONAL / ADDITIONAL DECLARATION	
12. Data do Tratamento / Date of Treatment: NIHIL 13. Produto químico (ingrediente ativo) / Chemical (active ingredient): NIHIL 14. Concentração / Concentration: NIHIL 15. Duração e Temperatura / Duration and Temperature: NIHIL 16. Tratamento / Treatment: NIHIL 17. Informação adicional / Additional Information: NIHIL 18. Data de emissão / Date of issue: NIHIL	
19. Local de Exposição / Place of issue	PARANAGUÁ / PR
20. Nome do Fiscal Federal Agropecuario autorizado / Name of authorized officer	
21. Nome do Fiscal Federal Agropecuario Autorizado / Signature of authorized officer	
22. Assinatura do Fiscal Federal Agropecuario Autorizado / Signature of authorized officer	
23. Nº de registro COSAVE / COSAVE Registration number	
O Departamento de Saúde Vegetal, seus funcionários e representantes isentam-se de toda responsabilidade econômica e/ou comercial resultantes deste certificado. No financial liability with respect to this certificate shall attach to Departamento de Saúde Vegetal or to any of its officers or representatives.	

1. Ex: Nome e endereço do exportador / Name and address of exporter	53146
2. Endereço do destinatário / Address of consignee	
3. Nome e endereço do destinatário declarado / Declared name and address of consignee	
4. Organisation de la protection des végétaux de France / Plant protection organization of France	PAYS DE LA LOIRE
5. Lieu d'origine / Place of origin	FRANCE
6. Nom botanique des végétaux / Botanical name of plants	MAESTIVUM L)
7. Quantité déclarée / Quantity declared	7.000.000 MT
 RÉPUBLIQUE FRANÇAISE Organisation Nationale de la Protection des Végétaux	
8. Informations de quarantaine comme spécifié par la partie contractante importatrice et qu'ils sont compris à celles concernant les organismes réglementés non de quarantaine.	
11. free from the quarantine pests specified by the importing contracting party and to conform with the current phytosanitary requirements of the importing contracting party, including those for regulated non-quarantine pests. They are deemed to be practically free from other pests.	
12. Lieu de délivrance / Place of issue	NANTES
13. Date de délivrance / Date of issue	07-JUN-2016
14. Fonctionnaire autorisé / Authorized officer	M PETILLAT

1. Ex: Nome e endereço do exportador / Name and address of exporter	1234567
2. Endereço do destinatário / Address of consignee	
3. Nome e endereço do destinatário declarado / Declared name and address of consignee	
4. В организации карантину / Quarantine and Plant Protection	ALGERIA
5. Місце походження / Place of origin	UKRAINE
 УКРАЇНА UKRAINE Державна ветеринарна та фітосанітарна служба України State Veterinary and Phytosanitary Service of Ukraine	
6. Назва рослин, ботанична назва рослин / Name of produce, botanical name of plants	
7. Кількість / Quantity	16.500.000 MT
11. free from the quarantine pests specified by the importing contracting party and to conform with the current phytosanitary requirements of the importing contracting party, including those for regulated non-quarantine pests. They are deemed to be practically free from other pests.	
12. Місце оформлення / Place of issue	NIKOLAIEV, UKRAINE
13. Дата / Date	07-JUN-2016
14. Прізвище інспектора / Name of authorized officer	OFFICER
15. Підпис інспектора / Signature of authorized officer	
16. Штамп / Stamp	

Certificates of Origin

CERTIFICATE OF ORIGIN
(Certificat d'Origine)

MEMBER OF INTERNATIONAL CHAMBER OF COMMERCE - ICC PARIS

ADDRESS:
Rua La Avumbélla, 77 / 8º Andar
Rio de Janeiro - RJ - Brasil
CEP 20031-001
Tel. + 55 21 2242 - 4100
Fax + 55 21 2242 - 5835
Email: comercio Exterior@cisbra.org.br
www.cisbra.org.br

12345

CÂMARA DE COMÉRCIO, INDÚSTRIA E SERVIÇOS DO BRASIL
Fundada em 1925

CHAMBER OF COMMERCE, INDUSTRY AND SERVICES OF BRAZIL
Founded in 1925

The Chamber of Commerce, Industry and Services of Brazil, in Rio de Janeiro State, based on authentic documents produced by **KRS CORPORATION, INC.** with address at **11770 STREET ST LOUIS, MO 63146** confirms that the goods described below and shipped on the **MV TRANSPORT** to **QINGDAO, CHINA** are products of **Brazilian Origin**.

PARANAGUA, BRAZIL
consigned to **TO ORDER**

NCM	GOODS DESCRIPTION:	Quantity
1201.20	BRAZILIAN SOYBEANS IN BULK Consignee: TO ORDER LETTER OF CREDIT NUMBER: 123456 STOWED INTO HOLDS NUMBER: 1, 2, 3, 4, 5, 6 AND 7	15,000.000 MT

CISBRA
CÂMARA DE COMÉRCIO
INDUSTRIAL E SERVIÇOS
BRASIL

CERTIFICATE OF ORIGIN

1. Exportateur / -

CERTIFICATE OF ORIGIN

Identificación del Certificado (Número)
Reference N° of Certificate

2. País de Origen (Country)

Nombre de la Entidad Emisora del Certificado

Cámara Argentina de Comercio
Tel: (54-11) 5300-9029 - Fax: (54-11) 5300-9051
Av. Leandro N. Alem 36 - Mail: visadoes@cac.com.ar
(C1003AAN) Buenos Aires - Republica Argentina

ARGENTINE CHAMBER OF COMMERCE

6 País de Destino Final - Country of Final Destination

CHINA

7. Observations

8. País de Origen (Country)

9. País de Destino Final (Country)

10. Peso o Cantidad Weight or Other Quantity

15,000.000 MT

CIRCUATION DES MARCHANDISES

EUR.1 No.

Consulter les notes au verso avant de remplir le formulaire

2. Certificat utilisé dans les échanges préférentiels entre

FRANCE

et

GUINEA

(Indiquer les pays, groupes de pays ou territoires concernés)

4. Pays, groupe de pays ou territoire dont les produits sont considérés comme originaires

FRANCE

5. Pays, groupe de pays ou territoire de destination

GUINEA

7. Observations

XXXXXXXXXXXXXXXXXXXX

9. Masse brute (Kg) ou autre mesure (l, m³, etc.)

7,000,000 MT

10. Futures (mention facultative)

CERTIFICATE OF ORIGIN

DESCRIPTION

US SOYBEAN MEAL IN BULK
LETTER OF CREDIT NUMBER: 123456
NOTIFY
NOTIFY CO.
XXXX STREET 123
LEBANON
DESTINATION:
BEIRUT, LEBANON
1, 2, 3, 4 AND 5

DECLARATION DE L'EXPORTATEUR

Je déclare que les marchandises ci-dessus remplissent les conditions requises pour l'obtention du présent

A. CCIC, NANTES, le 06/07/2016

(Signature)

CISBRA AUTHENTICATION

Sello y Firma
Signature and Seal

(Signature)

Rio de Janeiro, RJ, Brazil, 18 MAY 2016

Company signature **KRS CORPORATION, INC.**

Fumigation



Oficina Central
Bernardo de Irigoyen 722 piso 13
(C1072AAP) C.A.B.A.
Tel: +54 11 4842 16 06 y rotativas
bsas@fugran.com

PGSM
Ruta Nac Nº 1 Km 337
(2202) Pro Gal San Martín, Sta Fe.
Tel: +54 34 76 49 52 92
rosario@fugran.com

Bahía Blanca
Moreno 2744
(8000) Bahía Blanca
Tel: +54 29 14 95 83 88
bblanca@fugran.com

Tucumán
Pedro Leon Gallo 25
(4000) San Miguel de Tucumán
Tel: +54 38 14 23 44 39
tucuman@fugran.com

CERTIFICADO DE FUMIGACION FUMIGATION CERTIFICATE

REGISTRO SENASA T.625 - SENASA REGISTER T.625

12345

CERTIFICAMOS LA FUMIGACION DE:
HEREBY CERTIFY THE FUMIGATION OF:

CANTIDAD NETA:
QUANTITY (NET WEIGHT): 15,000,000 MT

CARGADOS SOBRE:
LOADED INTO: M/V TRANSPORT

PUERTO DE CARGA:
LOADING PORT: SAN LORENZO ARGENTINIAN PORT

PUERTO DE DESCARGA:
DESTINATION PORT: DANDONG, CHINA

PUERTO DE FUMIGACION:
FUMIGATION PORT: BAHIA BLANCA, ARGENTINA

FECHA DE FUMIGACION:
FUMIGATION DATE: JUNE 08TH, 2016

FUMIGACION EFECTUADA CON:
FUMIGATION EFFECTED WITH: ALUMINIUM PHOSPHIDE

DOSIS:
DOSAGE: 1 TABLET / MT

TIEMPO DE EXPOSICION:
TIME OF EXPOSURE: 10 DAYS

DECLARACIONES ADICIONALES:
ADDITIONAL DECLARATIONS: LETTER OF CREDIT NUMBER: 123456
LOADING DATE: APRIL 14TH, 2016

CARGADOR:
SHIPPER: KRS COOPERATION, INC.
11720 STREET ST LOUIS, MO 63146

CONSIGNADO:
CONSIGNEE: TO ORDER

NOTIFICAR:
NOTIFY: NOTIFY CO.
XXXX STREET 123
LEBANON
CHINA

DESTINO:
DESTINATION: CHINA

EXTENDIDO EN:
ISSUED AT: BAHIA BLANCA, ARGENTINA

EL:
ON: JUNE 08TH, 2016



Guillermo A. Romero
GUILLERMO A. ROMERO
INGENIERO AGRONOMO
R.U.F. 14484

Martin Calnik Villa
MARTIN CALNIK VILLA
PRESIDENTE
FUGRAN COMERCIAL E INDUSTRIAL S.A.

SELLO Y FIRMA / STAMP AND SIGNATURE

www.fugran.com



Fumigation Certificate
Certificado de Fumigação

Descripción de Goods / Descrição da Mercadería
BRAZILIAN SOYABEANS IN BULK

Quantity / Quantidade
25,000,000 METRIC TONS

Vessel / Navio
M/V TRANSPORT NAME

Port of loading / Porto de embarque
PARANAGUA, BRAZIL

Shipper / Embarcador
KRS COOPERATION, INC.
11720 STREET ST LOUIS, MO 63146

Type of Fumigation / Fumigante
ALUMINIUM PHOSPHIDE - PHOSPHINE

Method / Método
FUMIGATION PERFORMED IN SACHETS

Dosage / Dose
ONE GRAM PER CUBIC METER
STOWED INTO HOLDS NUMBER: T. 2, 3, 4, 5, 6 AND 7

Time of Exposure / Exposición
360 HOURS AT 25°C

Consignee / Consignatário
TO ORDER

Notify / Notificar
NOTIFY CO.
XXXX STREET 123
LEBANON

Bill of Lading

Port of Discharge / Porto de Destino
CHINA PORT(S)

Fumigation Date / Data da Fumigação
JUNE 08TH, 2016

Certificate issuing: JUNE 08TH, 2016

Remarks:
LETTER OF CREDIT NUMBER: 127

ORIGINAL

This is an electronic certificate and the authenticity of this document may be verified in www.fugran.com
This document is a true reflection of the data entered by the fumigation company. Any alteration or addition...

Agricultura, Ganadería, Pesca y alimentos
al de Sanidad y Calidad Agroalimentaria
y de Empresas Aéreas y Terrestres de
Sanitarios N° de Inscripción T-1300



CERTIFICADO DE FUMIGACIÓN FUMIGATION CERTIFICATE

N° 1234556

BUNGE ARGENTINA S.A.
25 DE MAYO 501
BUENOS AIRES - ARGENTINA

MV TRANSPORT

3,000,000 MT

AN LORENZO ARGENTINIAN PORT

WAMAM PORT, SAUDI ARABIA

WUM PHOSPHIDE

1 / MT

3

ARGENTINA

ONLY FOR POULTRY PRODUCTION
ASSIM, BURAYDAH, K.S.A.

o ante quien corresponda

NA, JUNE 08TH, 2016

ARGENTINA SA
590 J. M. Gutierrez Buenos Aires
del 24 hs. (5091) 3-728-8627
t: www.festcontrolarg.com.ar
of:

Ing Leandro Lombardi
Sello y Firma
Stamp and signature



SURVEYS and SUPERVISION



Trust Control
Argentina

TRANSPORT NAME
DESCRIPTION OF GOODS
QUANTITY (NET WEIGHT)
LOADING PORT
PORT OF DISCHARGE
CONSIGNEE
NOTIFY

M/V TRANSPORT
SOYABEANS IN BULK
15,000.000 MT
SAN LORENZO ARGENTINIAN PORT
DANDONG, CHINA
TO ORDER
NOTIFY CO.
XXXX STREET 123
LEBANON
KRS COORPORATION, INC.
11720 STREET ST LOUIS, MO 63146
APRIL 14TH, 2016

Certificate Number: 123345

CERTIFICATE OF WEIGHT

SHIPPER

LOADING DATE

ADDITIONAL DECLARATIONS

We hereby certify having superintended the weighing and assisted the loading of the above mentioned parcel, loading was effected by pumping the oil from land tank 4103 at Timbues Noble installation, SAN LORENZO ARGENTINIAN PORT.

Weight ascertainment: At port of loading weight was determined by means of gauging of said land tanks prior to loading and after completion of loading combined with the application of density values taken from the official table (litre weight in air), resulting:

Quantity loaded: 15,000.000 MT (FIFTEEN THOUSAND METRIC TONS) AS A PART OF A TOTAL COMMINGLED QUANTITY OF 12,000.000 MT.

CIREF - AB 0001111

TRUST CONTROL INTERNATIONAL S.A.

BUENOS AIRES, JUNE 09TH, 2016



Certificate

NO.12345

CERTIFICATE OF WEIGHT

: M/V TRANSPORT
: SOYABEANS IN BULK
: 15,000.000 MT
: SAN LORENZO ARGENTINIAN PORT
: DANDONG, CHINA
: TO ORDER
: NOTIFY CO.
: XXXX STREET 123
: LEBANON
: KRS COORPORATION, INC.
: 11720 STREET ST LOUIS, MO 63146
: LOADING DATE: APRIL 14TH, 2016
: LETTER OF CREDIT NUMBER: 123456

intended the weighing and assisted the loading of the above mentioned pumping the oil from land tank 4103 at Timbues Noble installation, SAN

loading weight was determined by means of gauging of said land tanks prior to loading and after completion of loading combined with the application of density values taken from the official table (litre weight in air), resulting:

Quantity loaded: 15,000.000 MT (FIFTEEN THOUSAND METRIC TONS) AS A PART OF A TOTAL COMMINGLED QUANTITY OF 12,000.000 MT.

[Signature]
CONTROL UNION ARGENTINA SA



Avda. 2669 2° P. - C.P. B1643HCZ - Bectzar - Prov. De Buenos Aires - Argentina
T +54 11 4719-9400 - controldept@controlunion.com.ar - www.controlunion.com

www.controlunion.com and it's subject to Terms and Conditions detailed in that website. The information contained herein, falsification of the content or appearance of the document will be subject to criminal liabilities.

Control Union is subject to the General Conditions of Business of International Federation of Inspection Agencies, as referred by Control Union will be considered only if local laws require to take due care given by the International Federation of Inspection Agencies.

Control Union is not responsible for the consequences of the loading, unloading or transport of the goods.

This document may be verified in <http://check.euroamerica.com> and it's subject to Terms and Conditions detailed in that website. The information contained herein, falsification of the content or appearance of the document will be subject to criminal liabilities.

ORIGINAL

1234566



EUROAMERICA
Group S.A.

EuroAmerica Group, S.A.
Phone: +54 11 48212519
operations@euroamericagroup.com.ar
Address: Av. Santa Fe 2036 - 12º "A"
C.A.B.A. - ARGENTINA

CERTIFICATE

M/V TRANSPORT NAME
KRS COORPORATION, INC
11720 STREET ST LOUIS, MO 63146
SAN LORENZO, ARGENTINA
SOYABEANS IN BULK
12-MAY-2016
NANTONG, CHINA
1,000.000 MT
TO ORDER
NOTIFY CO.
XXX STREET 123
SANON

TER OF CREDIT NUMBER: 123456

intended the weighing and assisted the loading of the above mentioned pumping the oil from land tank 4103 at Timbues installation, SAN LORENZO,

loading weight was determined by means of gauging of said land tanks prior to loading and after completion of loading combined with the application of density values taken from the official table (litre weight in air), resulting:

Quantity loaded: 15,000.000 MT (FIFTEEN THOUSAND METRIC TONS) AS A PART OF A TOTAL COMMINGLED QUANTITY OF 12,000.000 MT.

EUROAMERICA GROUP S.A.
DEPENDENT SURVEYOR

www.trust-control.com
Terms and Conditions in Website



Documentation

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

InformationTechnology available to Improve Performance. Only a portion of Document Data 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

- Accelerated cycle time – end to end transaction completed in 2 days with working capital benefits
- Significant reduction in Letters of Indemnity
- No paper documents to process, manage, track, send and archive
- Reduced exposure to market movement and volatility
- Electronic bill of lading (eBL) have full legal title and originality status

Importers

- Early arrival of electronic paperwork ensuring clean discharge of goods
- Visibility of transaction to help inventory planning
- Removal of need to use Letters of Indemnity to achieve discharge of goods
- No demurrage costs

Banks

- New trade service to offer corporate customers
- Early receipt of presentation reducing pressure on checking for acceptance deadlines
- Removal of need to maintain a physical presence adjacent to clients, purely to support delivery of paper documentation?
- Ability to accept presentations outside of working hours

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

Case Study: Electronic Bill of Lading and eUCP Bank Presentation

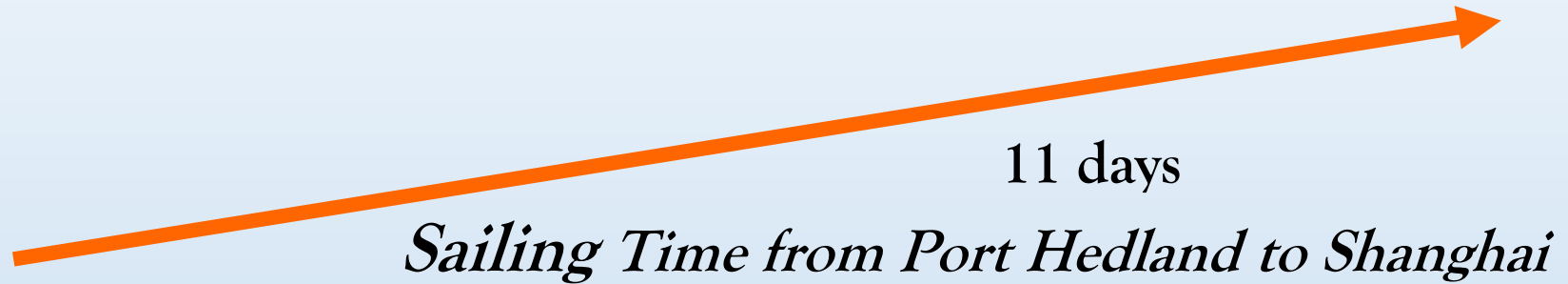
A typical shipment trade financed from Australia to China for a four-corner presentation **in just four days:**

1. Seller/carrier draft original eB/L online
2. Ship owner approves, signs and issues the original eB/L
3. Seller uploads additional docs (invoice, certificates, etc) online to create the “eSet”
4. Whole ‘eSet’ is endorsed by Seller and presented electronically to Negotiating Bank under an eUCP600 letter of credit
5. Negotiating Bank examines the eDocs accepts them and transfers to Issuing Bank electronically, after which,
6. Issuing Bank sends eSet to the Buyer
7. Buyer takes Title to the cargo with the original eB/L and either:
 - a. Electronically endorses and passes the Title of the eB/L + eDocs on to their Buyer
 - b. Surrenders the eB/L to carrier at destination and takes delivery of the cargo

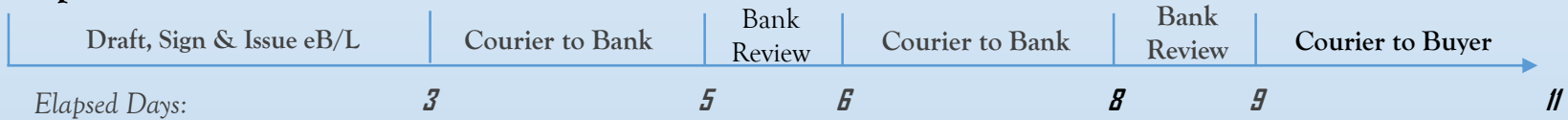
DSO reduced from 15 to 4 days

Why Electronic documents and not Paper Docs

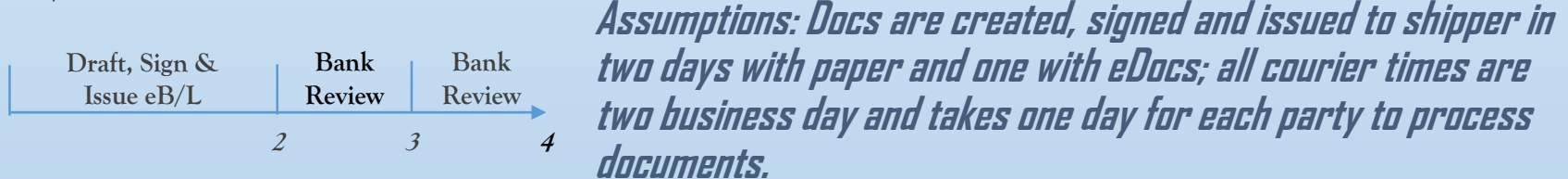
From a financing perspective, eB/Ls and/or BPO make a huge difference in shorter routes



Paper Documents



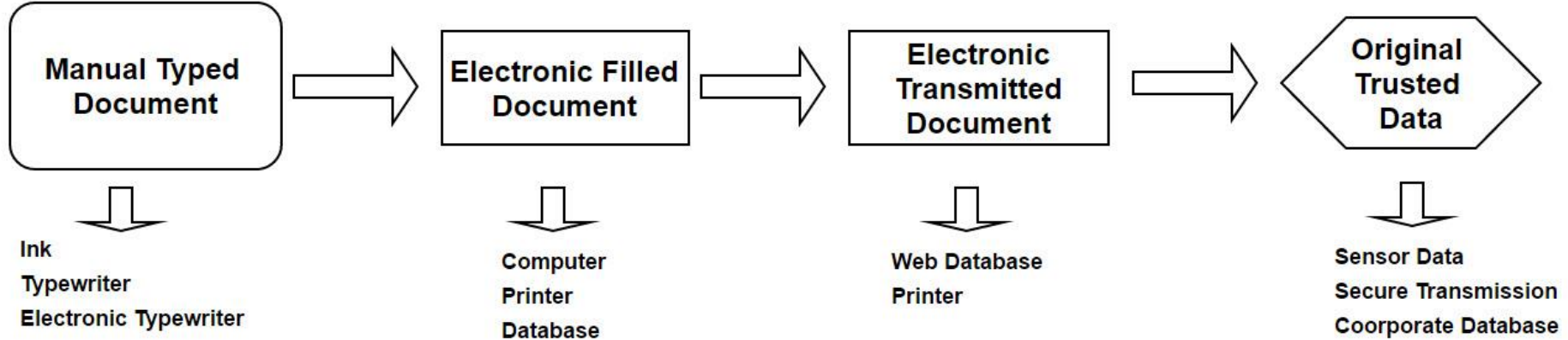
eB/L + eUCP



BPO+



Natural Evolution of Trading Documents



In the coming years we'll be seeing another high impact because of the so called **IOT (Internet of the Things)**.

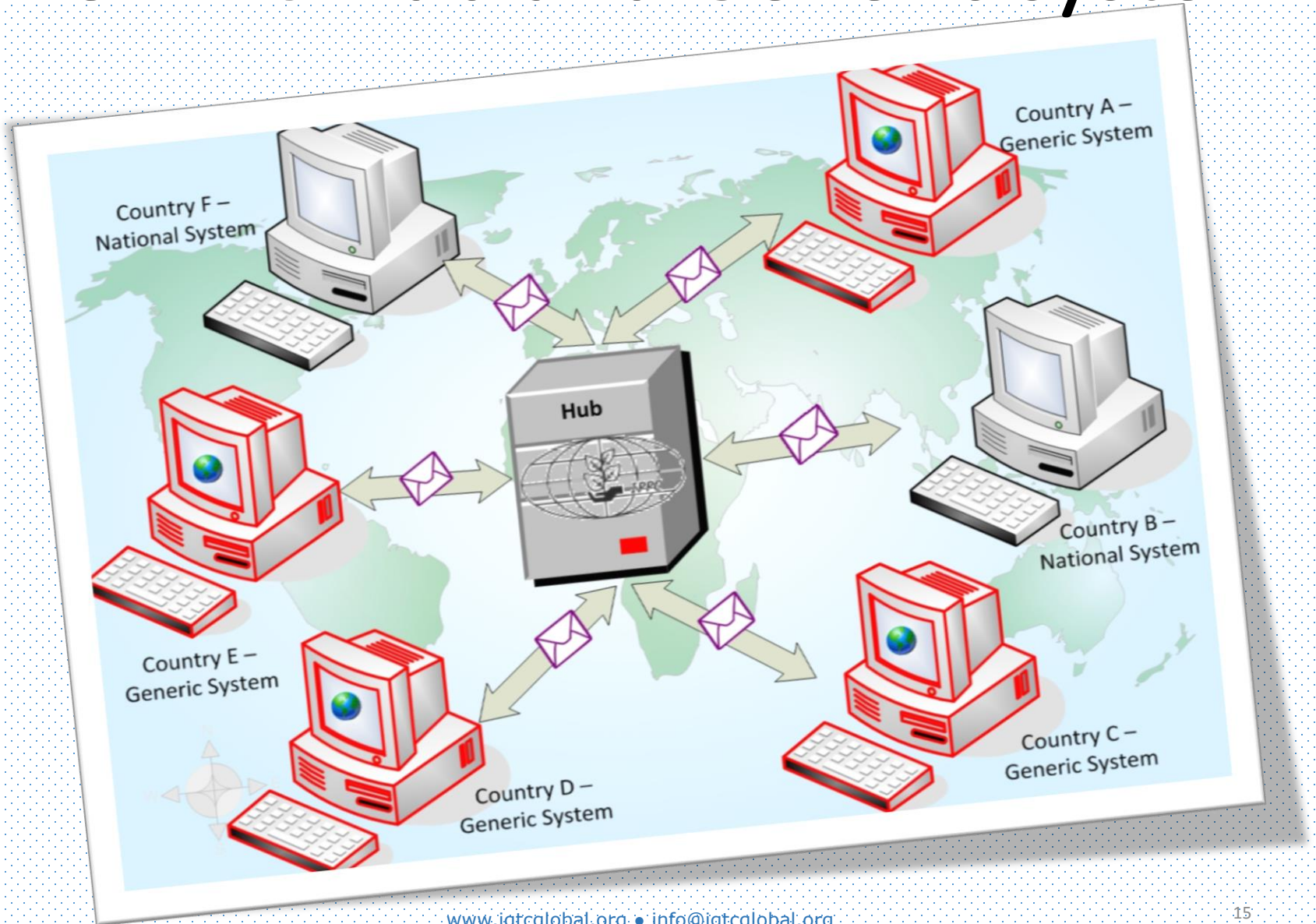
Trustworthy information, in real time, from consignments to different players' pcs and/or documents will be available for different purposes.



IPPC – WTO e-Phytos and a “Hub”

- Commitment to facilitate harmonized exchange of ePhytos.
- IGTC sits on “Industry Advisory Group” to provide guidance

The IPPC Hub and Generic system





Please contact us at:
Secretariat@IGTCglobal.org
+41 78 932 96 18

Thank You!

IGTC seeks Partnership with governmental bodies. Likewise we work with other international interest groups and academic institutions. 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

