



Export Operation Guidelines for Melbourne Port Terminal

ABA is committed to fair access to its bulk grain facilities at the Port of Melbourne, Melbourne Port Terminal (MPT), for all grain exporters.

Each customer must have entered into and comply with the terms and conditions of a Storage and Handling Agreement with ABA prior to the provision of any services. In the absence of special arrangements negotiated between the customer and ABA the standard Agreement's terms and conditions as displayed on our website <http://www.bulkalliance.com.au/> will apply.

ABA's objective is to assist its export customers minimise supply chain costs from farm gate to ship's rail.

With 48,000 mt of vertical storage MPT has been designed and is operated as a rapid export throughput facility. Together with integrated intake logistics it can rapidly accumulate export cargoes and load vessels.

Essential to efficient and effective ship loading operations is co-operation between ABA, the intake logistics provider and the customer. ABA works closely with its customers and rail/road operators to accumulate intended cargo at MPT in a timely manner so that vessel loading can be conducted as effectively and efficiently as possible.

It is our intention to minimise vessel loading times while maximising MPT's annual throughput tonnage. We firmly believe that a cargo can be accumulated then loaded onto a vessel within two weeks and with the vessel being berthed for no more than 4 days.

The following Cargo Accumulation and Berthing Priority Guidelines have been designed to inform our export customers how we will work with them to minimise vessel loading times. These Guidelines will be applied to all export loading operations for all customers. However, from time to time in the interests of operational efficiency ABA may at its own discretion vary from these Guidelines.

Simon McNair
General Manager

MPT Export Cargo Accumulation Guidelines

1. Shipping Stem

ABA will post its shipping stem on its website <http://www.bulkalliance.com.au/>. It will be updated regularly with both Intended and Nominated vessels as new information comes to hand.

MPT's grain berth is located at Appleton Dock F Berth. It is a common user berth but ABA has a 24 hour priority window for its vessel operations.

Therefore, ABA's shipping stem may not include other shipping allocated to the berth by the Port of Melbourne Corporation (PoMC). Exporters are urged to check the PoMC website - <http://www.portofmelbourne.com/shipping/shippingmovements.asp> - for other shipping and to contact MPT's Terminal Manager on (03) 9687 9253 to check other terminal operations which may impact shiplading operations.

2. Intent to Ship

Written notification of intention to ship must be received at least 30 days prior to loading. See attachment.

Such notification is to include:

- Vessel name
- Load tonnage, grade
- Ship Laycan
- Expected ETA

"TBA" vessel notifications will be accepted.

Notification of intent to ship is not regarded as a Vessel Nomination.

3. Vessel Nomination

Written nomination of a vessel must be received 21 days prior to loading. See attachment.

Vessel nomination will contain

- Vessel name
- Load tonnage, grades and quality specifications
- Ship's Agent
- ETA
- Site accumulation and transport plan

Acceptance of a Vessel Nomination will be solely at the discretion of ABA.

A Vessel Nomination form must be received prior to acceptance of a vessel, allocation of estimated load dates and accumulation of cargo.

"TBA" vessel Nominations may be accepted at ABA's sole discretion.

All other things being equal, ABA will not accept a Vessel Nomination where it's ETA is up to one week earlier than a prior Vessel Nomination without the approval of the Exporter of the earlier nominated vessel.

ABA may accept a vessel Nomination which may adversely impact the loading of a "TBA" vessel unless a Bond equivalent to 50% of the ship loading fees has been lodged by the "TBA" vessel's Exporter.

4. Estimated Load Dates

Upon acceptance of a Nomination the client will be notified of any vessel queuing and an estimate of load dates based on:

- Other vessels nominated to be loaded
- Site accumulation and transport plan, including transport availability
- Nominated vessel ETA
- Ownership of stock
- Impact on terminal efficiencies

Determination of estimated load dates is also based on MPT operating shipping and intake on a 24/7 basis (excluding closed port days) provided sufficient notice is received.

Estimated Load Dates may change due to:

- Changes to cargo
- Delays in cargo accumulation
- Delays in loading prior vessels
- Weather
- AQIS instructions
- Cargo quality problems

5. Cargo Accumulation and Vessel Loading

As a general rule cargo accumulation will not commence until two weeks before vessel's ETA.

Determination of the order of cargo accumulation and vessel loading will be based on:

- Vessel ETA
- Date of nomination
- Stock availability at the Terminal
- Site accumulation and transport plan
- Full ownership of stock
- Impact on terminal efficiencies

Cargo will not be accumulated for "TBA" vessels unless a Bond equivalent to 50% of the estimated receival and ship loading fees has been lodged by the Exporter. The bond is refunded if a replacement Nomination vessel arrives within 5 days of original ETA of nominated "TBA" vessel. The bond is forfeited if a replacement Nomination vessel arrives later than 5 days of original ETA of nominated "TBA" vessel or if accumulated stock is sold in-store. If a replacement nominated vessel's ETA is more than 5 days later than the original nominated vessel ETA then a further Bond may, at ABA's sole discretion, be required.

Non customer-owned stock will not be accumulated unless ABA is given written confirmation from the Seller of its intention to sell the stock to the Buyer in port prior to vessel ETA.

If a vessel is already nominated it will receive accumulation priority even if a new vessel has an earlier ETA unless ABA, at its sole discretion, determines that loading the new vessel is in the interests of terminal efficiency and objectives.

ABA reserves the right not to fully accumulate a cargo in order to maximise all client vessel turnarounds where multiple vessels are arriving in a short time frame.

Further, specific terminal and supply chain efficiencies including an ability to fully utilise available resources and the ability to fully position stock may result in a vessels loading out of arrival order. For example, should a vessel be delayed beyond its nominated ETA but the cargo has been accumulated it will have loading priority over a vessel arriving earlier.

Export customers may negotiate changes to accumulation and estimated load dates between themselves, provided ABA agrees with such changes.

6. Vessel Substitution or Excessive Delay

In the event that a vessel is substituted or delayed and the substituted vessel ETA or revised ETA is greater than 5 days from the original ETA a new Nomination is required.

In the event a vessel is substituted and the substituted vessel's ETA is more than 5 days from the original ETA, ABA reserves the right to amend the accumulation priority by treating this as a new Nomination. Amended load dates will be calculated taking into account accumulation and terminal efficiencies.

In the event a substituted vessel maintains the original ETA and tonnage no changes to estimated load dates will apply.

In the event a vessel is delayed by more than 5 days from the original ETA, ABA reserves the right to amend the accumulation priority by treating this as a new Nomination. Amended load dates will be calculated taking into account accumulation and terminal efficiencies.

ABA reserves the right to seek costs from the client in relation to the cancellation of a vessel within 14 days of the original ETA, or if a substituted vessel ETA varies by more than 5 days. Such cost may include but are not limited to:

- repositioning costs
- storage costs
- treatment costs
- opportunity costs where the terminal is blocked and causes other clients to experience delays.

ABA will use its best endeavours to mitigate such costs. However, the customer will remain ultimately responsible for such costs.

7. Other

Where any of the above is in conflict with terms and conditions in the Storage and Handling Agreement of the year, the terms and conditions in the Storage and Handling Agreement will have precedent.

INTENT TO SHIP ADVICE

Load details

	1 st Port	2 nd Port
Projected Load Port/s		
Total Tonnage		
Tolerance		
Market		
Laycan		

Quality Parameters / Comments

<u>Load Grades</u>		<u>Quality Specs</u>	
<u>Treated / Untreated</u>			

.....
Print Name

.....
Signature

.....
Date

VESSEL NOMINATION

VESSEL DETAILS

Vessel Name			
Owner		Hatches	
Authority to load		Year Built	
Gross Tonnage		Holds	
Nett Tonnage		Lay can	
Vessel Type		DWT	
Flags		LOA	
Draft		Beam	

LOAD DETAILS

Load Ports	
Date	
Total Tonnage	
Tolerance	
Contract Grades	
Stowage Factor	
Client Reference	
Contact #	
Destination	
Discharge Port	
Exporter	
Exporter Insp Charge	

QUALITY PARAMETERS

REFER STORAGE AND HANDLING CONTRACT FOR OUTTURN OBLIGATIONS

Site Accumulation plan

Load Port	Appleton Dock		Load Port		
		Tonnes	Site	Grade	Tonnes
Total			Total		

.....
Print Name

.....
Signed on behalf of Client

.....
Date

*** Please complete and send back to Or you could Fax to 03 9687 5611.**