



BMTI

Development and transparency of agri-food markets: the Italian experience for the institutions of foreign countries

The Italian experience on commodity exchanges, negotiation of agri-food products and market monitoring can be considered an example of action implemented by the institutions in order to **support the development and transparency** of agri-food markets.

For this reason BMTI S.c.p.A., the public agency managing the Italian Online Commodities Exchange, is available to cooperate with foreign institutions to:



Implement the International Online Market of the Exchange

Through joint cooperation projects, it is possible to identify procedures for the implementation and use of the International Online Market - IOM to facilitate trade relations between operators from different Countries in a clear and transparent context, based on the common practices of the international trade.

WHAT THE INTERNATIONAL ONLINE MARKET OF THE ITALIAN ONLINE COMMODITIES EXCHANGE IS?

While doing business, in order to prevent the rise of disputes between the parties, it is a good practice to define in detail and in advance the conditions governing the contract. This is particularly true for trade relations between companies from different countries. Since there is not an international law for trade, problems and misunderstandings may easily occur. In fact, the parties are naturally accustomed to operating according to their own law and local practices.

With the aim of extending the benefits and advantages of an online commodity exchange beyond the European borders and facilitate the matching of demand and supply between European and non-European companies, BMTI S.c.p.A. created a regulated online platform to trade agricultural and agri-food products, based on the rules and practices of the international trade.

ADVANTAGES

- Easy access to foreign markets for SMEs
- Clarity and standardisation of the negotiations, based on the practices of international trade
- Reduction of the possibility of disputes between the parties, also thanks to a standardised nomenclature for the qualification of products
- Improvement of market transparency, thanks to the dissemination of the traded product prices



Develop commodity exchanges in foreign Countries

Through advisory services and technical assistance, in partnership with the institutions of countries which may be interested, BMTI can draft analysis and feasibility studies, set up the organisational structure and create the functioning rules for the development of online, physical or hybrid commodity exchanges, according to the needs of the local communities.



Develop price collection, analysis and dissemination systems

Through advisory services and technical assistance, BMTI can share its expertise with the institutions and agencies of foreign countries in the field of price collection, analysis and dissemination in order to promote the transparency of markets and development of SMEs.



Training on standard contracts and commercialisation rules

Through advisory services and technical assistance, BMTI can implement capacity building activities addressed to the institutions and agencies of foreign countries to share its expertise on the drafting and use of standard contracts to sell agri-food products. Moreover, training sessions on the marketing standards required to export agri-food products in the EU can be organised.



About BMTI S.c.p.A.

BMTI S.c.p.A., which manages the Italian Online Commodities Exchange, is a non-profit company of public interest owned by the Italian Chambers of commerce. It was established by the decree of the Italian Minister of Agricultural Policies n.174/2006 with the aim of introducing innovation among the already existing commodity exchange system, in order to support the Chambers of commerce in their tasks connected to market regulation, market monitoring and enhancement of transparency.

Activities of BMTI S.c.p.A.

- Organisation, development and management of the online trading platform of the Italian Online Commodities Exchange
- Drafting of analysis and studies to disseminate, understand and monitor price trends and market dynamics, using the rich information asset deriving from: the wholesale price database of the Chambers of commerce, BMTI's negotiations, the data daily collected by in the Italian wholesale markets and the significant network of contacts with the operators of the various markets
- Support to the Italian Ministry of agricultural, food and forestry policies and the Ministry of economic development in their activities for the improvement of trade transparency
- Support to the Italian Chambers of commerce in their activities of monitoring, regulation and transparency of markets
- Implementation of training session and capacity building for institutional partners and operators in the field of market development and transparency



We work to:

“
Develop a system of open international trade, based on shared rules that are not discriminatory, and which can remove the distortions that restrict the availability of food, thereby creating the conditions for improved global food security
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(Milan Charter- EXPO 2015)

Contact us:



BMTI

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Agency of the Chambers of commerce



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