



NSW Partners in Grain

A GRDC funded grower driven project that focuses on facilitating professional development activities for farming businesses

Quarterly Newsletter

21 October 2009

Hello and welcome to this, my first NSW Partners in Grains quarterly newsletter. I have had the pleasure of meeting a few of you at PinG events over the past three months. For those of you whom I haven't met I am the new Coordinator of the group and I look forward to seeing you at an event soon.

NSW Partners in Grain have had a very busy couple of months. We have delivered a series of grain testing workshops and grain marketing forums at a total of thirteen locations across the state. Reports on each of these events are included later in this newsletter. In addition Mandy Strong, the NSW Chairperson, and I attended the Partners in Grain National meeting held at Middleton, SA, at the start of August and the NSW Reference Group held our annual face to face meeting in Wagga Wagga at the end of September. Over the next few months we will be busy planning our events for 2010. A couple of things currently on the go are our University Scholarship and Office Meltdown workshops. More information on these activities is included in this newsletter.

I would like to take the opportunity to extend my thanks on behalf of Partners in Grain to Pam

Krieg. Pam resigned from her position as Coordinator at the end of July after five years in the role. In that time, Pam worked tirelessly at delivering quality and timely events to grain growers across the state. She has left some huge shoes for me to fill and I only hope I can do half the job she did. Pam remains on the NSW Reference group so will continue to play a role in PinG going forward.

I would also like to thank Kerry Yelland who resigned from our Reference Group in September. During her time with Partners in Grain Kerry has been a fantastic support to the group. In addition to helping in the planning and delivery of events, Kerry has also supported the coordinator by maintaining the website and assisting with the administration of a range of other projects. We wish her all the best for the future.

Good luck to everyone with harvest and I hope you all have a safe and happy Christmas.

Ingrid Taylor

NSW Partners in Grain Coordinator

Partners in Grain University Scholarship

Applications are now being accepted for Partners in Grains 2010 University Scholarship.

The scholarship is valued at \$1000 and open to NSW students entering their third or higher year of study. Applications close 28 February 2010.

For more information visit www.partnersingrain.org.au.

EVENT NEWS



GRAIN MARKETING FORUMS

During September NSW Partners in Grain held eight Marketing Forums across the state aimed at equipping grain growers with the skills to best manage the marketing of their crop in a deregulated marketplace. The forums were facilitated by Malcolm Bartholomaeus, an independent grain market analyst from Clare in South Australia. Throughout the morning Malcolm overviewed the range of products available to growers to market their grain in the Forward Market, the Harvest Market and the Post Harvest Market. He then compared the performances of these different marketing products in the 2008/09 season. The products included cash at silo, pools, swaps and forward contracts. This review set the foundations for a discussion on the best strategies for marketing grain from the upcoming 2009/10 harvest. Malcolm highlighted the importance of dedicating sufficient time and money into effectively marketing your businesses crop, given that in a regulated market growers were paying a significant amount per tonne to AWB to do this job for them. Comprehensive notes of Malcolm's presentation and strategies for the 2009/10 season are available for purchase from NSW Partners in Grain.

In the afternoon Malcolm facilitated a panel of marketers through a discussion on the various products and services they will be offering for this upcoming harvest. The grain marketing companies who participated in the panel sessions included ABB, AWB, Agfarm, AGA, Agrigrain, Special One Grain, Agvantage Commodities, Louis Dreyfus, CBH Grain and Weston Milling. Partners in Grain were pleased to be able to deliver a comprehensive day of information to New South Wales grain growers. We welcome any feedback you have regarding the marketing forums and suggestions for improvements to the day for the future.

GRAIN TESTING WORKSHOPS

In early August Partners in Grain held a series of grain testing workshops across the state to address the range of issues growers have been facing as a consequence of storing grain on farm.

Dr Joanne Holloway, a research entomologist with the NSW Department of Primary Industries, conducted a session on the management of grain insect pests within a storage system. She explained the differences between the different types of insects found in grain storage facilities before outlining the appropriate control methods that can be used to eradicate and prevent the different pests. Some of the major strategies outlined by Dr Holloway included emptying and cleaning silos thoroughly before harvest; treating grain with chemical protectants as it enters the silo or fumigating with phosphine in sealed storages; keeping stored grain cool with aeration; and keeping areas around storages clean and free of grain spills. The emerging issue of resistance to chemical treatments was also discussed.

The second presenter for the day was Gerard McMullen. Gerard has many years experience in the development of receival standards and management of grain quality along the supply chain. His session focused on the importance of understanding the quality of grain which is stored on farm. Gerard outlined methods for obtaining grain samples from sheds, trucks and bins, and also methods for sampling grain as it goes into on farm storage facilities. In the afternoon Gerard guided growers through a practical session where they tested various grains for quality parameters including protein, moisture, test weight and screenings.

NSW Partners in Grain would like to thank Grintec Scientific for providing all of the grain testing equipment for the workshops.

Notes from the workshops are available for purchase from Partners in Grain at a cost of \$33 per copy. Please contact Ingrid Taylor if you are interested (adlia@bigpond.com).

Are you suffering from an Office Meltdown????

A fun day full of useful tips and information on every aspect of running an efficient farm office is coming to New South Wales!

Partners in Grain are hosting a series of workshops throughout New South Wales from the 8th – 12th **March 2010**. If you are interested in having a workshop in your local area please contact Ingrid ASAP to register your interest.

Reference Group Vacancies

NSW Partners in Grain are currently seeking expressions of interest from people interested in being part of our Reference Group.

If you are passionate about the grains industry and interested in making a difference in your local area we would love to hear from you.

To find out more contact Ingrid Taylor on 0427 458 863.