



FREQUENTLY ASKED QUESTIONS

What commodities can I put in Advantage Grain?

Wheat, barley and canola.

What grades can I put in Advantage Grain?

We will accept all grades bulk handlers offer as segregations.

Where can I deliver my grain to access Advantage Grain?

All of the major Bulk Handling Companies (BHC's). Advantage Grain has storage & handling agreements with Bunge, Louis Dreyfus, AWB Grainflow & GrainCorp. We also have storage & handling agreements with most smaller, private, storage sites. The full list of storage providers can be found on the Advantage Grain webpage.

Can I put grain stored onfarm into Advantage Grain?

No. We would like to offer the Advantage Grain Managed Marketing concept to grain stored on farm, however it is very difficult to price because individual farms (unlike bulk storage sites) do not have industry standard freight rates to port. However, if you have a substantial amount of onfarm storage, including a weigh bridge, we are happy to look into running your own personalised Advantage Marketing Program from your private storage.

How do I put my grain into Advantage Grain?

You can enter your grain into Advantage three ways.

1. Warehouse all of your loads then arrange, via your BHC online portal, phone app or telephone for your bulk handler or storage site to transfer the grain you want in Advantage Grain prior to closure date in January.
2. Warehouse all of your loads then call Advantage Grain staff on 1300 245 586 to allow us to assist with the process.
3. Find all the relevant transfer guides on our website advantagegrain.com.au/programs#TransferGuides

What do I do once I have entered my grain into Advantage Grain?

You'll receive a phone call from the team to confirm your transfer and chosen program, then you can sit back and concentrate on farming. Once your grain is in the sales

program, you don't have to do a thing. We will take care of all of the market research, selling, transfers etc. We will also automatically make payments into your account as per your preferred payment program.

In addition, we manage all of your administration including storage and handling costs, end point royalties and levies.

Is my money/grain safe?

Advantage Grain is mandated to only sell to companies who we have covered by insurance.

Do I need a contract to put grain into Advantage Grain?

No. This marketing program is designed specifically to avoid any production risk involved in forward contracting. You can wait until you have the harvested commodity before you make any commitments.

Post-harvest if you would still like to put your grain into Advantage Custom or Advantage 4 you can call 1300 245 586 to transfer the tonnes.

When do I have to have my grain delivered to Advantage Grain?

The Advantage 2, 5 & 10 programs close in early January and March 4 closes early March. However, this may change in accordance with the seasonal conditions and progression of harvest. Advantage Grain will ensure we clearly communicate closing dates on our website for all Advantage programs.

Advantage Custom will remain open until September 30th.

You can enter grain any time before these dates.

What happens if it rains and my harvest is delayed?

We maintain the ability to alter the closure dates of each program according to seasonal conditions. If harvest is delayed, we will change closing dates accordingly to try to accommodate everyone as best we can. You also have the option to go into Advantage Custom at any time up until September 30th. Advantage Grain will ensure we clearly communicate closing dates on our website for all Advantage programs.



What does Advantage Grain charge?

The Advantage Grain management fee is \$5.9/MT for wheat and barley. For canola it is \$7.9/MT.

How will I be paid?

When you quote your NGR number on transfer, NGR will provide us with all the details we need to make payments into your account. All payments are completed electronically and you will be emailed a statement each month. Please call 1300 245 586 to be set up.

What freight rates do you use to price my grain at my delivery site?

We use Grain Trade Australia (GTA) location differentials to convert the port based price back to your local silo price. As the East Coast of Australia has close proximity to domestic markets, some sites may be given special location differentials which reflect the actual freight cost to the best paying market. All location differentials are reviewed regularly.

Who pays for the storage and handling fees?

Advantage Grain will pay for all storage and handling fees on your behalf then deduct them from your payments. The payments you receive will be net of all storage and handling fees incurred in the process of marketing your grain.

Does Advantage Grain pass on free or discounted storage and handling fees to program participants?

Unfortunately the bulk handlers don't currently allow Advantage Grain to access discounted or free storage and handling rates. We continue to work closely with storage providers to access the best fees possible for our customers whenever possible.

Does Advantage Grain pay quality increments?

Not for cereals. Pools who pay quality increments do not recoup those premiums when they on-sell the grain. It worked in the single desk days but not in the deregulated market. Therefore the money used to pay for quality increments is taken from the pool's base return. We market

each bin grade individually on its merits and pay you according to the grade you have grown.

We do pay premiums/discounts on canola oil content and admixture. Advantage Grain will pay as per stack average for the site you deliver to. For example, if the site you deliver to has a stack average oil content of 44%, we will pay you for 44% oil content, irrespective of the oil content of the canola you personally delivered. We pass all benefits directly onto you the Advantage participant.

This provides great opportunity for you to nominate individual tickets that are below the stack average into Advantage Grain and receive oil premiums higher than if you were to sell those loads in the cash market.

How are your estimates calculated?

Estimates are only a budget guide. Like all budgets, the end result will definitely change.

They should never be used as a measure of what your return will be from Advantage against what it will be from a pool.

We are very open about how we calculate our estimated returns. We convert the CBOT (for wheat and barley) & ICE (for canola) futures for the 5 or 10 months of the sales program into Australian dollars per tonne and work out the average price from those months net of all carry costs.

This is the most transparent way we have of calculating an estimate. Rather than us using our own view of the market we use the openly traded futures market place as our guide. It is a guide to what the market is telling us at one point in time.

How do I know Advantage Grain is going to get as much as they can for my grain?

When making sales from Advantage Grain, our mandate is to get the best price possible for the grower. The Advantage program is based around achieving the best sales price we can.

For more information, call Advantage Grain on 1300 245 586



Why would I pay a management fee for something I can do myself?

There is no reason you couldn't undertake this form of structured selling yourself. However, following market movements, sighting opportunities, negotiating sales, managing the administration and managing logistics all takes considerable time away from your core business of growing crops. You also may not have enough grain to sell and get the true average of the market. By entering grain into Advantage Grain you are outsourcing all of this work, so all you have to do is concentrate on growing the next crop, while monthly payments for last year's crop are coming through to your bank account.

In addition, Advantage Grain sells direct to the trade as a large grower to extract the best prices for you which you, as an individual grower, may not be able to get. The large volumes we are marketing through Advantage Grain also allow us to access markets otherwise unavailable to individual growers. There are many traders who will not buy directly from growers and only deal in large volumes. Through Advantage, we can offer these significant sized parcels and potentially attain premium prices. Because we have large volumes to sell, we can also out turn grain from sites and deliver it to road delivered markets (eg feedlots or container packers) when there are premiums to do so. It is extremely difficult for a grower to do this when you only have a small amount of grain in one site to sell. Due to the nature of bulk handlers' storage procedures, grain from individual sites is often unavailable. Because Advantage has grain in multiple sites, we can always access parcels for out turning into delivered buyers.

What markets do Advantage Grain sell grain to? Does Advantage Grain export the grain or sell it domestically?

Advantage Grain sells to the best market on the day. We may sell it in-store, export it ourselves or sell into domestic end user markets – wherever we can extract the most money for you, the Advantage Grain participant.

Because Advantage Grain is completely independent of any end users or international traders, we have no prejudices about where we sell the grain. It is all about getting the best price with secure payment.

For more information, call Advantage Grain on 1300 245 586