

Managing outturn quality in a deregulated market

Geoff Masters

Quality & Technical Services Manager



Regulated Export Market



- Wheat – dealing with 1 exporter (AWB)
- Majority of crop in pools
- Shipping program managed between AWB and BHC
- Stock selection and accumulation balanced against operational issues
- Typically shipped a single grade
- Importing country requirements well understood

Critical issues



- Export Control Act
 - “nil” tolerance for live insects on export
 - Strict inspection regimes
 - Need to ensure effective grain treatment / fumigation
 - Dealing in biological systems
 - Increasing resistance to current chemicals
 - CRCNPB (ABB/CBH/Graincorp/GRDC/Govt)
 - Methyl Bromide - QPS

Critical issues



- Phytosanitary requirements
 - Mandatory fumigations
 - Weed seed restrictions
- Chemical residues
 - Codex and Importing Country MRLs
 - Some insecticides zero MRL
 - Taiwan wheat Fenitrothion
 - Malaysia wheat Chlorpyrifos Methyl
 - Many countries ramping up residue testing

Deregulation



- Multiple exporters
- Up front shipping programs
- Ownership of crop spread over a number of marketers
- Marketers tonnage spread over several grades
- Increased complexity of accumulation
- Need to ensure we load to client requirements

Quality Specifications



Client requirements

- What are your requirements?
- Need advice as to what your outturn specifications are
 - Vessel Nomination/Accumulation Advice

Quality Specifications



Grain Quality Specifications

QUALITY PARAMETERS

***Please note the two sections below (wheat / barley) only need to be completed if above minimum ABB receival standards are required and may incur additional charges.

Wheat ⁽¹⁾

TEST NAME	MIN	MAX	SUGGESTED LOAD SPECS
Grade Name:			
Test Weight (kg/hL)			
Protein (%)			
Moisture (%)			
Screenings (%)			
Falling No. (sec)			
Vitreous – Durum Only			

Quality Specifications



Grain Quality Specifications

Barley ⁽¹⁾

TEST NAME	MIN	MAX	SUGGESTED LOAD SPECS
Grade Name:			
Test Weight (kg/hL)			
1000 Corn Weight (AS IS)			
Protein (%)			
Moisture (%)			
Screenings (%)			
Foreign Material (%)			
Varietal Purity			
Germination			
Retention			
RVA			

Quality Specifications



Contaminants

EXPORT OUTTURN TOLERANCES	MAX
Heat Damaged, Bin Burnt or Storage Mould Affected Grain (combination of all) (by count) per half litre	2
Seed Contaminants (Type 2; not regulated by AQIS) (by count) per litre	1
Sticks (by count) per two litres	
<10cm in length &/or 1cm in width	1
>10cm in length &/or >1cm in width	1
Stones (by count) per five litres	
>2 - = 5mm diameter	2
>5 - = 12mm diameter	1
Total >2 - = 12mm diameter	2
Excreta (% by weight)	0.005

Quality Specifications



Pesticides

This Cargo Requires Nil Contact Insecticide?	Yes / No
CONTACT INSECTICIDE MRL's (mg / kg)	MAX
Fenitrothion	5
Chlorpyrifos – methyl	5
Pirimphos	4
TOTAL OF ABOVE MUST NOT EXCEED	5
Methoprene	1
Pyrethins	0.3
Deltamethrin	1
Piperonyl Butoxide	15
Dichlorvos	2
FUMIGANTS MRL's	
Methyl Bromide	50
Phophine	0.1

Ownership vs Quality



- Need to match assembly of stocks & quality against shipping demand
- What stocks does the client own?
- Where is ownership?
- Are stocks available and within fumigation limits?
- Is it the right quality?
- What impact of seasonal conditions?
- Other vessels on the stem

Accumulation



- Your choice
- Clients can opt to manage own logistics
- Assembly of cargo – Export Select
 - Manage logistics / quality task for client
 - Additional logistics staff appointed
 - Optimise asset utilisation
- ABB will work with clients to achieve target specifications
- Impact of additional services?

Summary



Managing outturn quality in a de-regulated market

- Planning is essential
- Balance between quality, logistics and shipping demand
- Communication is essential

Thank you

Questions?

