



MANAGING QUALITY IN A DEREGULATED MARKET – GRAIN EXPRESS



GRAIN EXPRESS



The basics

- Harvest with haste, market at leisure
- Package of storage, handling and transport
- Virtual grain deliveries
- *Fundamentals of managing quality*
- Financial guarantee to a standard, not less than the receival standard, applicable to the common stack segregation
- Reasonable endeavours to outturn grain to 'seasonal' quality profile of common stack segregations
 - Daily reports
- Indicative quality profile based on individual tickets nominated directly to exporter
 - Earmarking





Some of the quality challenges...

- Full fleet of falling number units deployed
 - Individually tested 1.3 million tonnes of wheat or 32,000 loads
- 14 barley segregations
 - 9 malt
 - 5 feed
- Managing receival standards expectations
 - Wheat
 - Other grains



Has it delivered in the first six months?

- >5 million tonnes wheat exports
 - Variable quality specifications
- 1.5 million tonnes barley
 - GLA issued 22 licenses
- 800,000 tonnes canola
 - GLA issued 14 licenses
- Lupins
- Field peas
- Oats

Exporter	Tonnes (kt)	Variation to IQP
A	19	1.01
B	40	0.99
C	59	1.01
D	161	1.00
Total	279	



Where to for 2009/10?

- List of standard segregations
 - Clearly defined receival standards
- Harvest reporting
- Bulk export quality reporting
- Fine-tuning of earmarking offer



