



GRAINBID™

Improve and manage your grain marketing activities through our grain listing, sale and transfer service

BENEFITS

- Put your grain in front of the buyers' eyes
- Support to make confident grain marketing decisions
- Increase your profitability by selling for the best net price
- Based on your instructions, we will sell and transfer grain on your behalf to save you time
- Reduce your office work
- Provide you with tailored reports to track income and end point royalties

For grain growers who want help with selling and transferring their grain, we will also do all of the associated administration on your behalf.

It is like having someone to call on, who has all the tools and experience, to lend you a hand when you are busy.

GrainBid™ is built on years of experience working with over 140 businesses annually who face similar grain marketing challenges to you. The service requires minimal effort from you, but offers the assurance that your grain is being sold to reputable buyers and transferred in a timely manner.

We will save you time and improve your grain marketing administration by sending you regular reports, including payment and income reports end point royalty declaration reports.

Our experienced consultants understand the complexity of the markets, the trade and pricing. We will guide you through the grain marketing decision making process. You can depend on our consultants to help you gather marketing and pricing information, monitor your contracts, and contract and transfer your grain.

WHY YOUR BUSINESS SHOULD CHOOSE GRAINBID

If you are unsure about any of the questions below, GrainBid can help you.

- Are you making the most from your grain marketing?
- Do you find it hard to make selling decisions or have you missed selling opportunities in the past?
- Do you struggle to find the time to research the best prices and then sell your grain?
- Would you like someone to complete transfers in a timely manner and ensure nothing is missed?
- Have you got time for all of your grain marketing administration?

BENEFITS TO YOUR BUSINESS

- Cost effective, timely and stress free contract management
- Arbitrage analysis to maximise the price of warehoused grain, forward cash contracts, including grade spreads
- Access to our independently managed target price (TP) monitoring system, ensuring that you do not miss a pricing opportunity when markets rapidly move
- Tracking grain payments and end point royalties to simplify your office work
- Listing your grain on GrainBid, allowing buyers to come to you

INVESTMENT

Our GrainBid fee will be determined at the conclusion of each transfer. It is calculated at 1.5% of 'grain value' GST exc, multiplied by the tonnage transferred.

Grain value is capped at \$500 per tonne and is determined as the:

- Cash price at site
- For pool contracts - net of nominated BHO (bulk handling receipt) and storage fees (track not FOB)

We do not receive any commissions or payments from grain buyers.

FEATURES

- Grain brokerage
Booking grain, including confirmation of trade being sent to the buyer and grower to ensure no errors
- Grain transfers
Business support to transfer all of your grain on time and correctly
- Harvest arbitrage
We will match each load to the most profitable contract, based on quality and grade spreads. This maximises the returns from each load of grain
- Grain listing
Grain for sale listed for distribution to buyers to generate sales
- EPR declaration reports
An easy way to keep track of all your end point royalties, saving significant time at the end of harvest
- Contract execution
Fill existing contracts and transfer grain to the relevant buyer
- Access to target price system
Set your target price, we will call you when it is reached to discuss what you would like to do
- Income and payment reports
Regular reports to keep track of when income is coming into your account
- Extensive reporting on all transactions
Confirmation of trade provided for each contract plus delivery reports after each transfer. You have a clear record of all transactions
- Personal property security registration (PPSR)
Sale of the grain is registered to ensure the seller is a secured creditor should the buyer become insolvent

WHY WORK WITH US

We have been working with farming businesses and helping manage their grain marketing since 1997. This experience and time spent in the ever changing industry, means that the service you get is constantly evolving to be the most valuable and effective it can be for your business. Our whole of business approach means that we understand the sensitive relationship between your grain marketing and profitability. We offer you peace of mind, knowing that your best interests are being taken care of.

For more information contact us on 1300 PINION or visit www.pinionadvisory.com