



GRAIN MARKETING SERVICE

Save time and enhance your grain marketing with independent advice and proven systems

BENEFITS

- Saves you time, identifies best price and helps you make decisions
- Provides year-round support for grain marketing
- Provides access to consultants with experience and current market knowledge
- Our team negotiates sales, transfers grain and administers contracts on your behalf
- Delivers regular reports to keep track of your marketing strategy
- Includes annual SnapShot Premium™ benchmarking

Our Grain Marketing Service is for grain growers who want help to improve and manage their year-round grain marketing activities. It's like having a business partner with grain marketing experience and knowledge looking out for all your marketing needs.

Over the years, we have developed this package to be stress free, comprehensive and give you up-to-date information and support. Our experience, including working with over 150 grain growing businesses annually, has built a service that requires little effort from you, but will improve your grain marketing profitability and organisation.

Our consultants, with extensive grain marketing experience, will strive to find ways to improve the success of your grain marketing. We do this by understanding your cost of production, setting target prices, monitoring production, gathering price information and, finally, contracting and transferring grain.



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The grain marketing service eases the workload and stress levels during peak periods throughout the year, especially harvest.

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Callum March, Balaklava SA

GRAIN MARKETING SERVICE



FEATURES

- Consistent grain marketing phone support
- Independent pricing and market intelligence including subscriptions to:
 - Market Directions™, Prices Direct™ for your port zone and Overnight Markets SMS™
- Your own personalised reports on anticipated and actual income, sales positions, estimated production, completed transfers, and NGR end point royalty forms
- Grain sales and contract negotiations with grain traders
- Transfers of grain and contract management
- Three Grain Market Briefings with our consultants at a location near you. Face to face group discussions on the grain markets, strategies and service updates
- Annual benchmarking using Pinion Advisory tool, SnapShot™
- Cost of production calculator tool
- Support and advice for the use of derivatives for grain marketing (e.g. Swaps) supported by our Australian Financial Services License

Personal Property Security Registration (PPSR). Sale of the grain is registered to ensure the seller is a secured creditor should the buyer become insolvent

BENEFITS TO YOUR BUSINESS

- Reduced stress and increased decision confidence
- Plans are based on your business strategy development and implementation – there is no 'one size fits all'
- Evaluates various products and merchants to suit your risk profile and goals
- Our contract management saves you significant time
- We help you make confident and timely decisions
- Someone to discuss market information and support your grain marketing

Harvest arbitrage will maximise the price of your warehoused grain by analysing and matching contracts with best grade spreads to grain qualities

- All our advice is 100% independent

WHY YOUR BUSINESS SHOULD WORK WITH OUR GRAIN MARKETING SERVICE

Can you confidently answer yes to all the questions below?

- Do you have time to successfully sell grain, manage your contracts, and complete the transfers and all the associated administration?
- Do you know what the average price per tonne you received for your wheat was last year or how this compares to the cost of production?
- Do you struggle to keep up with what markets are doing and what it means for selling grain?
- Do you find filling out your NGR End Point Royalty declaration form simple?

If you can't answer yes, then our Grain Marketing Service will provide you with direction for your grain marketing and much more.

We have been working with farming businesses and helping manage their grain marketing for over 20 years. 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.

WHY WORK WITH US

With a proven track record of over two decades of experience helping clients develop and grow. Our whole business approach ensures that technical, production and management attributes are considered as we work with you. We offer a professional, independent, innovative approach and a genuine desire to help our clients achieve their goals.

For more information
contact us on **1300 746 466**
or visit **pinionadvisory.com**

