



CROP TO MARKET



Support for your cropping program from the paddock to the market place

BENEFITS

- Access consultants with extensive experience in crop production and grain marketing
- Optimise your crop yields, whilst managing price risk with marketing strategies tailored to your business
- Evaluate crop choices that are profitable and agronomically sound
- Receive reports to guide crop management and track your marketing strategy
- Year round support for all your grain marketing and crop production activities

Crop management and marketing is often complex and confusing. With this service, you will have a team of coaches for your production and marketing program.

We pride ourselves on our independence and having a whole of business approach. This enables us to provide rounded advice that is tailored to individual situations. Our team will provide you with crop to market links, up-to-date information and advice on crop management, and comprehensive, low stress grain marketing systems and support in a bid to help you feel in control of your enterprise.

Our experienced consultants will strive to find ways to improve the success of your cropping enterprise. They will help you understand your cost of production, make cost effective investments in inputs, manage crops for optimum yield, set target prices, monitor yield potential, gather price information and contract and transfer grain..



FEATURES

- A choice of different levels agronomy services, depending on your business size and needs
- Property visits and in-office meetings with an agronomist and/or grain marketer to:
 - Plan rotation, fertiliser, seed, and pre-sowing chemical needs for the coming season, interpret soil tests and develop strategies for problem paddocks
 - Develop your marketing strategy, assess cost of production and set target prices
 - Assess crop emergence and disease status, plan post emergent weed, pest and disease control, and nutrition requirements
 - Review yield estimates and evaluate accuracy of your position reports
- Telephone and email access and support
- Personalised reports on anticipated and actual income, sales positions, estimated production, completed transfers, and NGR end point royalties payable
- Reports for seeding, fertiliser, rotational and crop protection plans
- Subscriptions to our agronomy newsletter, InCrop®, grain price information services including Market Directions™, Prices Direct™, Overnight Markets SMS™ and Best Daily Prices email
- Client crop walks, seminars and Grain Market Briefing sessions
- Management of grain sales and contract negotiations with grain traders
- Management of contracts and grain transfers
- Access to tools including our business benchmarking system SnapShot Premium™, Cost of Production calculator and Yield Prophet®, a crop modelling program
- Support and advice in the use of derivatives for grain marketing (eg. Swaps) supported by our Australian Financial Services License (number 221556)

BENEFITS TO YOUR BUSINESS

Your business will benefit from our crop to market services through:

- Advice that is 100% independent
- Integrating your agronomy and marketing services, enabling your agronomist and grain marketer to work with you as a team
- Plans and strategies tailored to meet the needs of your business
- Maximising prices of warehoused grain by analysing and matching contract grade spreads to grain qualities
- Working with experienced consultants who keep their knowledge up-to-date with regular training and work across a range of cropping systems and environments
- Questions being answered promptly by a team of skilled agronomists and grain marketers
- Contract management that saves you significant time

WHY WORK WITH US

We have a proven track record in helping farm managers grow their businesses. We have an in-depth understanding of farm businesses. Our whole of business approach considers both technical and management aspects. We provide an independent service and unbiased advice that is focussed on providing benefits to you, rather than achieving product sales.

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

