



Supported by Grains Research and Development Corporation

Grain Storage & Marketing: How to ensure you are doing it right?

Partners in Grain in conjunction with VFF Grains Group have developed a series of workshops allowing you to evaluate your storage system and make the most from it, ensuring you gain the best price for your product.

All Workshop are FarmReady approved, costs will be **fully reimbursed** to approved growers (each course is \$330 except course 3 which is \$383 for VFF Members). There will be a \$15.00 charge for meals for non VFF members.

Workshop	Contents
<p>1</p> <p>Decisions, decisions – your marketing options</p>	<p>Develop a plan for marketing grain considering your:</p> <ul style="list-style-type: none"> • Attitude to risk. • Available marketing options. • Trends in market needs and expectations. • Can I meet what the market wants? • Storage requirements - on farm or off farm. • Stocktake and assessment of current storage system. • On farm storage requirements for the next 5 years. • Costs of grain storage. • Options for finance will be explored to realistically cost the plan.
<p>2</p> <p>Choices, choices - making storage easy or HARD</p>	<ul style="list-style-type: none"> • Understand the technical requirements to store on farm, to meet marketing requirements. • Types of storage available – gas-tight sealed, unsealed, aerated, sheds and silo bags. • Advantages and disadvantages of each, cost, average storage time frames, etc. • Insect control Treatment options. • Differences between protectants, knockdowns and fumigants/controlled atmospheres. • Principles of IPM (integrated pest management) and IQM (integrated quality management) in grain storage. • Starting a grain storage plan and assessment of current storage facilities.
<p>3</p> <p>Beating the beetles</p>	<ul style="list-style-type: none"> • Identifying major insect pests - lesser grain borer, grain weevil, saw-toothed grain beetle., rust-red flour beetle and flat grain beetle. • Keeping grain storage areas, harvesting and handling equipment clean and free of contaminants. • Ensuring storage areas are easy to clean and access. • Treating with a structural treatment. • Segregating grain types to minimise cross-contamination.

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<p>4</p> <p>Fishing or fixing problems – what’s your preference?</p>	<p>Implement the overall management plan for grain storage. This workshop is linked to workshops 2 and 3.</p> <ul style="list-style-type: none"> • Develop the OHS Plan. • Plan integrated pest control for the storage area. • Manage the grain storage program. • Maintain records of stored grain movements. • Aeration <ul style="list-style-type: none"> ○ Aeration cooling vs aeration drying. ○ Principles of aeration. ○ What aeration system best suits your needs. ○ Implementing and managing an aeration system.
<p>5</p> <p>Beer, bread or steak – making sure it’s great</p>	<p>The workshop has hands-on practical experience in grain testing.</p> <ul style="list-style-type: none"> • Understanding the Standards • Grain Quality • Varietal Classification • Taking representative samples • Maintaining grain in premium condition <p>Getting the most \$\$\$\$ from your VALUABLE product.</p>

Workshops 1, 2, 3, 4 will be presented by Peter Botta.

Workshops dates and locations will be as negotiated – nominate your locality with a group of 10-15 people. Please see over page for contact details.

Workshop 5 presented by Gerard McMullen, Craig Moore and Peter Botta.

For Workshop 5 dates and locations have been confirmed:

Sept 27 = Yarrawonga

Sept 28 = Bendigo

Sept 29 = Swan Hill

Sept 30 = Horsham

Oct 1 = Hamilton

For more information, please contact

- **Nickie Berrisford on(03) 52264075 or 04286226551**
- **Akemi Pham-Vu at VFF Grains on (03) 9207 5536.**

To register your interest please complete the registration form and fax or email to:

Nickie Berrisford on (f) 03 5226 4725 or nickie.berrisford@dpi.vic.gov.au or

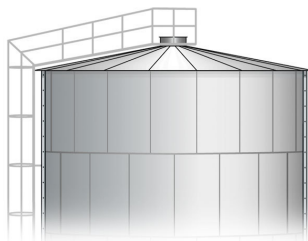
Akemi Pham-Vu at VFF Grains on (f) 03 9207 5539 or aphamvu@vff.org.au

Please note once there is sufficient people for a workshop, Nickie will provide you with all the relevant paperwork for your FarmReady Application.

Partners in Grain Vic Tas Inc - Coordinator Nickie Berrisford
Telephone 0352264075 or 0428622655 email nickie.berrisford@dpi.vic.gov.au
 PO Box 103 Geelong 3220 ABN 25540760803

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Registration of Interest for Grain Storage Workshop/s
Approved primary producers will be fully reimbursed by
FarmReady



Attendee 1 ACUP YES/NO

Attendee 2 (if applicable)..... ACUP YES/NO

Business Name.....

Address.....

.....Postcode.....

Telephone.....Fax.....Mobile

Email

VFF Member Member No

For workshops 1, 2, 3, 4 you can list a preferred date or week.

For Workshop 5 TICK the preferred option

Workshop		Tick those of interest	Preferred Dates - list
1 - Decisions, decisions – your marketing options			
2 - Choices, choices making storage easy or HARD			
3 - Beating the beetles			
4 - Fishing or fixing problems – what’s your preference?			
5 - Beer, bread or steak – making sure it’s great			
	Yarrowonga		27 th September
	Bendigo		28 th September
	Swan Hill		29 th September
	Horsham		30 th September
	Hamilton		1 st October

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