

## Investment in grain testing technology pays dividends

**R**ecent rainfall across the country points to an impressive harvest this season. ABARE's June issue of the *Australian Crop Report* predicts that the winter crop production will reach 37 million tonnes in 2008-09, 15 mt above last year's drought affected harvest.

It is imperative that farmers maximise every opportunity to obtain the greatest return. One way is to effectively measure the quality of their grain.

Near Infrared Spectroscopy measures the quality of grain, providing answers on protein and moisture levels. These measures are of high value to farmers in aiding the segregation of grain 'on site'.

NIR technology has been a useful tool in agricultural laboratories for more than three decades. This technology, non-chemically determines the composition of many of our agricultural products. Typical applications include protein and moisture in grains, and protein, moisture and oil in oilseeds.

There are an increasing number of farmers, farmer groups and small agricultural businesses considering the

advantages of owning their own NIR instrument. A major advantage of running an NIR instrument on the farm, or in small business, is to help make the right decisions.

- Does the grain meet the market standards?
- Which paddocks should be harvested first?

...22 ▷



**NIR technology takes the guesswork out of harvest decisions.**

### Solutions come in all sizes...



...so do our systems

**For comprehensive grain storage and handling systems including design, supply & installation**

**Equipment also available includes:**

- ▲ MFS commercial silos from 250 through to 15,000 tonnes
- ▲ On-farm agricultural range of storage silos
- ▲ York bucket elevators and conveyors
- ▲ Hutchinson portable tubulator type belt conveyors
- ▲ Hutchinson portable farm augers & swing away augers from 8" to 13"
- ▲ Hutchinson grain pump systems



**ALLIED**  
GRAIN SYSTEMS PTY LTD  
CONNECT YOUR GRAIN SYSTEM FOR PROFIT  
PO BOX 1448 YOUNG NSW 2594 Australia

**FREECALL**  
**1800 689 433**

For more information call John White — Ph: 02 6382 7474 Fax: 02 6382 5149  
www.alliedgrainsystems.com.au Email: john@alliedgrainsystems.com.au

**Aggridry**  
The Leaders in Grain Drying Technology

Mobile and Stationary Continuous Flow Dryers

Controlled Aeration Systems

FB2000 Field Bin Dryer

Phone 07 4631 4300  
www.aggridry.com.au

**Aggridry**

14 Molloy Street  
Toowoomba Queensland 4350

**Finalists to the 2007/2008 DuPont Australian and New Zealand Innovation Awards**

## <21...INVESTMENT IN TESTING TECHNOLOGY

- Should the grain be sold or stored? or,
- Which paddocks should be mixed to produce optimum protein results?

Many growers use commercial testing facilities or local depots, to obtain crop management and grain marketing knowledge, but are disadvantaged by the time taken and the distances involved. Growers using NIR instruments on the farm are able to make quick, cost effective decisions on-site.

NIR instruments are an extremely useful medium to long-term investment for your farm or business. Trad-

ers and farmers need to be aware of exactly what they need the instrument for, and exactly what they are getting from the product.

Be prepared to spend some money on maintenance each year and seek advice if you are unsure.

Graintec also has available free of charge the booklet *Grain Testing Methods*. This easy to read booklet provides information on all aspects of grain quality testing, including screenings, test weight, and moisture.

**Graintec have supplied grain testing equipment for over 20 years, and are leaders in the provision of NIR technology. To discuss your testing needs, ring Graintec on 07 4638 7677. Article supplied by Graintec Pty Ltd.** ■

## Check your pulse

**W**ith a range of marketing options out there like never before, pulses are proving they are a key component in our cropping rotations that shouldn't be overlooked.

Pulse Australia's Trevor Bray spoke at the 2008 GRDC Adviser Updates and discussed key considerations for marketing and managing pulses this year.

Trevor says we have entered a new era of pulse production, enabling us to have more marketing options, as we now have new varieties and products highly sought by international markets. Australian small kabuli chickpeas, green lentils, small red lentils, light coloured faba beans, desi chickpeas with improved seed colour and Kaspia-type field peas with better taste and splitting efficiencies are all in demand.

The major marketing issue of supply versus demand still remains for pulses. Signals are very good as found on a recent trip by Trevor with the major pulse breeders and GRDC as collaborators in Pulse Breeding Australia (PBA). The group met with key importers and processors in India, Dubai, Syria and Turkey, who were impressed by PBA's coordinated pulse breeding approach.

### Pulse marketing issues include

- Demand exceeding supply;
- Availability of alternatives when supply is low;
- A current absence of carry-over and stored product in the supply chain;
- Time of sale whether at harvest or after storage or warehousing;
- The exchange rate; continuing demand for pulses from the Indian sub-continent for their domestic consumption;
- Weed seed restrictions into India which require our pulses to be cleaned before export; and,
- The size of pulse crops produced by our major exporting competitors (Canada for lentils and field peas, Europe for faba beans).

Growers are being urged to consider pulses in the context of the whole farming system. The key considerations for managing pulses include timely sowing, herbicide residue management, and weed and disease control.

The overseas trip by PBA succeeded in opening new lines of communication between PBA and global markets.

**For more information contact Trevor Bray on 02 6963 6926.** ■

## GRAIN TESTING EQUIPMENT

### Graintec Whole Grain Analysers

**Our new analysers measure protein, moisture and oil content in grains and oilseeds**

- Accurate
- Easy to use
- New pour through design



### Graintec Moisture Meters

- Accurate and easy to use
- Available for all types of grain

Also available:

- SAMPLING SPEARS
- AGTATOR
- SIEVES
- BALANCES etc.

## Graintec



Leaders in Food Testing Equipment

6 Rutledge Street, PO Box 336,  
Toowoomba QLD 4350

Ph: 07 4638 7677 Fax: 07 4638 1761  
Email: [info@graintec.com.au](mailto:info@graintec.com.au)

Visit our website for more details  
[www.graintec.com.au](http://www.graintec.com.au)