

<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

With 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

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

- Accurate
- Easy to use
- New pour through design



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6 Rutledge Street, PO Box 336,
Toowoomba QLD 4350

Ph: 07 4638 7677 Fax: 07 4638 1761
Email: info@graintec.com.au

Visit our website for more details
www.graintec.com.au