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## **Harberger's Farm Supplies (Trading) Pty Ltd Warehouse Information**

### **Background**

The warehousing of grain has become a vital marketing option for grain growers in recent times. .

Given its recent popularity, we found it necessary to help inform our local growers about how the warehousing system works within our sites.

Harberger's is an ABB Grain Ltd affiliated storage facility, which allows you access to market your grain to most of the major grain traders. The site is also listed with Grain Trade Australia and has a location differential set for it.

Using the combination of sheds, bunkers and aerated silos, we have the capacity to store approximately 100,000 tonnes of grain. Recently we have invested extensively in ensuring that our facility can maintain quality outputs whilst being efficient during receivals - both of which are huge benefits to those delivering into the warehouse.

### **Warehousing - How does it work?**

Upon testing, each load is assigned to either being sold or warehoused depending on your instructions. Your decision needs to be made at the test stand as each load is electronically recorded and automatically uploaded into the Ezigrain system. Ezigrain™ ([www.ezigrain.com.au](http://www.ezigrain.com.au)) is a website that allows warehousemen and buyers to view and trade warehoused stocks as well as view loads that have been sold to a buyer.

Warehoused stocks can also be traded by ringing the ABB Grain Service Centre on 1800 018 205.

Once a ticket is marked as warehoused it will immediately attract shrinkage of 0.5%. This is an industry wide practice that applies no matter where you warehouse grain.

### **Charges – what are they & when do they apply?**

#### *Charges if delivering to warehouse then selling to a trader*

There is an ABB Ltd Storage and Handling booklet attached to this letter which outlines the specifics of what the Trader is charged & ultimately what should be deducted from your payment by the Trader.

### Charges if delivering to warehouse then outturning for self use

Warehouse charges are \$8 /tonne ex GST upon receipt and \$6 /tonne ex GST on outturn. These are the charges that will be paid by the grower in the event that they deliver to the warehouse and outturn the grain themselves (eg. take home, or sell to a private buyer etc).

If the grower chooses to sell to a registered buyer such as ABB, then the initial storage charge of \$8 /tonne will be credited to the grower's account and ABB will pick up the storage fee and deduct it from the payment it makes to you. ABB will then become responsible for outturn charges at our facility.

In summary, unless the grower sells to a registered buyer under the ABB franchise, the grower is responsible for the storage charges.

There are no monthly carry charges, these will only apply if the grain is still in warehouse as at 1 October 2010, at which point they will attract a \$3 /tonne charge and continue to be charged at this rate on a quarterly basis until outturned.

### **Outturns**

Whilst we try and be as flexible as possible, when outturning your grain we appreciate as much notice as possible. With varying weather conditions and fumigation procedures, it is helpful if you can provide us with at least 48 hours notice of an outturn. This helps to ensure that we can have grain available for dispatch, or at least notify you that fumigation will not permit any outload on the desired date.

### **Our commitment to You**

We appreciate all grain deliveries and we will always try to ensure that your warehousing experience is positive. We have 2 in house grain traders (Jack Pettifer and Andrew May) who are committed to seeking niche markets and can often market your grain at a competitive price. Feel free to contact either Jack or Andrew at any stage if you have questions regarding grain marketing.

Additionally our transport arm provides us with the ability to promptly move grain to varying destinations.

### **Obligations**

As a local business we pride ourselves on providing flexibility and good customer service. As such, we strive to make the warehousing experience as simple as possible for our growers. In saying this, it is important that you understand that warehousing grain has strict terms and conditions applicable to it. We ask therefore that you read our warehousing terms and conditions and sign the attached agreement, in the knowledge that you are familiar with both our and your obligations.

### **Independent Advice**

This letter and the attached Warehouse Agreement are not intended to provide advice in relation to your financial or personal circumstances. If you require advice on when and how to market your grain you should seek the advice of an expert.

Thank you for storing with Harberger's Farm Supplies. If you have any questions regarding warehouse operations please feel free to contact Leon Gowlett on 03 54971420.



## Wheat & Barley Warehouse Agreement 2009/10

I have read and understand the terms and conditions outlined below and the aforementioned Harberger warehouse information letter.

I understand that all wheat and barley warehoused at Harberger storages will have a shrink rate of 0.5% applied immediately upon delivery.

I understand if I have wheat or barley in warehouse at Harbergers Donald or St Arnaud on January 31<sup>st</sup> 2010, I will be charged an \$8/ tonne receival fee and a further \$6 / tonne upon outturn. I must pay the amount listed to Harbergers within 30 days from the date of an invoice.

I understand that if I transfer (sell) the wheat or barley to a registered buyer, the warehouse fees will be paid by the buyer and credited from my account.

I understand that wheat or barley still in warehouse at 1 October 2010 will be charged a fee of \$3 / tonne (and a further \$3/tonne for every quarter) until the grain is outturned. No further shrink will be applied.

I have discussed this agreement with all parties in the account listed below and am authorised to sign on their behalf.

Grain grower account name:

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NGR:.....

Signed:.....

Date:.....