On-farm Grain Storage – Potential Opportunity or Risk - Meeting the Demands of Food Safety and Quality

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The Talk

• Introduction and Declare my Hand.
• Grain Storage Landscape – Changes and Future.
• Current System.
• Risks with On-farm Storage.
• Opportunities with On-farm Storage.
• Managing the System to meet Quality and Food Safety Requirements.
• Meeting the Needs of the Market/Enduser.
• Is On-farm Storage a Risk or an Opportunity?
• I am a big supporter of on-farm grain storage.
• I have worked with and in this sector of the grain industry for 25 years.
• It is potentially going to be the major storage system of grain in the industry, so is a major player in the supply chain – we need to get it right.
• It has the capacity to deliver a premium quality product and meet food safety requirements.
• Is well positioned to develop in partnership future markets and meet customer needs where paddock to plate as part of the marketing strategy and customer requirement.
• Is it a risk or an OPPORTUNITY?
First things First - It’s All About Food
Grain Storage Landscape

• Estimated up to 50-60% grain is now stored on farm – so clearly has an impact on the supply chain and market expectations.

• Expected to keep increasing for a variety of reasons.

• On-farm system is increasingly sophisticated, silo based, sealed-gas-tight, aerated.

• Grain stored on-farm is destined for a variety of domestic and export markets – with differing requirements.

• PRF (pesticide residue free) requirement increasingly asked for by domestic markets.

• There will be an increasing demand for full supply chain traceability and proof of what has been done.

• Moving from “clean and green” to more specifically “food safety” assurance.
On-farm Systems
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Risks With On-farm Storage

• Growers seen as not to be “trusted” with grain in storage.
• Growers not clear of the requirements of the market/enduser.
• Grower and market/enduser not working to ensure clear and mutually beneficial outcomes.
• Are growers investing in “fit for purpose” systems.
• Growers not gaining the knowledge and skills to manage their system.
• Growers not understanding the quality of their grain.
Managing the Risks

• Growers grow the grain and do it really well.
  • If there is doubt we need to make it work (50% and increasing the amount of grain stored on farm).

• Growers need to better understand the market requirement, two way process.

• Needs to be a partnership between the growers and the market/enduser.

• Growers need to better understand the quality of their grain.
Managing the Risks

• Growers need to better understand what they need for their system to meet Good Agricultural Practice (GAP), is it fit for purpose?
Managing the Risks

• Growers need to build on their knowledge and skills.
• Source quality information.
Managing the Risks

• Growers need to understand and comply with industry best practice.

• GTA Code of Practice.

• “Growing Australian grain – Safely managing risks with crop inputs and grain on-farm”
Opportunities with On-farm Storage

• Is increasingly a modern “fit for purpose” system.
• Increasingly a Sealable gas-tight and aerated silo system.
  • Using fumigation (PRF treatment) not contact pesticides leaving a residue.
  • Grain can be cooled to maintain quality.
• Growers are willing investors in their system.
• Can work with and respond to changes quickly.
• System can provide traceability, product identity, and just in time delivery.
• System can be Quality Assured.
Opportunities with On-farm Storage

• Promote “paddock to plate” directly to customer
  • high quality products
  • Can meet the changing needs of the market.

• Can create and promote the story – respond to perception.
Can On Farm-storage meet a Food Safety Standard?

• Food safety accreditation typically requires a third party audited HACCP based QA program.

• Codes of practice, Quality standards, Import requirements typically not based on A HACCP approach

• HACCP (Hazard Analysis and Critical Control Point) is an internationally recognized system for reducing the risks of safety hazards in food.
Can On Farm-storage meet a Food Safety Standard?

• Absolutely – Graincare has been developed by industry for growers.

• Graincare is an on-farm program designed to assist grain growers produce and store grain which will satisfy the quality assurance (QA) requirements of the market.

• Graincare is HACCP based.
Is On-farm Storage a Risk or an Opportunity?

• With a modern, fit for purpose system On-farm storage can meet a food safety standard.

• Working in partnership with the market and enduser, expectations can be managed and the end user can have confidence in the integrity of the system and supply chain.

• Managed correctly, on-farm storage can be a growing opportunity for markets to access quality, safe products direct from the grower.

• Always risks – it’s how you mange them that matters, requires cooperation and trust.
Thankyou

• Thank for your attention
• What are your questions?

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