

## BUYERS OF AUSTRALIAN SOYBEANS

### Graham Riverina Grain, Griffith, NSW

Tom Graham  
Managing Director  
38 Doolan Cres.  
Griffith NSW 2680  
Ah Ph: (02) 6962 6678  
Mob: 0428 115 400  
Email: tmg@grg.com.au  
Buys, grades and markets human consumption (culinary) and crushing soybeans for domestic and export markets. Contracts offered to growers, which are optional.

### WM & WK Dempster, Berrigan, NSW

Arthur Dempster  
Seed Grading Specialists  
107 Cobram St / PO Box 82  
Berrigan NSW 2712  
Ph: 03 5885 2135  
Fax: 03 5885 2244  
Email: dempmax@bigpond.net.au  
Buys, grades and markets all soybeans for domestic and export markets, including human consumption and crushing. Contracts generally not offered, but will be considered.

### Soy Products, Melbourne, VIC

Paul Smith  
69 Power Rd / PO Box 66,  
Bayswater VIC 3153  
Ph: (03) 9729 1099  
Fax: (03) 9729 5868  
Email: paul.smith@soyproducts.com.au  
Only interested in light hilum (culinary) soybeans, both conventional (main requirement) and organic. Produces high quality soy flours, grits, gluten-free flours etc. to consistent specification. Specialises in steam treated flours etc., either wholegrain or dehulled. Does in-house and contract processing. Supplies soymilk and tofu manufacturers with beans and other materials. Buys on a contract basis.

### Vitasoy, Wodonga, VIC

Anthony Ainsworth  
50 Baranduda Drive  
Baranduda, Wodonga VIC 3689  
Ph: (02) 6049 1700  
Email: Anthony.ainsworth@lionco.com  
Buyers of food grade organic and conventional soybeans. Forward contracts offered to qualified growers. Minimum quantities 200MT.

### Cootamundra Oilseeds, Cootamundra, NSW

Andrew Puckeridge  
Oilseeds Manager  
Lot 6 Pinkerton Road  
Cootamundra NSW 2590  
Mob: 0429 100 109  
Ph: (02) 6942 4347  
Email: andrew@oilseeds.com.au  
Cold Pressed Oilseed Processor and Trader.  
Cold pressed Expeller Oils and Meals.

### Riverina (Australia) Pty Ltd

Jason Daley, Purchasing and Accumulation  
PO Box 3871  
South Brisbane, Qld, 4101  
Ph: (07) 3007 6888  
Fax: (07) 3846 0630  
Mob: 0407 751 640  
Email: jdaley@riverina.com.au  
Riverina Stockfeeds purchase crushing grade soybeans for use in the manufacturing of Full Fat Soy. The Company has storage at various locations in northern NSW and south east QLD.

### Louis Dreyfus Commodities Australia Pty Ltd

Level 2, 650 Chapel Street  
South Yarra, Victoria 3141  
PO Box 445 South Yarra VIC 3141  
Ph. (03) 98286111

### Shannonbrook Seeds, Shannon Brook, NSW

Kerry Handford  
9765 Summerland Way  
Shannon Brook, NSW 2470  
Ph/Fax: (02) 6662 4555  
Mob: 0418 247 582  
Email: shannonseeds@aol.com  
Agent for Cargill and Allied Mills.  
Buys crushing and culinary types.

### Mara Global Foods Pty Ltd

Ross Larsson, General Manager  
419 Culmaran Ck Rd / PO Box 13  
Mallangane NSW 2469  
Ph: (02) 6664 5287  
Fx: (02) 6664 5129  
Mob: 0429645171  
Email: ross@maraglobalfoods.com.au  
Mara Global Foods Pty Ltd purchase and process organic and conventional White Hilum Soybeans for the culinary markets, domestic and export. Processes involve whole grain, grits flours, protein meals and oil.

### PBAgrifood, Toowoomba, QLD

Peter Brodie Mob: 0428 717 632  
Email: peter@pbagrifood.com.au  
Ian Morgan Mob: 0488 906 407  
Email: ian@pbagrifood.com.au  
PB Agrifood  
60 Industrial Avenue  
Toowoomba QLD 4352  
Ph: (07) 4633 5555  
Fax: (07) 4690 6466  
Mob: 0488 906 407  
PBAgrifood trade in a variety of commodities for both the domestic and international markets including human consumption soybeans for milling and manufacture (tofu and milk) and full fat crushing soybeans. Offers a range of contract options.

### Soya Feeds, Dalby, QLD

Greg Bailey  
Bennie Street  
Dalby QLD 4405  
Ph: (07) 4663 5534  
Mob: 0428 795 644  
Fax: (07) 4663 5568  
Email: Baileygreg@bigpond.com  
Processors of white hilum soybeans and other grains for stockfeed. Quality criteria in addition to those shown in this document apply.

### Bean Growers Australia, Kingaroy, QLD

Lloyd Neilsen  
PO Box 328  
Kingaroy QLD 4610  
Ph: (07) 4162 1100  
Fax: (07) 4162 4706  
Email: info@beangrowers.com.au  
Bean Growers Australia is a buyer of soybeans for human consumption and processing, as well as a range of specialty grains for human consumption. A range of contract options is available.

### Baiada

Garth Oakroot  
McWilliams Rd  
Hanwood NSW 2680  
Ph: (02) 6961 9922  
Fax: (02) 6961 9976  
Email: garth.oakroot@baiada.com.au  
Stockfeed manufacturer buying for full fat soymeal production. Buys direct and on contract.

### North Queensland Tropical Seeds (NQTS).

Maryann Salvetti  
PO Box 619 Tolga Q 4882 Australia  
Ph: (07) 4093 3743  
Fax: (07) 4093 3709  
Email: info@nqtropicalseeds.com.au  
North Queensland Tropical Seeds specialises in the production, grading, processing and wholesaling of premium quality tropical pasture seeds, legumes and grains.  
NQTS produces and markets Leichardt and Stuart soybean planting seed.

### AWB

Central Queensland (07) 4952 2525  
Southern Queensland (07) 4690 1200  
Liverpool Plains (02) 6701 8800  
North NSW (02) 6792 4924  
Central NSW (02) 6362 6627  
Parkes (02) 6861 1100  
Wagga Wagga (02) 6933 6600  
Henty (02) 6929 3872  
Horsham (03) 5382 6484  
Yarrawonga (03) 5743 2589  
Swan Hill (03) 5033 1370  
Central Districts Victoria (03) 5382 5544  
Buyers, crushers and exporters of coarse grains and oilseeds.

**SOY**  
AUSTRALIA LTD  
AUSTRALIAN SOYBEANS

# SOYBEAN MARKETING GUIDE FOR GROWERS

JANUARY 2015



**Table 1. Quality Criteria for buyers of Australian Soybeans**

Criterion	Baiada	Graham Riverina Grain	WM & WK Dempster	Soy Products	Vitasoy	Cootamundra Oilseeds	North Queensland Tropical Seeds	Shannonbrook Seeds	Mara Global Foods	AWB	PBAgrifood	Soya Feeds	Bean Growers Australia
<b>Size</b>	AOF/GTA standards (for crushing soybeans).	1% deduction for each % over 10% grade-out over 4.75 mm slot	Large uniform seed preferred. Small seed acceptable, but may be downgraded to crushing depending on protein % and uniformity of size.	Medium to large preferred.	Min. 5.6mm after grading.	AOF/GTA standards (for crushing soybeans).	NA.	AOF/GTA trade standards.	Medium to large preferred.	AOF/GTA trade standards. (for crushing soybeans).	AOF/GTA trade standards..	NA.	AOF/GTA trade standards.
<b>Protein</b>	AOF/GTA trade standards.	Min 40% (dry wt.).	Min. 40% (dry wt.) preferred, but lower may be acceptable, depending on market.	Min. 40% (dry wt.). 41-42% preferred	Min. 34% (fresh wt.).	AOF/GTA trade standards.	40%	AOF/GTA trade standards.	Min. 36% (dry wt.)	AOF/GTA trade standards.	AOF/GTA trade standards.	Min. 37%.	AOF/GTA trade standards.
<b>Oil</b>	AOF/GTA trade standards.	NA.	Prefer 2:1 ratio protein : oil	Prefer 18% (fresh wt), but oil not critical.	2. 1:1 protein: oil ratio.	AOF/GTA trade standards.	Min. 19%	AOF/GTA trade standards.	2. 1:1 protein:oil ratio	AOF/GTA trade standards.	AOF/GTA trade standards.	Min. 19%	AOF/GTA trade standards.
<b>Moisture</b>	AOF/GTA trade standards.	Max. 13%	Max. 12-13% as a general guide.	Max. 12% 9 - 11% preferred	AOF/GTA trade standards.	AOF/GTA trade standards.	Max.12%, 10% preferred. have some drying capacity.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	Max. 12%. Have dryer.	13% for crushing, otherwise 12%.
<b>Defective</b>	AOF/GTA trade standards.	Deductions may be incurred, subject to buyer's discretion.	Nil tolerance deadly nightshade staining. Max. split / broken 7%. Deductions may be incurred, subject to buyer's discretion.	Will be colour sorted in future.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.
<b>Objectionable matter</b>	AOF/GTA trade standards.	Deductions may be incurred for excessive dirt / dust, as determined by the buyer.	May be down-graded to crushing quality.	Prefer not.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.
<b>Contaminants</b>	AOF/GTA trade standards.	Deductions apply for excessive pods.	Costs may be incurred if additional pre-cleaning is required for market acceptability.	Nil.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	Nil rodent contamination or live insects.
<b>Contaminants</b>	AOF/GTA trade standards.	Heavily graded out. Up to \$50/t deductions for burrs. Buyers' discretion.	As above.	Max. Trace levels only.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards.	AOF/GTA trade standards. for type 4 (a) weed seeds. Refer to buyer for more details.	AOF/GTA trade standards for weed seeds.
<b>Grower contracts</b>	Buys direct and on contract.	Offered	Considered	Yes. Premiums for high quality beans offered.	Yes. 200t min. contract.	Buys direct and on contract.	Yes.	Yes.	Buys direct and on contract.	Ha, Fixed and Production Program	Range of contract options.	Yes. Not a requisite.	A range of contracts, inc. multi-grade ha contracts.
<b>Buys organic</b>	Not a requisite.	Not a requisite.	Yes.	Yes.	Yes.	Not a requisite.	Not a requisite.	No.	Yes.	Not a requisite.	No.	No.	No.