



## **A More Effective Way of Marketing Grain Off Farm**

**Provides Real-Time Data  
on Grain Stored On Farm.**



**Next  
Instruments**

*... Bringing you the Next generation of analysers*

## A new System for Farmers, Grain Traders and Grain Processors

- Grain Testing Equipment and Software
- Quality Assurance Program
- Training, Service and Technical Support

On farm storage is a significant investment for grain growers. The potential to market grain independent of the pools and bulk handlers is risky. The storage of grain and the assessment and assurance of the quality of the grain is an integral part of the process of marketing off farm.

Marketing grain off farm has potential benefits to grain growers in that it allows them to sell their grain when the price is highest. As well there are cost reductions in freight, storage charges and testing. However the benefit also applies to the end users. Grain stored on farm is generally more homogeneous in terms of variety and growing conditions. And more importantly, it is possible to provide a more specific grain quality than is possible once grains enter the bulk handling systems.



On farm silos range from 85 tonne to 1500 tonne. Grain can be segregated into narrow ranges for protein or oil which are more desirable to end users. For example a flour miller may require wheat with a narrow protein range, e.g. 12-13%, for specific types of bread or baked goods.

Next Instruments has developed a hardware and software package that provides farmers, grain buyers and grain processors with a comprehensive set of tools for marketing grain off farm. This system is called:

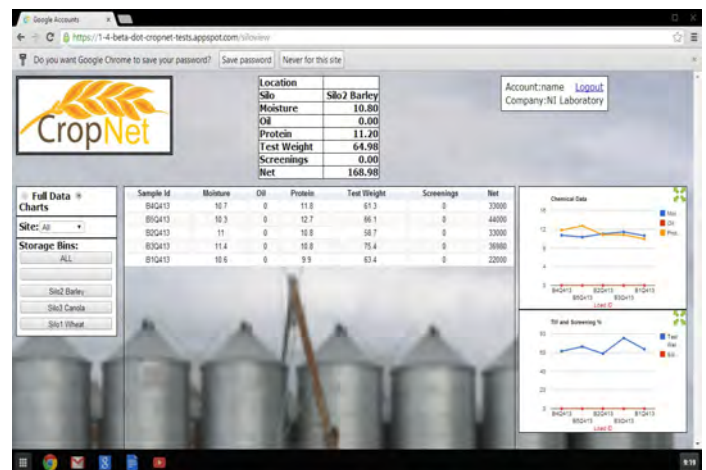


## Next Instruments has brought together the following technologies:

- NIR Technology Systems NIR Whole Grain Analysers
- SeedCount Grain Imaging Analyser
- Sievematic Grain Sieving System
- TACS Australia Falling Number Equipment

CropNet is a system composed of testing equipment, computer and software that can collect the quality of grains stored on farm and reporting the information directly to a web site that can be accessed from your tablet, a smart phone. Or office PC. This system consists of:

- CropScan 1000B Whole Grain Analyser with built-in Test Weight and Screenings calculation
- Sievematic Grain shaker, Sieves and scale for measuring screenings weight
- SeedCount SC5000 Image Analyser for measuring blacktip and blackpoint, size, colour, defects and staining of grains.
- TACS Falling Number equipment
- CropScan Farm Management Software that reads the data from the CropScan 1000B and SeedCount as well as taking the truck weight from the weighbridge and combine it into one spreadsheet.
- Touchpad PC to run the software and to communicate the data to a web site.



CropNet can post the tonnage and grain quality data to a CropNet web site in real time. CropNet allows you to monitor each silo or bin. A running average for each parameter is computed and plots of the protein, moisture, oil, TW and screenings are displayed in real time.



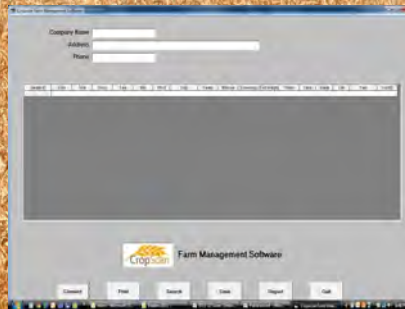
# A More Effective Way of Marketing Grain Off Farm



**CropScan 1000B**  
Whole Grain Analyser:  
Protein, Moisture, Oil,  
Test Weight



**SeedCount Image**  
Analysis of Seeds



**CropNet Software:**  
Combines all the Quality  
Parameters and Posts them  
to a remote Web Site.



**TACS Australia: Falling**  
Number Analyser



**Sievmatic Grain**  
Shaker: Screenings

- Collect Protein, Moisture, Oil, Test Weight, Screenings, Gross Weight, Falling Number, Seed Colour, Seed Size, Seed Defects etc.
- Send data directly to a web site in real time.
- Use your PC, Tablet or Smart Phone to monitor On Farm Storage

## A Big Network Service for Farmers and Grain Traders

The Bulk Handlers have technical support departments to provide training, certified reference samples, modern communications for downloading calibrations and software and other quality assurance services.

Farmers and independent grain traders have not had such a support system available to them, until now.

**CropNet** is a total package of testing equipment, software, web sites and a Quality Assurance Program

**CropNet** includes a Quality Assurance Program where instruments within a network are checked and maintained by Next Instruments, in a similar fashion to the bulk handlers technical support departments



**CropNet** offers its members the following services;

- Modem communication to Next Instruments' laboratory for updating software and calibrations.
- Certified Reference Samples for wheat, barley and canola to ensure accuracy for protein, moisture and oil.
- Round Robin Testing: Verification samples supplied to members for testing and a report showing comparisons with other members.

## CropNet Web Based Marketing

**CropNet** has the ability to post data onto a web site in real time, i.e., load by load and bin by bin. A web site can be setup for a number of different marketing opportunities;

1. A farmer specific web site whereby the farmer can post data on the grains stored on farm.
2. A web site for a group of farmers whereby data is posted for all members of the group so that they can act as a grain marketing cooperative.
3. A web site for a grain trader whereby farmers are contracted to market their grain through the trader.



The advantage of providing real time data is that potential buyers can make bids on discrete parcels of grain with the desired quality parameters, e.g. Protein, Test Weight, Screenings, Falling Number and physical parameters including size, blackpoint and blacktip, colour, defects etc.



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