N.A.C.M.A. STANDARDS
And what they mean to you

The National Agricultural Commodity Market Authority, soon to be known as **Grain Trading Australia** (GTA), has operated since 1991. They developed a national standards manual and industry protocol for trade rules, dispute handling and contract details. NACMA has also acted as a voice for the industry on government issues and created an open avenue for communications and policy development.

Being able to 'speak the same language' when describing grains has benefited both the seller and grower in achieving their goals. It also makes sales over a large distance more convenient, as it reduces the need to physically inspect all stocks. Taking measurements of a grain when it arrives for unloading gives an immediate assessment of whether the product that has been delivered is in fact what you purchased and paid for. NACMA standards have increased the transparency in grain trading and increased confidence in markets

The following table shows the standards for the various wheat and barley grades.

Grain	Protein %	Moisture %	Minimum Density (Test Weight)	Screenings
Wheat				
APW	Min 10.5 %	Max 12.5 %	74 kg / hL	Max 5 %
ASW	none	12.5	74	5
AGP	none	12.5	74	10
FEED 1	none	12.5	62	15
Barley				
Malting 1	Min 9% Max 12%	12.5	65	NA
FEED 1	none	12.5	62.5	15
FEED 2	none	12.5	60	25

The message is a lower grade grain at a cheaper price will have reduced specifications and typically, a poorer feeding outcome. What you thought was cheaper, may in the end be a more costly option.

How much do Different Grades of Grains Actually Cost ?

When comparing feeds, it is important that you are comparing 'apples with apples.' As mentioned, different cereal grains can have markedly varying quality specifications. The below information gives an example of how different grades of grain can vary and the end result—performance in your cow. On an energy basis, more of a lower spec grain would need to be fed in order to deliver the same level of nutrients.

Sample	Cost	D.M.	Density	Screenings	Energy	C.P.
Description	($ / tn)	(%)	Kg / hL	(%)	(MJ ME)	(%)
Wheat A	300	90	85	4	13	11
Wheat B	270	90	75	10	12.8	13
Barley A	250	90	72	12	12.6	13
Barley B	235	90	62	25	12.4	12

Cost per Tn DM	*Cents / Unit CP*	*Cents Per Mj*	*Screenings Cost ($/tn DM)*	*Adjusted Cents/Mj*
333	3.03	2.56	4.7	2.60
300	2.31	2.34	10.5	2.43
278	2.14	2.20	11.7	2.30
261	2.18	2.11	22.8	2.29

Density Comparison of **Sample 1** to:

	Extra to be Fed *	
2	145	g / kg fed
3	198	"
4	336	"

* by volume

Screenings Comparison of **Sample 1** to:

	Extra to be Fed	
2	60	g per kg fed
3	80	"
4	210	"

Combined Comparison

extra needed to be fed				
205	g / kg fed	=	**6.15**	c
278	g / kg fed	=	**7.50**	c
546	g / kg fed	=	**13.66**	c

This information shows that there can be a large difference in the final performance of your feed if using a lower spec product. The difference between milling wheat and an F2 barley for example is around $^{1}/_{2}$kg fed to the cow. Particularly over the harvest period, when quantities of grains much cheaper than 'the going rate' for that time are on the market, it is important to ask for information on the quality and standard of the grain you are receiving.

For more information, don't hesitate to ask your nutritionist from Reid Stockfeeds or Langdon Produce.