

If you're a Chickpea Grower Make More Money Grow Genesis Kabuli's

Advantages of Genesis™ Kabuli's:

- Premium prices over desi chickpeas up to **\$100/mt!**
- Good yield - in 2010 trials Genesis™ matched the performance of the current desi varieties
- Save on costly fungicides
- The *best* ascochyta blight resistance available
- Long season with an erect plant habit.

Opportunities of Genesis™ Kabuli's:

- Area Based Contracts
- Seed on Crop Terms
- Local Delivery

Contact us today for more information....

Phone: 02 6795 3050
or Email: genesis@aact.com

Genesis™ Series Kabuli Chickpeas are an excellent value winter legume crop option for growers. Several varieties are available with one to suit *your* growing area.



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KABULI CHICKPEA AREA CONTRACTS

Australian Agricultural Crop Technologies in conjunction with a Major Pulse Exporter have put together an attractive Area based contract , which will allow approved growers to participate in a new method of marketing Kabuli Chickpeas in Australia.

The scheme which has many benefits for all participants and will allow for a greater adoption of Kabuli Chickpeas across Eastern Australia .

ADVANTAGE TO GROWERS :

1. **Contracts that are Area based and are not committed to a fixed tonnage.** The area based contract is based on delivering total production produced. The only obligation is if planting seed is taken on Crop terms ,payment for the seed must be by 30th December in the year planted

2. **If the crop fails then the grower does not have a commitment to deliver a nominated tonnage.** If the any crop is harvested it must be delivered alternatively if the crop fails the grower is not obligated to deliver any product.

3. **A Guaranteed Minimum (GMP) price paid 14 days from end week of delivery.** Growers will receive payment for all product delivered that meets the delivery specification. If the product falls out of specification then the grower is responsible for any costs to clean it or process it to bring it into delivery specification.

4. **Seed Available on Crop Terms.** Some growers have found it hard to justify spending the capitol on purchasing reasonable volumes of a new seed lines. This new contract allows for seed to be delivered to the grower on crop terms and the cost of seed is taken out of the first payment to the grower, alleviating the upfront cost of seed .

5. **Second Payment .** The area based contract works like Pool but it is individualized, growers with good quality and bigger sized product will end up with higher second payments. The first payment of the GMP is made within 14 days end of week of delivery and a second payment is made on or before the 30th June of the year the crop is planted in .

6. **Buyers committed to taking Total Production.** Irrespective of the product quality being delivered the buyer will take the production.

7. **Local Delivery.** In each major growing area of the state , subject to growers , a nominated delivery site will be created . This allows growers to freight the material to a regional site rather than out of the area or to a capitol city .

CONTRACT FORMAT :

The contracts are based on a nominated area (hectares) to be sown , growers can take advantage of the seed available on crop terms or alternatively pay for seed , the contract allows for the production vagaries according to the weather and allows growers to minimize their production price risk .

The Guaranteed Minimum Price (GMP) payments to the contract are formulated in such a way that there is virtually immediate payment on delivery (14 days) of delivery.

Then there is a second payment on or before the 30th June of the year following planting , in most cases less than 6 months after delivery .

Individual growers will be rewarded according to quality delivered , so rather than the product being in a "grower Pool" each individual grower will be paid according to the final quality of his product . This is significantly different to a "Grower Pool " where the prices are all averaged therefore the growers delivering lower quality have marginal gains and the growers producing premium quality have marginal losses .

Kabuli chickpeas have quality parameters that are physically identified through there attributes , these are commonly referred to as GTA (Grain Trader Australia) Receival Standards but these standards do not identify any pricing premiums for size and colour and in some cases varietal differences . Different export markets pay premiums for different quality parameters ,due to the expertise of the Underwriting Pulse Exporter these market differences can be capitalized on.

SEED ON CROP TERMS:

Growers taking advantage of this option will have access to seed to plant . The seed will be sold to the growers with payment terms of payment being on or before the 30th December in the year the seed is planted. In the event that deliveries are made against the contract the seed price will be deducted from the first payment . If the crop fails due to whatsoever reason the payment for the seed will be due and payable on the 30th December of the year planted .

THE GROSS MARGIN COMPARISON

KABULIS Genesis Series				
Income	per/ha	Price	Operational cost /ha	Total /ha
First Payment	2	500		1000
Variable Costs				
Sowing	100kg	1.58/kg	11	169
Fertiliser	130kg		with sowing	\$54.60
Herbicide	4 fallow Sprays	\$4.46	Average cost	\$17.84
	Weed control		Simazine	\$10.76
	Weed control		Balance	\$33.00
	Weed control		Verdict	\$4.60
Insecticide	Cypermetherin			\$22.05
Disease Control	Fungicide		Dithane	\$14.00
Contract harvest		50		\$50.00
Crop Levies				\$9.74
Insurance				\$24.60
TOTAL VARIABLE COSTS				\$410.19
Second payment		\$75 Min		\$150.00
GROSS MARGIN				\$739.81
Desi Chickpeas -new Varieties				
Income	per/ha	Price	Operational cost /ha	Total /ha
	2.1	400		840
Variable Costs				
Sowing	80 kg	1.45/kg	11	\$127.00
Fertiliser	130kg		with sowing	\$54.60
Herbicide	4 fallow Sprays	\$4.46	Average cost	\$17.84
	Weed control		Simazine	\$10.76
	Weed control		Balance	\$33.00
	Weed control		Verdict	\$4.60
Disease Control	Fungicide		Dithane	\$14.00
Insecticide	Cypermetherin			\$22.05
Contract harvest		50		\$50.00
Crop Levies				\$9.74
Insurance				\$22.00
TOTAL VARIABLE COSTS				\$365.59
Second payment				
GROSS MARGIN				\$474.41



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2011 Seed Prices

STANDARD SEED PRICE List (Ex Warehouse)

Variety	Bagged \$/T 40kg or Bulk Bags Treated PPT®
Genesis™ 090 Kabuli	\$1525
Genesis™ 425 Kabuli	Subject to Availability
Genesis™ 079 Kabuli	\$1525
Genesis™ 114 Kabuli	\$1525

**PRICE DOES NOT INCLUDE FRIEGHT FROM WAREHOUSE TO LOCAL DEPOT.
PRICES QUOTED DO NOT INCLUDE GST**
All seed is independently laboratory tested for purity and germination

Please Note:

- Prices do not include GST or freight costs.
- All prices are ex warehouse.
- Availability and prices are subject to change without notice.

To Place an order please phone 02 6795 3050

Information on all varieties is available on our website www.aacroptech.com and information packs are available on request. If you require any further information please contact us on (02) 6795 3050 or info@aacroptech.com

Editorial for Papers – Genesis 090

CHICK PEA SEED SUPPLY CRITICAL

Last year demonstrated to chickpea growers that variety choice can impact significantly on the crops economic return. The most appropriate variety choice might not be the one with the highest potential yield as the unpredictability of weather can determine our yield to a far greater extent than a variety choice.

Chickpea varieties have progressed considerably since the previous outbreak of ascochyta blight disease during the 1997/98 season. In the last 12 years of plant breeding we have seen significant gains in selecting varieties that have excellent tolerance to ascochyta blight while retaining yield and harvestability characteristics.

The first choice the grower should consider is whether a desi or kabuli type is most appropriate as there are new varieties of both types available with equivalent ascochyta resistance and yield potentials. Australian kabuli growers in Victoria & South Australia have been earning premiums of up to a \$100/t for their Genesis kabulis for the last two seasons.

Having decided which type of chickpea to grow variety choice should be dependent on ascochyta resistance. Without good resistance there is a higher risk of having to use costly fungicides or suffer crop loss, the best available ascochyta resistant varieties are:

- KABULI'S – Genesis 090 and Genesis 079
- DESI'S – Slasher or Hatrick

Seed quality is also vital to the establishment of a good crop, this year this will be especially important as numerous rain events during harvest may have severely affected seed quality. Seed germination and vigour should be tested. Seed can test at over 80% germination but have very poor vigour, especially if harvested after rain. This poor vigour will invariably result in a poor crop establishment, especially if conditions are less than ideal.

So now is the time to reduce risk and set the path to good returns. Do this by choosing the right variety and testing retained or purchased seed for germination and vigour.

So if you are contemplating changing to a new variety of chickpea, then it makes good sense to carefully consider and make a decision not only based on seed price but also seed quality. Remember that your investment into a new variety is going to last considerably more than one year.

New chickpea varieties are worth the initial seed cost to ensure your crop has the best chance of maximum yield potential for the season. Don't waste time and money on outdated varieties buy Genesis series chickpea seed today to benefit your cropping strategy and \$\$\$\$ returned for the future.

For growers interested in accessing the best kabuli varieties available with seed on CROP TERMS and Guaranteed Minimum Price hectare contracts. Phone 0267 953050