



Get Smart With Your Grain Marketing

At Advance Trading our commodity brokering arm bridges the gap between buyers and sellers of agricultural commodities. Agricultural commodities fluctuate in price by the hour and you need the best information to make your risk management and trading decisions.

We can help you by providing an independent and personalised cash brokering service for most commodities, with a specific focus on grains, pulses and oilseeds. We specialise in brokering Ex-Farm, Ex-Warehouse and Delivered Local Destination.

Windows of improved pricing opportunity are often short lived. At Advance Trading you can be assured that we identify pricing opportunities and enable growers to take advantage of these opportunities in a timely and efficient manner.

We work hard to only deal with Buyers where we are confident in their contractual performance. Our daily involvement in the cash market allows intelligence gathering on market participants. Advance will not knowingly expose sellers where such concerns exist. This can save you from significant revenue loss on a sale.

Independent Grain Brokers

- **Unbiased Information**

Marketing of grain/oilseed & pulses in Australia is more complex than ever before and growers need access to reliable unbiased information and services to make prudent marketing decisions.

- **Independence**

At Advance Trading, we are Grain Brokers. We have NOT aligned ourselves with any buyers/traders or consumers in the market place.

- **Personalised**

As a broker, we will support you if issues relating to quality, payment or delivery occur. This is the benefit of taking advantage of ATA well established relationships in the trade.

- **Strength of Contract**

Advance Trading is a member and Arbitrator of Grain Trade Australia (GTA). Under GTA Trade Rules our Brokers Note takes precedence over an Agent contract.

WHAT IS DIFFERENT ABOUT ADVANCE TRADING BROKERS ?

Choosing the right Cash Grain Broker can be complicated, confusing and potentially costly. Are Cash Grain Broker really working in the best interest of you the grower! The Cash Grain Broker is a competitive one throughout Australia; there are lots of different companies out there that offer a variety of services claiming they are "Brokers". But if the "Cash Grain Broker" is able to buy grain (a principle buyer of grain), or doesn't charge a commission to the seller (buyer potentially pays the intermediary), then you should consider who's interest they are really representing.

A Cash Broker should be independent of all traders and consumers. At Advance Trading we are specialist grain/oilseed and pulse brokers working in the best interest of the seller. This is where we Advance Trading can assist you making Cash Sales.

Through Advance Trading Australia (ATA) our strengths are as follows: -

- Independence
- Unbiased information – We pride ourselves in providing the best marketing analysis offered in Australia
- We market grain above published bids
- Assist with the grain contractual jargon.
- We advise you your rights and responsibility under the GTA rules.
- Provide a daily text service highlighting the best cash bids
- Assist with freight and logistics
- Assist with transfer of inventory
- Help manage payment risks
- Assist with you to get paid on time as per the agreed terms

At ATA, we protect your interest and instill confidence with your marketing plan.