

The background of the slide features a close-up, slightly blurred image of oat grains and stalks. The grains are light brown and scattered across the surface, with some stalks showing their characteristic awns. The overall tone is warm and natural, with a soft focus that emphasizes the texture of the oats.

# Alternate Markets for Oats Capitalizing on Premiums by Spec and Marketing Insights

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# What Are Market Options?

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Export

Milling

Processed

Feed

Malting

Pony

Gluten Free

Glyphosate  
Free

Organic

Transitional

# Contracting

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It is the seller's responsibility to ask questions

No two contracts are the same

What chemicals are allowed?

Moisture restrictions, to dry and to tough

#2 CW vs  
2 CW

Avery vs  
Winchester

271g/hl

242g/hl

2SG, 2Oat

AOG



TEST WEIGHT CONVERSION CHART / TABLEAU DE CONVERSION DU POIDS SPÉCIFIQUE

Oats / Avoine

g/0.5 L g/0.5 L	kg/hL kg/hL	lb/A bu lb/boiss. A	lb/W bu lb/boiss. W	g/0.5 L g/0.5 L	kg/hL kg/hL	lb/A bu lb/boiss. A	lb/W bu lb/boiss. W
178	39.8	32.0	27.8	240	52.0	41.7	37.2
180	40.1	32.1	27.9	241	52.2	41.8	37.4
181	40.3	32.3	28.1	242	52.4	42.0	37.6
182	40.5	32.4	28.2	243	52.6	42.2	37.7
183	40.7	32.6	28.4	244	52.8	42.3	37.9
184	40.9	32.8	28.6	245	53.0	42.5	38.0
185	41.1	32.9	28.7	246	53.2	42.6	38.2
186	41.3	33.1	28.9	247	53.4	42.8	38.3
187	41.5	33.2	29.0	248	53.6	43.0	38.5
188	41.6	33.4	29.2	249	53.8	43.1	38.6
189	41.8	33.6	29.3	250	54.0	43.3	38.8
190	42.0	33.7	29.5	251	54.2	43.4	39.0
191	42.2	33.9	29.6	252	54.4	43.6	39.1
192	42.4	34.0	29.8	253	54.6	43.8	39.3
193	42.6	34.2	30.0	254	54.8	43.9	39.4
194	42.8	34.4	30.1	255	55.0	44.1	39.6
196	43.0	34.5	30.3	258	55.2	44.2	39.7
196	43.2	34.7	30.4	257	55.4	44.4	39.9
197	43.4	34.8	30.6	258	55.6	44.5	40.0
198	43.6	35.0	30.7	259	55.7	44.7	40.2
199	43.8	35.2	30.9	260	55.9	44.9	40.4
200	44.0	35.3	31.0	261	56.1	45.0	40.5
201	44.2	35.5	31.2	262	56.3	45.2	40.7
202	44.4	35.6	31.4	263	56.5	45.3	40.8
203	44.6	35.8	31.5	264	56.7	45.5	41.0
204	44.8	35.9	31.7	265	56.9	45.7	41.1
205	45.0	36.1	31.8	266	57.1	45.8	41.3
206	45.2	36.3	32.0	267	57.3	46.0	41.4
207	45.4	36.4	32.1	268	57.5	46.1	41.6
208	45.6	36.6	32.3	269	57.7	46.3	41.7
209	45.8	36.7	32.4	270	57.9	46.5	41.9
210	46.0	36.9	32.6	271	58.1	46.6	42.1
211	46.2	37.1	32.7	272	58.3	46.8	42.2
212	46.4	37.2	32.9	273	58.5	46.9	42.4
213	46.6	37.4	33.1	274	58.7	47.1	42.5
214	46.8	37.5	33.2	275	58.9	47.3	42.7
215	47.0	37.7	33.4	276	59.1	47.4	42.8
216	47.2	37.9	33.5	277	59.3	47.6	43.0
217	47.4	38.0	33.7	278	59.5	47.7	43.1
218	47.6	38.2	33.8	279	59.7	47.9	43.3
219	47.8	38.3	34.0	280	59.9	48.1	43.5
220	48.0	38.5	34.1	281	60.1	48.2	43.6
221	48.2	38.7	34.3	282	60.3	48.4	43.8
222	48.4	38.8	34.5	283	60.5	48.5	43.9
223	48.6	39.0	34.6	284	60.7	48.7	44.1
224	48.8	39.1	34.8	285	60.9	48.8	44.2
225	49.0	39.3	34.9	286	61.1	49.0	44.4
226	49.2	39.5	35.1	287	61.3	49.2	44.5
227	49.4	39.6	35.2	288	61.5	49.3	44.7
228	49.6	39.8	35.4	289	61.7	49.5	44.9
229	49.8	39.9	35.5	290	61.9	49.6	45.0
230	50.0	40.1	35.7	291	62.1	49.8	45.2
231	50.2	40.2	35.9	292	62.3	50.0	45.3
232	50.4	40.4	36.0	293	62.5	50.1	45.5
233	50.6	40.6	36.2	294	62.7	50.3	45.6
234	50.8	40.7	36.3	295	62.9	50.4	45.8
235	51.0	40.9	36.5	296	63.1	50.6	45.9
236	51.2	41.0	36.6	297	63.3	50.8	46.1
237	51.4	41.2	36.8	298	63.5	50.9	46.2
238	51.6	41.4	36.9	299	63.7	51.1	46.4
239	51.8	41.5	37.1	300	63.9	51.2	46.6

- Using the wrong conversion can cost you thousands.
- Always request your grams per half liter.
- 37 pounds is always a red flag

## CGC #2 Spec

- Minimum test weight for a #2 is 42.5 pounds
- Total grains of other classes is 2%
- Then 1.5% on top for wheat as well as barley
  - Wild oat allowable is 2%

**Oats, Canada Western (CW), standard of quality**

Grading factor	No. 1 CW	No. 2 CW	No. 3 CW	No. 4 CW	Grade, if No. 4 specs not met
Degree of soundness	Good colour, 98% sound groats	Good colour, 96% sound groats	Fair colour, 94% sound groats	Poor colour, 92% sound groats	Oats, Sample CW Account Damage and Foreign Material
Minimum test weight kg/hL (g/0.5 L)	56 (260)	53 (245)	51 (235)	48 (220)	Oats, Sample CW Account Light Weight

Grading factor	No. 1 CW	No. 2 CW	No. 3 CW	No. 4 CW	Grade, if No. 4 specs not met
Barley %	0.8	1.5	3.0	8.0	See Mixed grain
Cereal grains other than wheat or barley %	1	2	3	8	See Mixed grain
Wheat %	0.8	1.5	3.0	8.0	See Mixed grain
Wild oats %	1	2	3	8	50% or less - see Mixed grain Over 50% - Mixed Feed Oats
Total % Other cereal grains and wild oats	2	4	6	8	See Mixed grain

## 2SG Processed

- 1/4 of the max amount of other cereals allowed.
- 1/4 of the max amount of wild oats Rejection at 2%
- Good color?



## 1CW Milling oat

- Rejection if under 42.5 pounds
- Rejection if under 10.5% MST
- Dust as a spec
- 3% foreign material
- #1 for CGC is 46 Pounds

MILLING SPECIFICATIONS			
SPECIFICATION	BID BASIS	DISCOUNT	REJECTION
BUSHEL WEIGHT	43.3 lbs/bus	\$3.0/MT deduction for 42.5-43.3 lbs. /bus.	Less than 42.5
MOISTURE	10.5%-13.5%	\$ 0.90/MT deduction for each 0.1% under 10.5% \$0.90/MT deduction for each 0.1% over 13.5%	Less than 10.0% Over 14%
PLUMPNESS	Min 70%	#6 Slotted sieve (2.38mm 6/64)	Less than 70%
THINS	Max 7.0%	\$ 1.5/MT deduction each 1.0% over 7.0% #5 Slotted sieve (1.98mm 5/64)	10.0%
DUST	Max 2.0 %	Deducted from gross weight as dockage	2.0 %
GREEN	0%	Deducted from gross weight as dockage	1.0%
SPROUTED	0%	\$1.0/MT deduction for each 1.0% over 1.0%	Over 4.0%
Foreign Material(FM)	0%	FM & other cereal Deducted from gross weight as dockage	1.0% Barley 1.0% Wheat 1.0% Wild Oats Max 3% all grains and F/M
Dockage	1%	Minimum 1.0% dockage assessed on every load	Over 4.0%
GROAT SOUND	96%	N/A	95%
DE-HULLS	Max 5.0%	\$3.0/MT deduction each 1.0% over 5.0%	7.0%
ADHERED	Max 10.0%	\$1.0/MT deduction each 1.0% over 10.0%	15.0%
INSECTS	Negative	N/A	Positive



## 2cw oats/Export

- Standard weight is 245g or 42.5 pounds
- There is a lot of opportunity for variation in these oats.

### MOISTURE

#### Required Spec. 13.5% Max

- 13.6%-14% = \$4.00/mt discount,
- 14.1%-14.5% = \$10.00/mt discount
- Over 14.5% - Rejected

### BUSHEL WEIGHT

#### Required spec – Minimum 245g / 0.5litre

- 244g / 0.5litre to 240g / 0.5litre Grades 3 CW
- 239g /0.5litre to 230g /0.5litre Grades 4 CW

### PLUMP

(Refers to any oats that stays on top of a 6/64 X 1/8 screen)

#### Required spec – Minimum 50%

- 49%-40% = 3 CW
- under 39% = Rejected

### THINS SEED

#### Required Spec. – Maximum 5%

- 5.1%-10% = 3 CW
- 10.1%-15% = 4 CW

### ADMIXTURE:

#### Required Spec

- **Max. 1% Wheat**, 1.1%-2% = 3CW; 2.1%-3% = 4 CW; Over 3% - rejected
- **Max. 0.75% Barley**, 0.76% – 1.5% = Grades 3 CW; Over 1.5% - rejected
- **Max. 1.0% Wild Oats**, 1.1% - 2% = Grades 3 CW; Over 2% - rejected
- **Total Admixture 4%** ; Over 4% - rejected

### Dehull

#### Required Spec – Maximum 8%,

- 8.1%-12% = 3 CW
- over 12.1% = 4 CW

### Color

Fair – Good – Excellent  
Off Color – Grades 4 CW

### Green

#### Required Spec -- Maximum 1.0 %

- 1.1% to 2.0% = 3 CW
- 2.1% to 3.0% = 4 CW
- over 3% rejected

### DISCOUNT: Discount will apply to the contract price

- 3cw discount \$6.50/mt
- 4cw discount \$13.00/mt

## Milling & oats Organic

- 42.5 pounds to 40 pounds
- Total grains of either classes is 3%
- Wide range with no discount schedules given.

	<b>Spec</b>	<b>Min/Max</b>
<b>Moisture</b>	13.5%	14%
<b>Test Weight</b>	245g/0.5L	230g/0.5L
<b>Wild Oats</b>	2.0%	3.5%
<b>Barley</b>	1.0%	1.5%
<b>Wheat</b>	1.0%	1.5%
<b>De-hulled</b>	8.0%	12.0%
<b>Thins</b>	10.0%	14.0%
<b>Green Groats</b>	0.5%	0.5%
<b>Dockage (Conv)</b>	3.0%	3.0%
<b>Dockage (Org)</b>	5.0%	5.0%
<b>Mustard</b>	5.0%	5.0%

# Malting Market

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- No pre-harvest chemical used
- High germ product
- Variety specific
- High plump
- Low dockage
- Each buyer is specific

# Feed Markets

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- Feed buyers have specs too
- 38 pounds or higher is common, some want higher
- No heated, lower greens, not too high in dockage
- Not a high % in add mix
- Colour is a determining factor in price
- Moisture still needs to be dry
- Variety is still something that they may ask

# Gluten Free

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- Always confirm specs for #2 that are being used.
- Best on breaking land.

- Be Certified Organic
- Have a Canadian Grain Commission grade of at least 2 CW
- Maximum of 4 kernels of glutinous grains in 4 Kg (1 Kg per super B hopper)
- Have a bushel weight of 230g/0.5L (40.1 lbs/bu)
- Have moisture content of 11 to 13.5%
- Zero tolerance for insects, pest excreta, mold, strong odours, and fertilizer
- Have less than 4 % Wild Oats
- Have less than 3ppb Ochratoxin
- Have less than 2 ppm Vomitoxin

# Fall Contracting

- Contracting in January for fall is usually a good time
- Look for AOG
- All contracts are different, check terms
- Lock in freight?

Grain		
Oats #2 CW NEW CROP		
MT	222.849	New crop #2 oats as per buyers spec see contract for full specification.
Gross	\$285.95	
Basis		Covered with AOG at on 162 ac @ 84bu to the ac on land NE 3-48-17 w 4
Freight	\$0.00	
\$/MT	\$285.95	
\$/bu	\$4.41	
\$/bu after brokerage	\$4.35	

# Final thoughts

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- Samples are extremely important
- Consider all costs when contracting
- Whoever you sell to make sure you are comfortable to discuss payment terms with them
- Differed payments. If you wait longer than 90 days to exchange your primary elevator receipt or grain receipt for a cash or cheque, you are not eligible for compensation under a bond.