

# BAK HARVEST STORAGE GUIDE



**BAK**  
BULK SERVICES LIMITED

Choosing the grain storage solution to suit your farming business is a major decision that deserves careful consideration of all the available options.

Yet many farmers still fail to consider central storage as an alternative to storing grain on farm.

Central storage is a process widely used in the UK where cereal farmers pay a central store to collect, dry, store and sometimes market their grain during harvest periods. This in turn allows farmers more time, man power and finances to concentrate on farming issues.

This guide has being designed to show the benefit of central storage and the facilities offered by BAK Bulk Services to provide that service.

## **BAK Bulk Services Ltd**

BAK Bulk Services are a large agricultural storage and warehousing company based in the North East of Ireland.

The company is deeply involved in the drying, storing and handling of grain and animal feed products in the Republic and the North of Ireland. Product Turnover for their storage business was over 300,000 tonnes in 2011. The King family have been operating for over 25 years and their customer base includes such names as: R & H Hall, Comex, Arkady Feed and Cefetra Limited representing some of the biggest named players in the animal feed import/export market in Ireland and Europe

The company has two strategically based storage depots at Edentubber, Ravensdale and Drumcar, Dunleer Co. Louth offering over 75,000mt of storage space and over 10 acres of hard standing yard.

Each depot can provide Grain intake, drying, aerated storage and screening 24 hours a day, 7 days a week. BAK can provide a highly efficient service that is key to making harvest operations as smooth as possible for growers and consumers with key performance indicators in place to ensure fast turnaround in sampling, loading and unloading of product.

The key benefits of using our service –

- Intake of 500mt per hour
- 35 No's 2000tonne storage units
- 5 acres of hard standing in each depot
- Drying capacity of 80mt per hour
- Leading laboratory facilities and sampling
- Efficient weighbridge system
- Dedicated and highly trained staff with over 25years experience
- Own haulage fleet
- 24/7 opening hours



# YOUR STORAGE PROBLEM SOLVED

## *Quality Management*

BAK Bulk Services prides itself on maintaining a uniquely personalised and high quality service to grain growers, traders and consumers.

In order to achieve this the company is a member of IGAS (Irish Grain Assurance Scheme) and the stores adhere to TASC (Trade Assurance Scheme for Combinable Crops) codes of practice and have been advertised and approved annually for use by UFAS (Universal Feed Assurance Scheme) approved compounders.

Each depot has implemented a Food Safety System including HACCP plans (Hazard Analysis Critical Control Point)

Strict compliance with the above quality schemes ensures customers that products stored with us are produced, handled, stored and transported according to the highest industry standards.





## *BAK Store Locations*

- 1** Dunleer Store Co.Louth
- 2** Edentubber Store Co.Louth



# WHY CHOOSE BAK?

## *User friendly storage*

BAK Harvest Storage puts an end to all of the worries that go with farm storage and drying. One call to the store is all it takes to have the crop uplifted from your farm and transported to our storage and drying facilities.

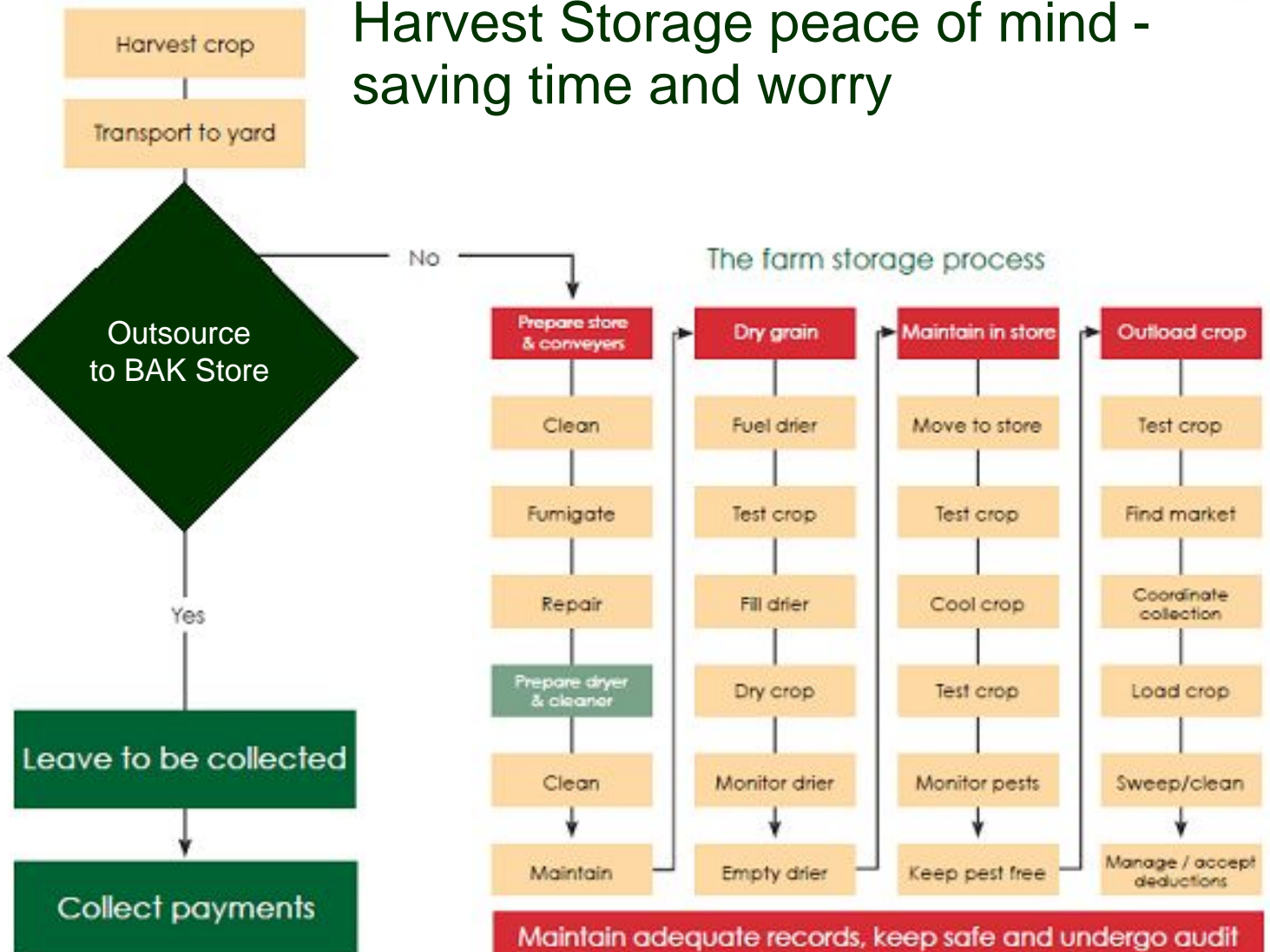
During harvest, combining is usually the start of a transport – drying – storage nightmare. But using BAK Harvest Storage can help you improve the efficiency of your farm, your quality of life and the quality of your grain. We will manage your product in store while your time is released to manage farm operations.

## Reasons to choose BAK Harvest Storage

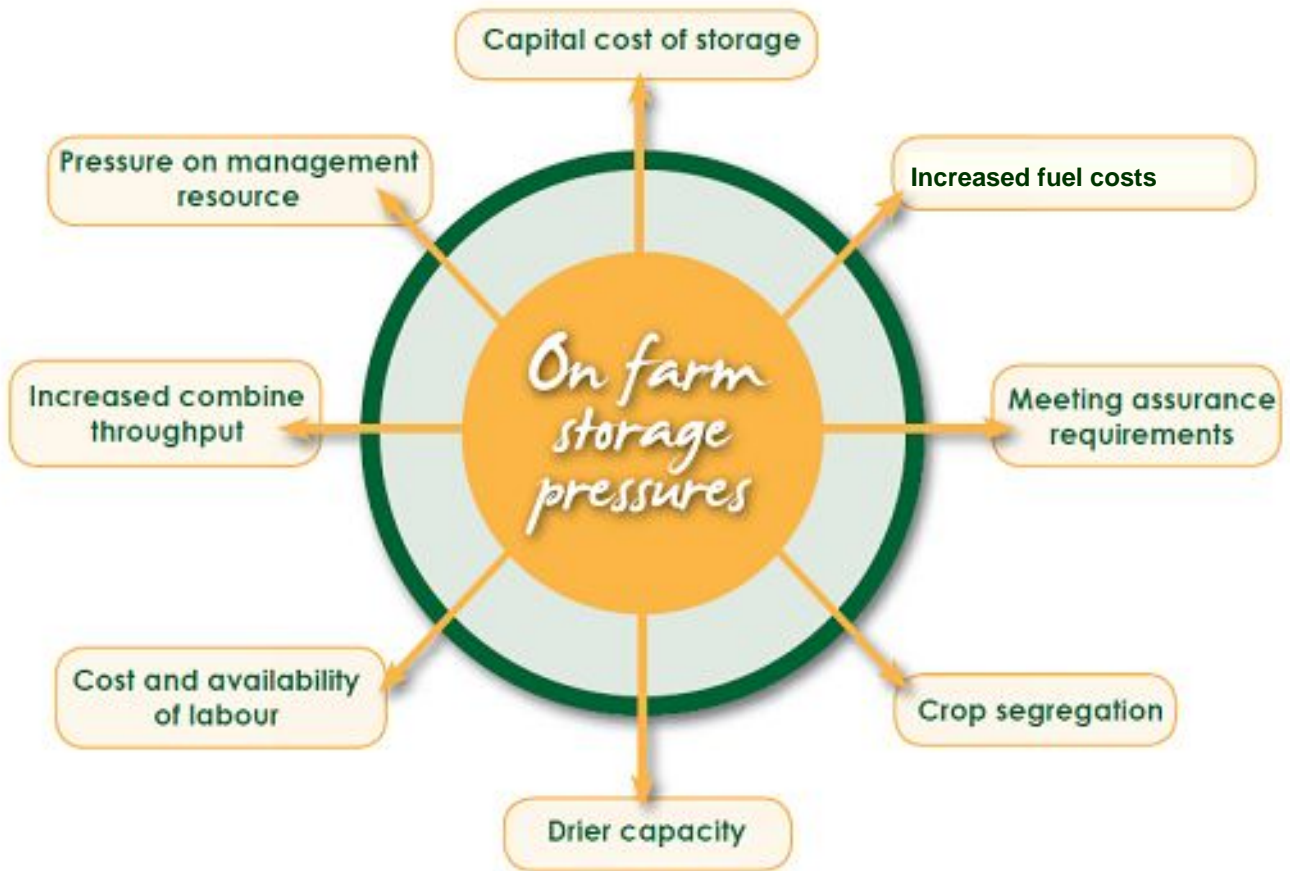
- ◆ The most cost effective solution to storing and drying grain.
- ◆ Harvest is faster, less stressful and easier to manage.
- ◆ Marketing available to give added value benefits.
- ◆ Minimizes storage and product deterioration risks.
- ◆ Releases capital, buildings and labour for alternative uses.
- ◆ Minimizes capital Investment.
- ◆ Reduces distress selling at harvest due to insufficient storage



## Harvest Storage peace of mind - saving time and worry







# Cereal Storage, Handling & Drying Charges for Harvest 2012

## Wheat, Barley & Oats

delivered into store, the following charges apply -

Moisture Level	Drying Charge	Weight Loss
Up to 15%	-	1.0%
15.1% to 16%	€3.00	2.25%
16.1% to 17%	€6.00	3.5%
17.1% to 18%	€9.00	4.75%
18.1% to 19%	€12.00	6.0%
19.1% to 20%	€15.00	7.25%
20.1% to 21%	€18.00	8.5%
21.1% to 22%	€21.00	9.75%

- Thereafter for each 1% increase in intake moisture content, the weight allowance will increase by 1.25% and the drying charge will increase by €3.00 per tonne.

- The first 1% weight loss is to cover store loss provisions.

- Additional admix weight loss is as follows

Admix	Additional Weight Loss
0.1% to 4.0%	As above
4.1% to 5.0%	5% weight loss
5.1% to 6.0%	6% weight loss
6.0% to 7.0%	7% weight loss

Handling charge - €1.50 per tonne

Storage charge - €0.25 per tonne per week

Admix / Oil Sampling charge - €0.30 per tonne

Haulage charge - As per attached sheet



## Oil Seed Rape

delivered into store, the following charges apply -

Moisture Level	Drying Charge	Weight Loss
Up to 9%	-	1.0%
9.1% to 10%	€3.00	2.8%
10.1% to 11%	€6.00	4.6%
11.1% to 12%	€9.00	6.4%
12.1% to 13%	€12.00	8.2%
13.1% to 14%	€15.00	10.0%
14.1% to 15%	€18.00	11.8%
15.1% to 16%	€21.00	13.6%

- Thereafter for each 1% increase in intake moisture content, the weight allowance will increase by 1.50% and the drying charge will increase by €3.00 per tonne.

- The first 1% weight loss is to cover store loss provisions.

- Additional admix weight loss is as follows

Admix	Additional Weight Loss
0.1% to 4.0%	As above
4.1% to 5.0%	5% weight loss
5.1% to 6.0%	6% weight loss
6.0% to 7.0%	7% weight loss

Handling charge - €1.50 per tonne

Storage charge - €0.25 per tonne per week

Admix / Oil Sampling charge - €0.30 per tonne

Haulage charge - As per attached sheet

## **Pulses (Peas and Beans),**

delivered into store, the following charges apply -

<b>Moisture Level</b>	<b>Drying Charge</b>	<b>Weight Loss</b>
Up to 15%	-	1.0%
15.1% to 16%	€5.00	3.25%
16.1% to 17%	€10.00	5.50%
17.1% to 18%	€15.00	7.75%
18.1% to 19%	€20.00	10.00%

- Thereafter for each 1% increase in intake moisture content, the weight allowance will increase by 2.00% and the drying charge will increase by €5.00 per tonne.

- The first 1% weight loss is to cover store loss provisions.

- Additional admix weight loss is as follows

<b>Admix</b>	<b>Additional Weight Loss</b>
0.1% to 4.0%	As above
4.1% to 5.0%	5% weight loss
5.1% to 6.0%	6% weight loss
6.0% to 7.0%	7% weight loss

Handling charge - €1.50 per tonne

Storage charge - €0.25 per tonne per week

Admix / Oil Sampling charge - €0.30 per tonne

Haulage charge - As per attached sheet

## **General Terms and Conditions**

**1.** - Each load will be weighed on arrival and the stores weighbridge ticket will record the gross intake weight. This information combined with a laboratory report showing the classification of the load will be the base from which handling, storage and drying charges will be levied.

- A representative sample of each load will be taken on intake to the store. This will be split half for laboratory analysis and half for retention in case of dispute.

- A summary report for inbound and outbound movements will be forwarded to customer on a daily basis.

- Temperature reports will be taken of all products in store on a weekly basis.

- All laboratory tests will be expressed and determined by the acceptable trade method for the commodity.

- The supplier must be registered with and approved by either a IGAS or TASCC accredited assured combinable crops scheme and may be required to provide proof of acceptance prior to intake.

### **2.** The Store reserves the right

- to reject any commodity which in the store managers opinion can not be brought up to a marketable standard with its equipment

- to reject commodities with moisture in excess of: -

25% for cereals

18% for Oilseed Rape

21% for pulses

(moistures in excess of these levels may be accepted by prior agreement with the store manager)

-to charge for drying any commodities accepted with moisture in excess of the limits set out above.

- to charge for aerating products while in store due to temperature rise

- to charge for moving/turning any product that excessively heats while in store.

- to charge waiting time for loading on farms in excess of one hour.

- to charge for "full load" if weights collected are under 28 tonnes.

### **3.** A weighbridge ticket will be issued for each load accepted into store clearly detailing the following:

- Customer name and details

- Product description

- Gross, Tare and Net weight

- Date and Time

- Moisture

- Admixture

**1.** Cereals, Beans and Peas: The percentage admixture on intake using a 3.5mm slotted top screen

**2.** Oilseed Rape: The percentage admixture exceeding 2% on intake using a 2.8mm round top screen and a 1.0mm slotted bottom screen.

- All commodities will be sieved using the appropriate screens and the amount of small grains and retention levels will be recorded as a percentage.







The most cost effective solution to storing grain



Harvest is faster, less stressful and easier to manage



Group marketing gives added value benefits



Minimizes storage and marketing risks



Releases capital, buildings and labour for alternative uses



Minimizes capital investment



Reduces Distress Selling

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