



KNOW YOUR GRADE to boost your bottom line

THE GRADE AND DOCKAGE YOU RECEIVE FOR YOUR CANOLA DIRECTLY AFFECTS YOUR BOTTOM LINE.

What you need to know to get the most value for your crop:

1. Know what you have

- Grain harvested from a seemingly uniform field can have varying grades and quality characteristics from truckload to truckload resulting in varying grades within a bin, and from bin to bin.
- Use the Canadian Grain Commission Harvest Sample Program to receive a free, unofficial grade and dockage assessment.
- Knowing the quantity and quality of what you have to sell will:
 - ▶ help you negotiate with grain buyers
 - ▶ give you more confidence when asking for a second opinion
 - ▶ help maximize the value of your entire canola crop, especially if crop quality varies by bin

2. Understand testing and grading factors

- Familiarize yourself with the procedures for assessing dockage and grading canola. The Canadian Grain Commission's *Official Grain Grading Guide* is available at grainscanada.gc.ca.
- Ask to observe the elevator operator assess your grain's dockage and grade. It is your right to do so at primary elevators.
- Take a course in grain grading or contact the Canadian Grain Commission for more information.

3. A representative delivery sample is key

- Ensure samples are taken from the entire load to ensure they fully represent the lot being delivered. (i.e. Collect samples at regular intervals from start to finish, or position the truck for the probe to optimally collect the representative sample, etc.)
- Get in the habit of taking a running sample from every harvest truckload that goes into each bin or grain bag, and thoroughly mix and store in a moisture proof container and label it.
- Remember, the sample is the basis for grading your canola so make sure it is taken accurately.



BE PART OF THE PROCESS

Routinely observe the grading of your canola

Grading and dockage assessment should not be a mystery or a black-box process. Grain buyers licensed by the Canadian Grain Commission should have a transparent grading system that allows farmers to participate in and have confidence in weighing, grading, and dockage decisions. **Asking to observe the sampling and dockage assessment is your right at primary elevators.** It is a sound business practice and does not imply a sign of mistrust with your grain buyer.



DID YOU KNOW



The Canadian Grain Commission, as well as several private companies, have services that allow you to get an unofficial assessment of the grade and dockage of your canola? Look for a private company near you.

4. Pay close attention to what is considered dockage

- Sound seed, regardless of size, should not be assessed as dockage. Hot, dry growing conditions, and frost or disease can produce smaller than normal seeds.
- With small canola seeds, the size of the sieve used is critical to assessing dockage.
- There is a range of sieve sizes that can be used. Familiarize yourself with the different sieve types (i.e., round-hole, slotted), sizes, and their function.
- If you observe many sound, smaller seeds being included as dockage, request a smaller sieve be used to minimize the loss of sound canola.
- Every 1% increase in dockage impacts your bottom line.

Canadian Grain Commission Quality Assessment Services

	SUBMITTED SAMPLE SERVICE	HARVEST SAMPLE PROGRAM
Availability	Year-round	September to November, pre-registration required
Cost per sample	Approx. \$50.00*	Free
Unofficial grade received	Yes, including main degrading reason if present	Yes
Dockage assessment	Yes	Yes
Quality assessed	Distinctly green, heated, etc.	Chlorophyll and oil content

Keep in mind that grade and quality results are only representative of the sample sent in and are not necessarily reflective of your entire crop.

* Fee increases annually with inflation



Image courtesy: Canadian Grain Commission

IF YOU DON'T AGREE, ASK FOR A SECOND OPINION – IT'S YOUR RIGHT

- If you disagree with the elevator's grade assessment or determination of an individual grading factor (i.e., moisture, dockage, or protein), request a representative sample be sent to the Canadian Grain Commission for a binding **Final Quality Determination** (fee applies). This service is only available at licensed primary elevators.
- The elevator operator will then submit a 1 kg representative sample to the Commission. The Commission's assessment is final, and the final cash purchase ticket is based on its quality determination.
- Farmers have seven calendar days after receiving a primary elevator receipt to request a Final Quality Determination.
- Choosing to use this service is a business decision that should be requested in a respectful manner to help maintain a good business relationship with your grain buyer.

KnowYourGrade.ca

Find more grain marketing material at KnowYourGrade.ca. This site aims to increase farmers' awareness of what to expect with grading and dockage, as well as existing producer protections and responsibilities that govern canola deliveries into the grain handling system. A better understanding of the processes empowers farmers to maximize the value of their canola and ensure confidence in the outcome.

Additional information is available at grainscanada.gc.ca



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