



Quality arable grain crops for the Organic market

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Organic Grain Link - Profit from Sustainable Cropping

Content

- The market – retail to farm.
- Cropping, rotations, marketing.
- Grain quality.

Norton Organic Grain Ltd.

- Established 1998
- Organic arm of Saxon Agriculture.
- 100% dedicated to Organic business.
- NOG – trading and logistic, Saxon administration and finance.
- John Norton, Simon Tubbs, Nigel Gossett – Lucy Bannatyne, Colin Kirton, Faith Stanley.
- Approx 35% market share of organic grain business.
- Organic Grain Link monthly newsletter.
- No commission, no fees, no transport costs.

Organic Growth Retail Food Sales

Source: Soil Association

- £390k in 1998
- £1.1Bn in 2003
- £2.11Bn in 2008
- £1.84Bn in 2009 – 12.9% decrease.
- Average 27% per annum growth over 10 years to 2006.

Retail Sales

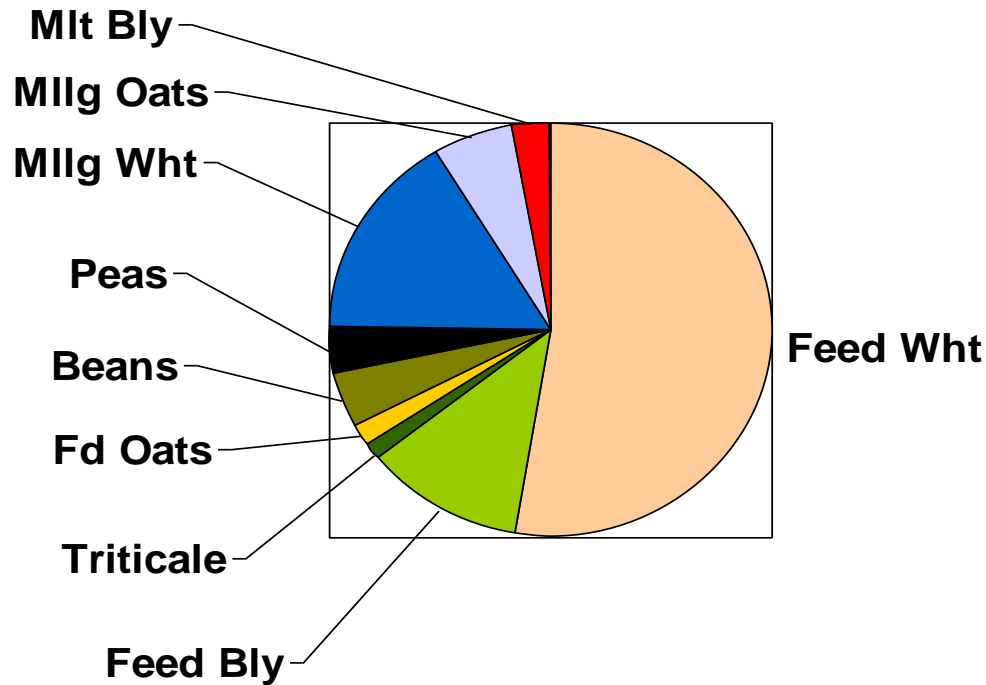
- Milk/Yoghurt/Cheeses – 25%
- Vegetables & Fruit – Carrots/Potatoes/ – 25%
- Red meat/ poultry/eggs/confectionary/hot beverage/ 4% each
- Biscuits/Bread - 7%
- Alcohol/ snacks/canned goods/fish/ breakfast cereal – 2% each

Organic Grain Demand 2009

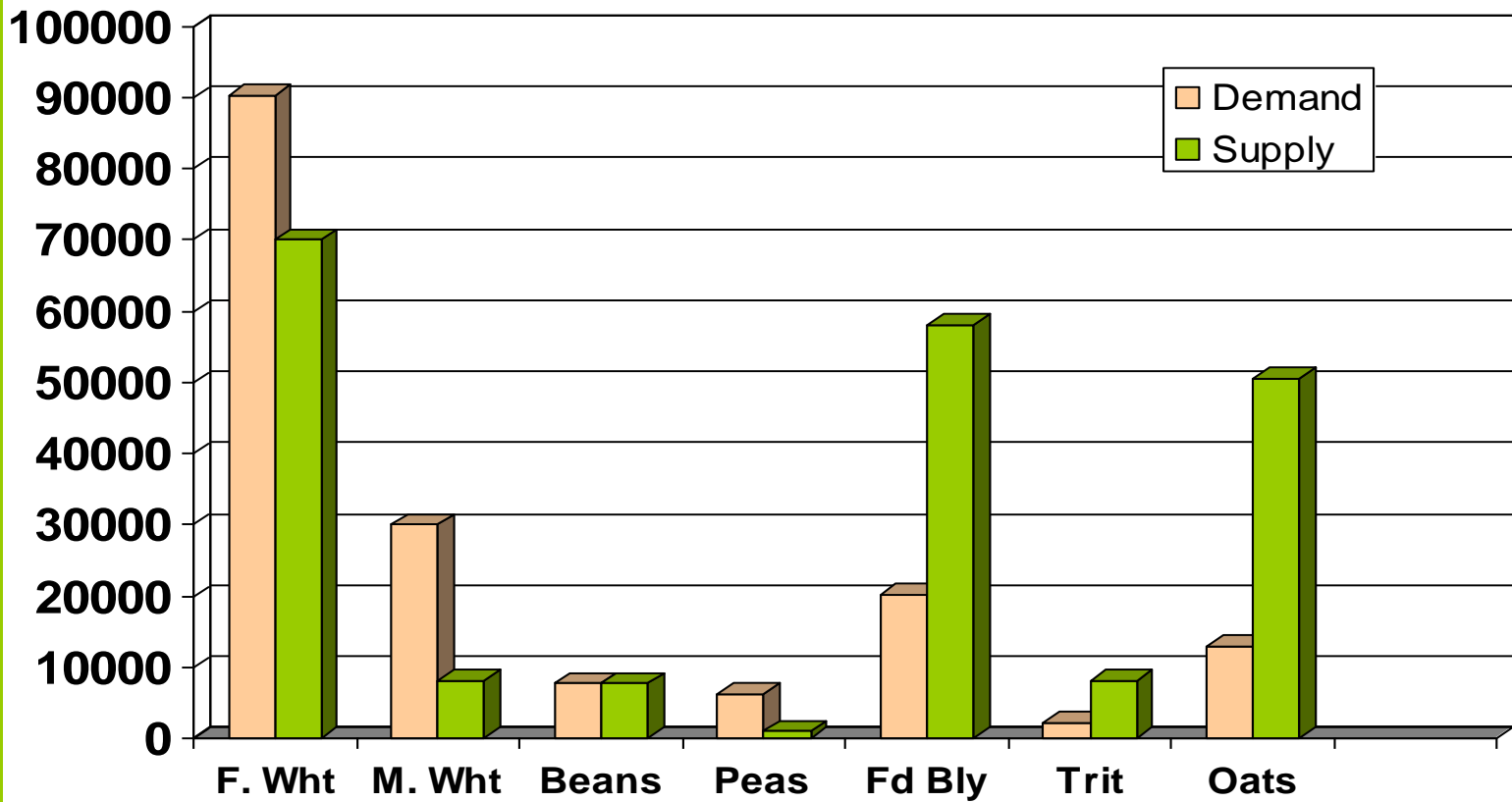
- Feed Wheat 90346t (52%)
- Feed Barley 20279t (12%)
- Triticale 2211t (1%)
- Feed Oats 3136t (2%)
- Beans 7688t (5%)
- Peas 6197t (4%)
- Milling Wheat 27400t (16%)
- Milling Oats 10000t (6%)
- Malting Barley 5000t (3%)

Total 172,257t

Organic Grain Consumption

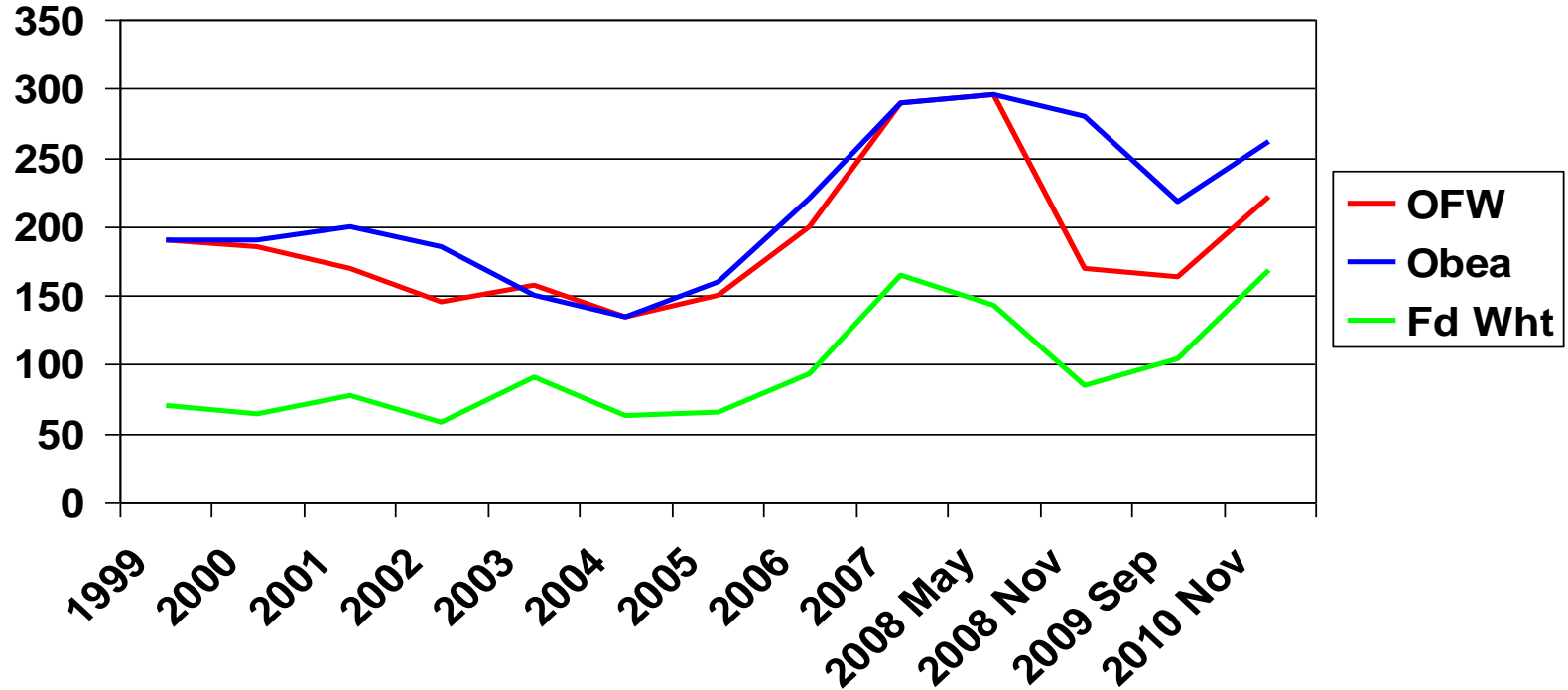


Organic Grain Demand/Supply 2009



Organic grain prices 1999 – 2010

£/tonne ex farm



Plan your marketing & cropping

- Easily traded cash crops.
- Less easily traded cash crops.
- Crops for on-farm feeding.
- Fertility building crops.
- Timeliness of marketing.

Quality crops for premium markets

Mostly feed grains, but –

Moisture – max 15%

Specific weight – min 72kg/hl wheat,

Min 63/4kg/hl barley

Admixture – max 2%

Infestation

Mycotoxin

Salmonella.

Wide geographical spread of outlets.

Quality crops for premium markets

Milling Wheat –

Variety – Paragon/Tybalt/Chablis/Ameretto/
Hereward/Einstein

Specific Weight – Min 76kg/hl

HFN – Min 250

Low screenings and admixture.

Mycotoxin, salmonella and infestation.

Berks/Oxford/Gloucs/Essex.

Summary

- Know your market and plan for it.
 - Grow for that market.
 - Plan your rotations – carefully.
 - Seek impartial advice.
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- Stocks are tight.
 - U.K is significantly import reliant.
 - Milling market very focused on U.K. origin.

Why trade with us?

- Dedicated team, committed to this highly specialised market.
- Excellent relationships with organic grain processors, - large and small.
- Impartial advice.
- Monthly newsletter,* information and support. Join over 140 organic farmers marketing well in excess of 20,000t of organic grain with us. *Register OGL
- No prior commitment, no membership fees, no commission or haulage to pay.
- Credit insurance on all sales.
- Freepost sample service – 85% samples purchased.