

Some common questions:

Q: *I have grown conventional (non GM) canola this year, but unsure whether to sell as CSO1-A (non GM canola) or CSO1 (commodity canola)?*

A: The choice is yours. A factor that may influence your choice is the seed that your nearest receival site will take this season. Some will take both CSO1-A and CSO1, while others may take only one or the other.

Q: *Will I be paid a premium if I grow non-GM canola and deliver according to CSO1-A?*

A: There is no guarantee of any price premium or discount for growing non-GM canola. The market will determine the price relativities between CSO1 and CSO1-A according to the demand for each segregation.

Q: *I have made a conscious decision to grow non-GM canola this year. How can I be assured that my choice will be reflected as my seed passes through the supply chain?*

A: If you deliver your seed as CSO1-A and it is tested and confirmed as conforming to the CSO1-A standard, it will be binned with other CSO1-A canola, and remain segregated through to the end processor, provided there is sufficient demand by end users for oil or meal derived from non-GM canola.

Q: *I have made a conscious decision to grow GM canola, as I believe it will provide a better gross margin return. How can I be assured that the price I receive will not be at a discount to non-GM canola?*

A: There is no guarantee of any price premium or discount for growing non-GM or GM canola. The market will determine the price relativities between CSO1 and CSO1-A according to the demand for each segregation.

1328 Agri-MC www.agri-mc.com.au October 2009

Australian Oilseeds Federation

Working together to enhance opportunities for the Australian Oilseeds Industry.

AOF is the peak industry body for the Australian oilseeds value chain embracing consumers of food, feed, health and industrial products.

AOF programs are geared towards supporting growth of the Australian oilseeds industry through:

- Supporting the development of grower capacity
- Fostering the ongoing uptake of innovation across the industry
- Improving the image and position of Australian oilseeds and oilseed products
- Fostering the continued adaptation of the value chain to deliver improved competitiveness
- Developing a stronger industry voice.

For the most comprehensive source of information on the Australian oilseeds industry visit www.australianoilseeds.com



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Keeping non-GM canola Non-GM canola

A guide for growers and handlers



Australian Oilseeds Federation

Market Choice the Market Driver:

Key to the successful introduction of GM canola in NSW and Victoria is the ability to continue to supply the market according to the market's specific requirements. The 'market choice' framework was developed using a whole-of-industry approach to ensure that effective and assured segregation of non-GM canola could be achieved for end users if and when such demand is required.

Effective segregation starts on the farm and is carried through by all supply chain participants to ensure end user's market needs can be met.

To facilitate the market choice framework, in 2008 the Australian Oilseeds Federation established a new trading standard, being CSO1-A for canola seed that is to be handled throughout the supply chain as non-GM canola. This standard sits alongside the existing standard of CSO-1 which does not differentiate between varieties of canola.



Market choice starts on the farm.....

In order to effectively deliver according to trading standard CSO1-A, segregation needs to commence on the farm with specific protocols in place to ensure the integrity of CSO1-A seeds can be assured to the end-user. This is particularly the case with farming enterprises that grow both GM and non GM canola. The Australian Oilseeds Federation has published a guide "Harvesting Equipment Clean Down Guidelines – Canola" to aid growers in ensuring CSO1-A standard can be maintained. This is available on request from the Australian Oilseeds Federation. Growers delivering according to a CSO1-A (non-GM Canola) standard will be required to sign a vendor declaration confirming the variety of seed being delivered.

...continues with bulk handlers...

Bulk handlers in NSW and Victoria have established rigorous protocols and procedures to ensure that seed received as non GM canola conforms to trading standard CSO1-A and they have instituted effective segregation practices to ensure the seed bought as CSO1-A remains segregated through to delivery to their customers. The Australian Oilseeds Federation has published a guide "AOF Code of Practice for Bulk Transport of Oilseeds" to aid handlers in ensuring CSO1-A standard can be maintained. This is available on request from the Australian Oilseeds Federation

...and ends with the processors.

Processors of seed purchase seed to meet the needs of their oil and meal customers. Where customers require oil or meal from non-GM canola, processors will acquire this from bulk handlers according to the specification of CSO1-A, and process in a discreet way such that the resulting oil and meal can be assured to be sourced from non-GM canola.

