

## Buyers of Australian Sunflower

### A&B Grains

Phil Albury & Shane Macnamara  
2 Middle St, Oakey Qld 4401  
Phone: (07) 4691 1211  
Mobile: 0409 053 519 (Phil) & 0448 347 650 (Shane)  
Fax: (07) 4691 2274  
Email: [abg@abgrains.com.au](mailto:abg@abgrains.com.au)  
Website: [www.abgrains.com.au](http://www.abgrains.com.au)

Buy all commercial black sunflower varieties for the domestic and export bird seed and stock feed markets.

### Adams Australia Pty Ltd

Ian Mack  
162 Swan St, Morpeth NSW 2321  
Phone (02) 4915 7538  
Mobile: 0427 788 996  
Fax: (02) 4933 7238  
Email: [shipping@adamsaustralia.com.au](mailto:shipping@adamsaustralia.com.au)  
Website: [www.adamsaustralia.com.au](http://www.adamsaustralia.com.au)  
Traders of all varieties of sunflower, including organic, Adams Australia produces crude and refined oils for human consumption, and protein meal for both domestic and international markets.

### Dwan Holdings Pty Ltd trading as Allora Grain & Milling

Terry Dwan  
Manager/Director  
PO Box 50, Allora QLD 4362  
Phone: (07) 4666 3293  
Fax: (07) 4666 3462  
Mobile: 0457 663 195  
Email: [terry@alloragrain.com.au](mailto:terry@alloragrain.com.au)  
Website: [www.alloragrain.com.au](http://www.alloragrain.com.au)  
Purchase all varieties of sunflower for the manufacture of stock feeds, bird seeds, bird seed mixes, poultry and horse feeds.

### Avi Grain Pty Ltd

Dennis Ward 0402 321 833  
Lachlan Wilde 0478 023 714  
PO Box 5397, Chittaway NSW 2261  
Phone: (02) 4389 8081  
Email: [avigrain@gmail.com](mailto:avigrain@gmail.com)  
Website: [www.avigrain.com.au](http://www.avigrain.com.au)  
A specialist birdseed manufacturer operating from production facilities on the Central Coast of NSW and Darling Downs, Qld.

### AWB

Central Queensland (07) 4952 2525  
Southern Queensland (07) 4690 1200  
Liverpool Plains (02) 6701 8800  
North NSW (02) 6792 4924  
Central NSW (02) 6977 2530  
Parkes (02) 6861 1100  
Wagga Wagga (02) 6933 6000  
Horsham (03) 5382 6484  
Echuca (03) 5481 0804  
Yarrawonga (03) 5743 2589  
Swan Hill (03) 5033 1370  
Central Districts Victoria (03) 5382 5544  
Phone: 1800 4 GRAIN (1800 447 246)  
Website: [www.awb.com.au](http://www.awb.com.au)  
Buyers, crushers and exporters of coarse grains and oilseeds.

### B&L Seed & Grain

Rob Anderson & Andrew Webster  
46-48 Yumborra Rd, Dalby QLD 4405  
Phone: (07) 4662 3866  
Fax: (07) 4669 6394  
Mobile: 0427 619 816 (Rob) & 0448 619 816 (Andrew)  
Email: [rob@blseeds.com.au](mailto:rob@blseeds.com.au) & [andrew@blseeds.com.au](mailto:andrew@blseeds.com.au)  
Web: [www.blseeds.com.au](http://www.blseeds.com.au)  
Buy black and grey stripe birdseed for domestic and export markets, but also buy and trade all varieties for clients.

### Bettacrop Pty Ltd

Pat McKey  
PO Box 5082, Victoria Point Qld 4165  
Mobile: 0419 004 828  
Email: [bettacrop@bigpond.net.au](mailto:bettacrop@bigpond.net.au)  
Traders of black and grey stripe sunflower for domestic and container export markets.

### Champion Seeds Pty Ltd

Denis Logan  
117 – 125 Campbell St, Millmerran Qld 4357  
Phone: (07) 46 951 466  
Fax: (07) 46 951 696  
Mobile: 0419 796 976  
Email: [denis@championseeds.com.au](mailto:denis@championseeds.com.au)  
Buy both Black and Grey Stripe Sunflower predominantly for the export market.

### Cootamundra Oilseeds Pty Ltd

Geoff Black  
6 Pinkerton Rd, Cootamundra NSW 2590  
Phone: 02 6942 4347  
Mobile: 0417 683 973  
Fax: 02 6942 4862  
Email: [geoff@oilseeds.com.au](mailto:geoff@oilseeds.com.au) or [mel@oilseeds.com.au](mailto:mel@oilseeds.com.au)  
Web Address: [www.oilseeds.com.au](http://www.oilseeds.com.au)  
Two crushing facilities processing a large variety of oilseeds including sunflowers. Conventional and organic cold pressed oils and meals.

### Deacon Seeds Company

Terry Deacon  
Senior Commodity Trader  
PO Box 240, Dalby QLD 4405  
Phone: (07) 4662 3217  
Fax: (07) 4662 4030  
Email: [terry@deaconseeds.com](mailto:terry@deaconseeds.com)  
Buyer of black and grey stripe sunflower used in the Birdseed trade both in Australia and for the export market.

### Feed Central Pty Ltd

Wendy Robertson  
10775 Warrego H'way, Charlton QLD 4350  
Phone: 1300 669 429  
Mobile: 0447 669 145  
Fax: (07) 4630 4919  
Email: [wendyrobertson@feedcentral.com.au](mailto:wendyrobertson@feedcentral.com.au)  
Website: [www.feedcentral.com.au](http://www.feedcentral.com.au)  
Feed Central trade all commodities including grey stripe and black sunflowers.

### Norco Co-operative Limited

Ian Hanley  
Grain Trader  
300-312 Anzac Avenue, Toowoomba, QLD 4350  
Phone: (07) 4637 3318  
Fax: (07) 4637 3399  
Mobile: 0409 630 609  
Email: [ianh@norco.com.au](mailto:ianh@norco.com.au)  
Website: [www.norcorural.com.au](http://www.norcorural.com.au)  
Purchases birdseed for a range of feed and supplements for livestock and domestic pets, as well as acting as agents for commodity traders supplying domestic and export markets.

### Paradise Farms Pty Ltd

John Reardon  
8334 Oxley Hwy, Gunnedah NSW 2380  
Phone: (02) 6742 4191  
Fax: (02) 6742 2726  
Email: [admin@paradisefarms.com.au](mailto:admin@paradisefarms.com.au)  
Producer of Sunflower Kernel supplying the Australian food industry. By-products of processing are manufactured into stockfeed and birdseed sold under Omega Feeds Pty Ltd.

### PB Agrifood

Peter Brodie  
PO Box 9484, Wilsonton Qld 4350  
Phone: (07) 4633 5555  
Fax: (07) 4690 6466  
Email: [peter@pbagrifood.com.au](mailto:peter@pbagrifood.com.au)  
Website: [www.pbagrifood.com.au](http://www.pbagrifood.com.au)  
PB Agrifood trade in a variety of commodities for both the domestic and international markets including grey stripe and black sunflower.

### Riverina (Australia) Pty Ltd

Chris McDowell  
Division Manager Commodity Trading Department  
PO Box 3871, South Brisbane Qld 4101  
Phone: (07) 3007 6888  
Fax: (07) 3844 3566  
Email: [cdt@riverina.com.au](mailto:cdt@riverina.com.au)  
Website: [www.riverina.com.au](http://www.riverina.com.au)  
Riverina supplies animal feed for the agriculture industry and exports grain and protein meals to South East Asia, the Pacific rim and other markets.

### Riverina Oils & BioEnergy (ROBE) Pty Ltd

Alex Littlejohn  
177 Trahairs Road, Bomen NSW 2650  
Phone: (03) 9490 1710  
Mobile: 0401 799 137  
Website: [www.riverinaoils.com.au](http://www.riverinaoils.com.au)  
Buyers and crushers of oilseed (mono-sunflower and canola) producing vegetable oils for human consumption, and vegetable protein meals for the poultry, dairy and animal feed industries.

### Takari Seeds

Denis Sullivan  
10 Orford Court, Toowoomba Qld 4350  
Phone: (07) 4634 6200  
Email: [denis@takariseeds.com.au](mailto:denis@takariseeds.com.au)  
Website: [www.takariseeds.com.au](http://www.takariseeds.com.au)  
Purchase and manufacture black and grey stripe sunflower for bird and small pet consumption for both the domestic and international markets.



**Australian  
Sunflower  
Association**

# SUNFLOWER Marketing Guide for Growers

March 2013



## Quality Criteria for Buyers of Australian Sunflower

Criterion	A & B Grains Pty Ltd	Adams Australia	Allora Grain	Avigrain	AWB	B&L Seed & Grain	Bettacrop	Champion Seeds	Cootamundra Oilseeds	Deacon Seeds	Feed Central	Norco	Paradise Farms	PB Agrifood	Riverina	ROBE	Takari Seeds
<b>Seed Size</b>	AOF/GTA Standards	N/A	AOF/GTA Standards	AOF/GTA	Not specified	Not specified	AOF/GTA Standards	Not specified	N/A	Not specified	Not specified	Not specified	Not less than 80% retained on a 3.25mm slotted screen	GTA CSBS 1 & CSBS 3 Standards	Not specified	Not specified	Not specified
<b>Variety</b>	All Commercial Black & grey stripe (Sunbird VII's) varieties	All varieties	All varieties	All varieties for stockfeed	Monounsaturated	Birdseed (Grey Stripe & Black)	Black & Grey Stripe	Birdseed (Grey Stripe & Black)	Prefer polyunsaturated but do purchase monounsaturated	Birdseed (Grey Stripe & Black)	Birdseed	Birdseed (Black)	Polyunsaturated & Birdseed	Birdseed (Grey Stripe & Black)	All varieties	Monounsaturated	Birdseed (Grey Stripe & Black)
<b>Moisture</b>	AOF/GTA Standards	Maximum 9%	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards but also on sample	AOF/GTA Standards	Usually buy on sample as not all buyers have the same requirements regarding quality	Maximum 9%	AOF/GTA Standards	Maximum 9%	GTA CSBS 3 Standards	9% maximum & 7% minimum	GTA CSBS 1 & CSBS 3 Standards	AOF/GTA Standards	AOF/GTA CSO 4 Standards	AOF/GTA Standards
<b>Test Weight</b>	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	Strong Preference for weight > 40Kg/hl	AOF/GTA Standards	Strong Preference for weight > 40Kg/hl	AOF/GTA Standards	As above	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	GTA CSBS 3 Standards	40kg/hl minimum	GTA CSBS 1 & CSBS 3 Standards	AOF/GTA Standards	AOF/GTA CSO 4 Standards	AOF/GTA Standards
<b>Defective</b>	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards but also on sample	AOF/GTA Standards	As above	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	GTA CSBS 3 Standards	Maximum acceptable insect damage is 2%.	GTA CSBS 1 & CSBS 3 Standards	AOF/GTA Standards	AOF/GTA CSO 4 Standards	AOF/GTA Standards
<b>Objectionable material</b>	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards but also on sample	AOF/GTA Standards	As above	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	GTA CSBS 3 Standards	Nil allowable of sclerotinia, weed seed, foreign seeds, damaged seed, aphid honeydew. Seed must be free of kernel stain.	GTA CSBS 1 & CSBS 3 Standards	AOF/GTA Standards	AOF/GTA CSO 4 Standards	AOF/GTA Standards
<b>Contaminants</b>	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards but also on sample	AOF/GTA Standards	As above	AOF/GTA Standards	AOF/GTA Standards	AOF/GTA Standards	GTA CSBS 3 Standards	Samples must be free of chemical residues	GTA CSBS 1 & CSBS 3 Standards	AOF/GTA Standards	As per AOF/GTA CSO 4 Standards	AOF/GTA Standards
<b>Grower Contracts</b>	Various options	AOF/GTA Standards	Buys direct and on contract	Will negotiate tonnage and hectare contracts plus buy on spot market	Hectare contracts (AWB Mono-sunflower Production Program) and fixed tonnage	Not specified	Various options	Not specified	Fixed tonnage	Not specified	Not specified	Not specified	Hectare contracts and fixed tonnage	Various options	Not specified	Fixed price purchase. GTA Contract No.3	Not specified
<b>Buys Organic</b>	Not a requisite	Yes, Not a requisite	Not a requisite	No	Not a requisite	Not a requisite	Not a requisite	Not a requisite	Yes: Organic Linoleic and Oleic	Not a requisite	Not a requisite	Not a requisite	Not a requisite	Not a requisite	Not a requisite	Not a requisite	Not a requisite
<b>Other</b>	Key quality component is hl weight > 40Kg /hl for some buyers. Admixture levels as per AOF standards	Test weight, and Oil and Admix will vary subject to enduse.		Strong preference for Pacific Sunbird 7									Otherwise as per relevant AOF/GTA Polyunsaturated and Birdseed Standards.				