Growers Guide

MarketPlace on DailyGrain

Contents

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Welcome to MarketPlace on DailyGrain

Low cost trading for WA growers

MarketPlace on DailyGrain is an online trading platform where Sellers of Western Australian grain can match their requested prices for wheat, barley, canola, oats and lupins to Buyers automatically within the MarketPlace system. Designed to give you a say in the price you receive for your grain with market transparency, MarketPlace lets you view your inventory and Offer parcels of grain to the market at a price you choose.

As a Spot Seller, we offer payment protection.

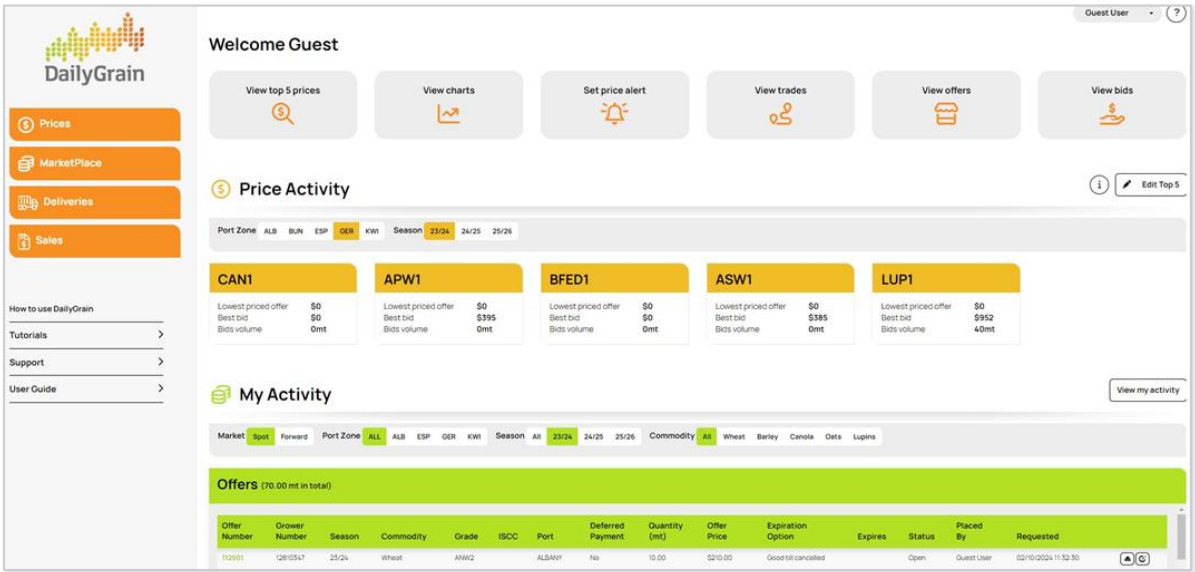
Under the new payment protection features, if grain is traded on the Spot market, this will start a process of automatic execution which will result in DailyGrain acting as the intermediary to collect payment from the Buyer and completing the transfer of tonnes from the Seller to the Buyer, after payment has been verified and passed on.

The Buyer will need to complete payment to DailyGrain first, ahead of settlement and transfer of tonnes to the Buyer. When placing an Offer on the Spot market, your available tonnes, which have already been delivered into the CBH system, are required to create the Offer volume. When a trade is made, the assigned tonnes are held by DailyGrain, and when the Buyer transfers payment to DailyGrain, the settlement of payment to the growers nominated bank account is made, and the tonnes are transferred to the Buyer. If, for any reason, the Offered loads become unavailable in the CBH system, the Offer will be automatically withdrawn.

If the Buyer defaults on the payment for a trade, the trade may be terminated, and the loads are returned to the grower, DailyGrain will pay the Seller any mark to market loss incurred while the tonnes were in the holding account.

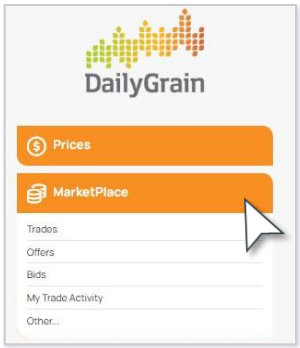
Buyers will be invoiced following a successful trade with payment expected within 7 days or less. Upon receipt of payment from the Buyer to DailyGrain, an RCTI will be created on behalf of the Seller and the payment will be made to the nominated Sellers bank account within 3 business days. All appropriate levies and fees will be witheld from the final payment. Following payment, the settlement of the transfer of grain is completed to the Buyer.

If you require support, please call 08 9416 6244.



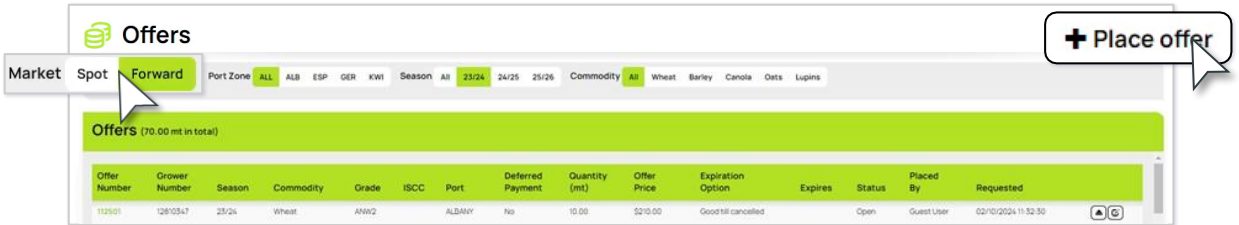
Accessing MarketPlace

Using the DailyGrain website you can access MarketPlace using the links on the left-hand column. Alternatively, you can enter via the tab on the member landing page by logging into DailyGrain.



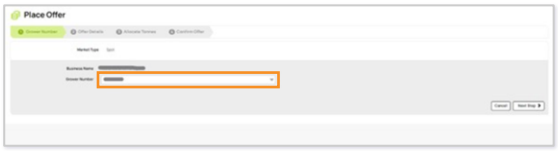
Placing an Offer

To start the process, select Spot or Forward in the top filter bar. Then in the top right-hand corner select +Place offer to take you to the next step.

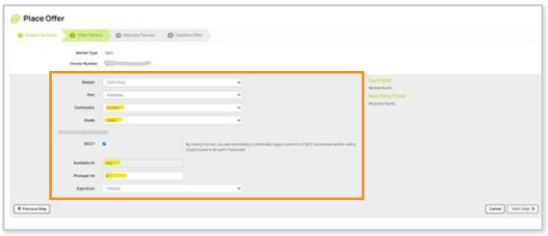


1 Deliverer Number

Select the CBH Delivery Number where the grain you want to sell is held. If you only have one number attached to your PAN, then that number will be selected automatically.



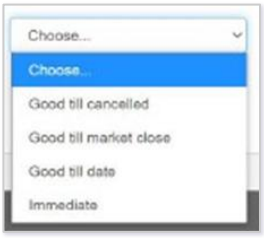
2 Offer Details



a. Enter the Offer details including Port, Season and Grade.

b. The 'Available Tonnes' field will auto populate with the tonnes in LoadNet currently available which meet the commodity criteria selected.

c. Enter the price per metric tonne and set an expiration date for the Offer.



There are four options when creating a bid:

Good till market close
The market currently opens at 9am and closes at 5pm (Monday-Friday), Perth, Western Australia time.

Good till date
This is where you can enter a specified date that your Bid will be valid for.

Good till cancelled
You can keep your Bid live until you cancel it.

Immediate
This will search for an immediate match, and expire if one isn't found.

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3 Offer Volume or Load Allocation

Select either Offer Volume

If you wish to simply enter a volume of grain, you can insert the value in the box (in tonnes). The available tonnes for the commodity and grade that was previously selected in the 'Offer Details' process will now be visible. You can only place a volume equal to or less than the total tonnes you have available. MarketPlace will select the loads and split the last load to meet your offer volume.

Or Select Loads

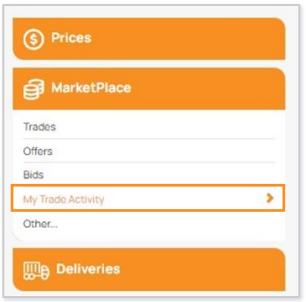
If you wish to select specific loads to create your offer, tick the Select Loads icon and then select the boxes next to each load to allocate which loads are included in the offer. The total volume of your offer will be displayed at the bottom of the loads table.

4 Review Your Offer

Check the tick boxes to accept the Terms & Conditions and including an approval for DailyGrain to source your bank account details from CBH Ltd LoadNet. Upon the acceptance of both of these, click on 'Place Offer'.

Upon clicking the *Place Offer* confirmation, you will be re-directed back to the 'My Activity' screen displaying your current offers and trades.

Viewing My Current Offers



1 My Trade Activity

Click on 'My Trade Activity' to view all current Offers.

2 Filters and Grades

Ensure you select the correct Market- Spot or Forward, and remove filters or specific grades.

3 Open Offers

Open offers are offers that are current. If the Open Offers tick box is selected, then only Open Offers will be displayed.

Other statuses include:

Fulfilled
A trade has been completed for this Offer.

Cancelled
The expiry on this Offer has been reached.

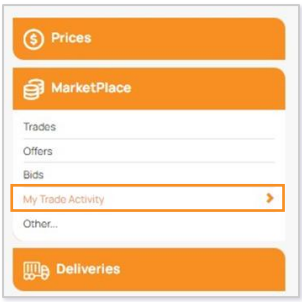
Withdrawn
You've withdrawn your Offer.

Details of any trades or fulfilled Offers appear under the trades banner.

Changing an Offer

You can modify an existing Offer by selecting the modify offer icon at the end of the offer line. You will then be directed to a new screen to edit the tonnes or price, and again complete the acceptance of the terms & conditions prior to releasing the Offer.

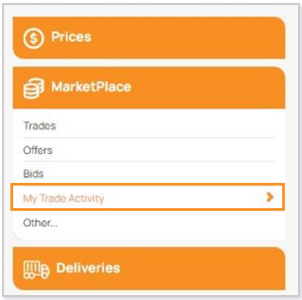
If selecting specific loads when creating an Offer, you can only modify the price. The Offer will be treated like a new Offer and will be placed back into the queue.



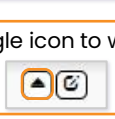
Select the pen to modify

Withdrawing an Offer

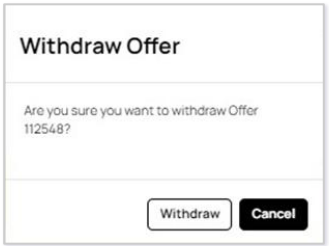
Offers can be cancelled through the 'My Trade Activity' page.



Select the triangle icon to withdraw Offer



At the end of each current Offer is a Withdraw Offer button. Simply click on this button to withdraw your Offer and confirm the withdrawal.



Placing a Forward Offer

Offers can be placed in the Forward market for future sale of grain.
You can place an Offer from any MarketPlace screen.

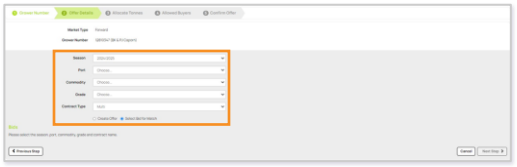
Ensure you select the Forward market in the filter bar before selecting +Place Offer at the top right of the screen to start the process.

1 Deliverer Number

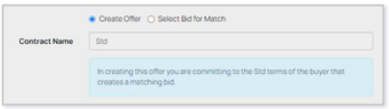
Select the CBH Delivery Number related to the future load. If you only have one number attached to your PAN, than that number will be selected automatically.

2 Offer Details

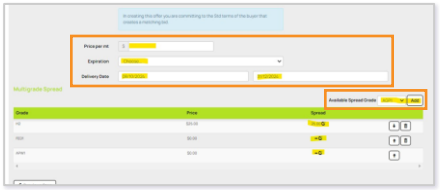
a Enter the details of the grain for the Offer, including Port, Season and Grade. Select 'Create Offer' or Select 'Bid to Match'.



b If you choose to Create Offer, the following screen will appear. Please note you will be accepting the standard Terms and Conditions of the Buyers you select if a matching Bid is made.



c Insert your target price, expiration and delivery date. If the Offer is a Multigrade type, add grades and the spread value against each grade.



As you add your grades and spread value, these will be retained for future use for the Base Grade you have selected in the Offer details.

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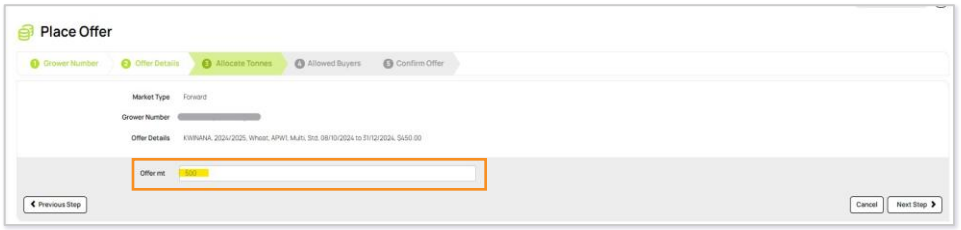
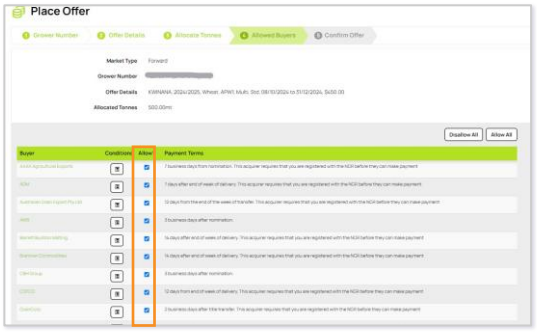
3 Offer Volume

Add your Offer volume and select 'next step'.

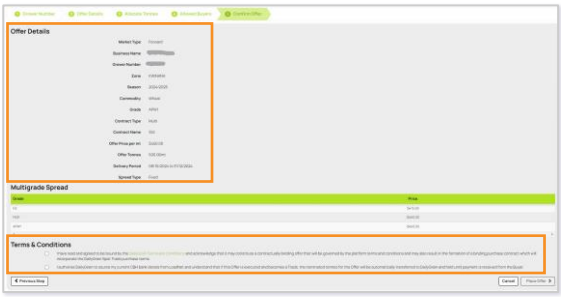


4 Allowed Buyers

For all Forward Offers, you need to select the allowed Buyers you might sell to. Select Buyers individually or 'Allow All'.



It is the Seller's responsibility to ensure they are familiar with the Buyer's Terms and Conditions if they select them in the 'Allowed Buyers' list.



5 Confirm Offer Details

The final step is to the confirm the Offer details and accept the Terms and Conditions.

Upon successful trades, Sellers will receive a confirmation of trade email to their primary email account with all the specific details. Forward trades, then become 'Off-Platform' executions, where the Buyer and Seller will execute specific to that Buyer's terms (including payment terms) and DailyGrain is not a party to the agreement confirmed between the Buyer and Seller. Nomination, payment and RCTI creation will be handled by the Buyer and Seller.

Glossary

Allocate	As part of the process of placing an Offer you allocate specific delivered loads to the Offer.
Allowed Buyer	An allowed Buyer is a buyer from whom you are willing to accept forward bids. You indicate your Allowed Buyers when you enter an Offer.
Bid	A bid is the request to buy grain posted by a Buyer on MarketPlace. A bid is for a specific grade in a specific port zone, in a specific season and is good for a specified tonnage. An Offer can be matched with a bid as long as the Offer tonnes are lower than the current bid tonnes.
Bid tonnes	Bid tonnes are the current tonnes for which a bid is valid. This is reduced by the Offer tonnes every time a trade is executed against this bid.
Buyer	A Buyer is an acquirer of grain on MarketPlace. All Buyers need to have signed a Grain Services Agreement with CBH for the season(s) for which they want to post bids.
Cancelled	The status an Offer or a bid that is withdrawn due to a change to one of the allocated loads.
Executed	A trade is executed following the matching of an Offer and a bid.
Expire	When an Offer fails to match a bid within the designated expiration period, it expires and is removed from MarketPlace. There are four expiration options: Good Till Cancelled; Good Till Market Close; Good Till Date; and Immediate.
Expired	The status of an Offer or bid that reaches its expiration without being matched is expired.
Fulfilled	A fulfilled Offer or bid is one that has been matched, and a trade executed.
Good Till Cancelled	Good Till Cancelled is an Offer that stays in place until matched or until the Seller goes onto MarketPlace and actively withdraws it.
Good Till Date	Good Till Date is an Offer that stays in place until matched or until market close on a specified date.
Good Till Market Close	Good Till Market Close is an Offer that stays in place until matched or until market close on the day that is placed.
Immediate	An immediate Offer is one that looks for a match using bids already on MarketPlace. If it fails to find one, the Offer expires.
Load	An un-nominated load of wheat delivered within the CBH storage and handling system.
Load Allocation	Load allocation is the load or loads allocated to an Offer.

Glossary

Market Close	The time at which the market closes for trading each day. No matching can occur after market close.
Market Hours	Market hours refers to the hours between market open and market close. Matching can only occur during market hours. Any Offers or bids withdrawn outside of market hours will be processed immediately before market open. Any bids or Offers submitted outside of market hours will be queued, and processed in order at market open.
Market Open	Market open is the time at which the market opens for trading each day. No matching can occur until market open. Market can open at different times during peak season.
Match	A match occurs when the bid price is higher than or equal to the Offer price and the grade, zone and season are the same.
My Activity	The 'My Activity' tab provides a summary of the Offers you have made, current and historic, and their statuses. Also lists details of all your trades.
Notification	A notification is a change to the status of any Offers or trades which are in MarketPlace.
Offer	An Offer is a parcel of grain, made up of one or more loads, posted by a Seller on MarketPlace. An Offer is for a specific grade in a specific port zone in a specific season. An Offer can be matched with a bid as long as the Offer tonnes are lower than the current bid tonnes.
Offer Tonnes	The tonnes for which an Offer is valid. Offer tonnes are the sum of the loads allocated to the Offer.
Open	The status of a Bid or an Offer that is currently available on MarketPlace for matching into trades is called Open.
Pending	Pending refers to the status of an Offer or bid which has been submitted but has not yet been accepted on MarketPlace. A pending Offer or bid cannot be matched until it is accepted.
My Market Check	My Market Check shows the difference between your Offer or bid and the closest potential match.
Queued	The status of an Offer or bid that has been placed outside of market hours before market open is queued. At market open the Offer or bid will first go pending and then Open.
Seller	A Seller is the DailyGrain member who places an Offer.
Snapshot	A snapshot is a summary of the current difference between the best bids and the closest unmatched Offers on MarketPlace.

Glossary

Status	The status is the state of an Offer or bid as shown in 'My Activity' and Notifications. This can be Cancelled, Expired, Fulfilled, Open, Pending, Queued or Withdrawn.
Trade	A trade is the sale of grain offered by a Seller to a Buyer. This occurs after a match has been made. A trade causes the grain to be nominated, confirmation to be sent to both parties, and details of the grain to be sent to the Buyer for payment.
Withdraw	To withdraw is the active cancellation of an Offer or bid by the Seller or Buyer before the offer or bid is matched and before the expiration is reached.
Withdrawn	The status of an Offer or bid that has been actively cancelled by the Seller or Buyer.
Contact Details	More information: info@dailygrain.com.au or 08 9416 6244