Managing grain for maximum **quality** and **quantity** during handling, drying and storage is key to the profitability of a company that handles grain. Maintaining the quality of the grain after it has been received, stored, or distributed for direct use plays a critical role in sustaining the value of the product for customers. Operations such as sampling, grading, weighing, cleaning, drying, and blending are an important part of the process to minimize shrink loss and maximize profit.

**Coordinating your Quantity and Quality Procedures**

**Sampling, Weighing and Inspections**

Weighing and inspecting is the first step in assessing the quality of the grain. Thus, it is important that your company’s sampling standards are uniform and applied at each facility. The Federal Grain Inspection Service (FGIS) and NGFA state and regional affiliates provide hands-on sampling and grading courses that are available for relevant staff. Ensure that you collect multiple samples per vehicle that when combined will be representative of the entire load. Consider information from FGIS, [https://www.gipsa.usda.gov/fgis/fgis.aspx](https://www.gipsa.usda.gov/fgis/fgis.aspx), when developing your sampling procedures. Cross check your inspection and weighing equipment e.g. moisture meters and scales to ensure that it is calibrated by FGIS or local other agencies to verify its accuracy.

**Scale Management and Moisture Meters**

- Inspect regularly with cross check of other scales locally.
- Know your weighing agreements and establish frequencies in which your scales are to be certified.

**Binning**

- Make daily decision on where grain of certain moistures should go.
- Involve your merchandising team and routinely inform them of stock and inventory conditions.
- Develop a retention plan for grain depending on quality and potential uses.
- Review and record grain temperatures weekly or as appropriate.
- Set a baseline of CO2 readings and record new readings weekly or as deemed appropriate. Compare these readings for any changes.

The quality of grain does not get better in your facility and there is no secret method to managing your stock inventory. The best practice is to grade accurately, dry evenly, and monitor your inventory.