



Cotecna's Fall Farmer Platform (CFFP)

Grade – Store – Sell Smarter!

The Cotecna Fall Farmer Platform (CFFP) offers independent grading, secure sample storage, and expert advice to producers and traders — all designed to make crop quality assessment quick, easy, and reliable right when you need it most.

Designed for Canadian Prairie producers, CFFP simplifies quality assessment, improves marketability, and supports smarter selling strategies throughout the crop year.

WHY CFFP?

- ✓ **Simple drop off at our office,** at any time along with prearranged sample pick up.
- ✓ **Secure sample storage** for one full crop year.
- ✓ **A per-acre pricing** to keep costs transparent and predictable.
- ✓ **Optional distribution** of your samples to buyers.
- ✓ **Priority turnaround** for timely results during harvest.
- ✓ **Independent, industry-recognized** grading reports to support better pricing.
- ✓ Upon consent of the producer, **buyers** will gain instant access to a database of verified farms and graded crops, ensuring visibility on the quality they need — faster and easier than ever.

WHAT YOU GET

- > **Program led by a senior expert with 40 years in Canadian agriculture** — 20 years as a farmer, 20 years in agri-business inspection and testing.
- > **Personalized Grade Book:** Your assessment under CGC standards by a CGC-approved third-party service provider and lab analysis compiled in a tailored report. US standards may also be provided upon request
- > **Expert Support:** Our inspectors are available to advise on product quality and blending strategies.
- > **Ongoing Monitoring:** We keep track of your samples as your inventory evolves, including product movements and bin changes.
- > **Secure Sample Storage:** Your samples are safely stored in our office until reported sold or until the end of the 2025 crop year. Producers that re-enrol for 2026 will have their unsold product remain in storage for the following year.

Cotecna Canada Inc.
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Your personalized Grade Book provides detailed assessments for all your commodities, along with valuable data such as:

- > Frost and Mildew rankings for wheat and durum
- > Canola oil content measured with NIR technology
- > Chickpea sizing in 64ths or millimetres



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HOW IT WORKS

1. Easy Drop-Off

- > Drop off your samples anytime at the Cotecna FQ Office — day or night, or schedule a pick up.
- > Cotecna pails will be provided for easy collection and labelling.
- > Priority grading: Your samples jump to the front of the queue.
- > Testing of vomitoxin and falling number at discounted rates to subscribers.

2. Sample Distribution (Optional Add-on)

- > On request, we will divide, package, and ship 1kg samples directly to potential buyers or prepare them for your pickup.
- > We use Purolator with a 50% discount. Invoices for these shipments will be charged back to the producer at cost.

SEED TESTING

Completing the Production Cycle

Cotecna is collaborating with a **leading Canadian ISO/IEC 17025 accredited seed laboratory, 20/20 Seed Labs Inc.** to give producers convenient access to seed testing for grain intended for use in the next crop year.

Comprehensive testing includes germination, vigour, seed-borne diseases such as *Fusarium graminearum*, *Alternaria spp.*, and *Cochliobolus sativus* and other tests upon request such as Varietal Identification and Smut on Barley, helping growers to understand how their seed is likely to perform before it goes in the ground.

This collaborative relationship built with growers in mind, helps to **complete the full production cycle** for Canadian Prairie producers, supporting quality decisions from harvest, to sale, to seed selection for the next season.

Seed testing services are available as an optional add-on and are billed separately, consistent with sample distribution and laboratory testing services.

PRICING

A **per-acre rate** applies based on your farm size (see chart).

Acres Farmed	Cost Per Acre
0-10,000	20¢
10,001-15,000	15¢
15,001-20,000	12¢
>20,001	negotiated