



ZENITH ECLIPSE JOURNAL

BARLEY

From end use to export.

Malting. Food. Feed. Covered. Hullless. Discover the decisions that connect your barley requirement with a workable purchase and shipment.

THE COVER STORY

Choose barley for the
process you run
Protect germination, identity
and grain condition
Bring product quality and
delivery into one brief

03

SELECT YOUR GRAIN

Choose by end use
and product form.

04

READ THE QUALITY

Match the tests to
your requirements.

06

CONNECT THE ROUTE

Align the cargo contract
with delivery.

THE ZENITH ECLIPSE APPROACH

Better barley buying begins with the application.

A maltster, food processor and feed mill evaluate the same grain through different requirements. Let the intended use lead.



Zenith Eclipse reviews bulk barley enquiries for malting, food processing and animal feed. Share the receiving operation's purpose and acceptance criteria so the proposed commercial description answers your actual need.

Bring your purchasing, quality and logistics teams into the brief early. A useful enquiry explains what the lot must achieve, how it will be evaluated and where it must arrive.

Use the written offer to settle the outstanding details: product identity, quality schedule, quantity, packing and shipment scope. Confirm the offered origin and crop year where required; availability is assessed for the enquiry.

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- 04** Read the lot
- 05** Protect the format
- 06** Connect the delivery
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PRODUCT PORTFOLIO

End use first. Grain type second.

Malting, food and feed describe applications. Covered and hulless describe grain types; the two decisions belong together.



01 Malting barley

For malt production serving brewing, distilling and food applications. Specify accepted varieties, row type, germination, protein and kernel sizing. Suitability requires the maltster's lot approval; a grade name alone does not establish it.

02 Food barley

For pearling, cereal, milling and ingredient programmes. Describe the finished product, cleaning needs, hull-removal process and desired kernel condition. Confirm food-use controls and any sample or processing trial before committing.

03 Feed barley

For compound feed and livestock operations. Request the nutritional and physical analysis your formulator needs, plus destination feed-safety requirements. Processing method and inclusion rate depend on the animal and the complete ration.

04 Covered barley

Grain with an attached outer hull after harvest. Add the intended use, variety and row-type requirements to the description. For food processing, discuss hull removal and the basis used to assess usable grain.

05 Hulless barley

A distinct type whose loose hull normally separates during harvest. Confirm identity, residual hulls and kernel condition. Hulless grain is not the same description as covered barley that has been mechanically dehulled.

THE BUYER'S QUALITY GUIDE

Read the lot. Protect its potential.

Barley's value is shaped by more than one result. Agree representative sampling, methods and acceptance criteria before comparing offers.



PARAMETER	WHAT THE BUYER SHOULD CHECK
Moisture	Specify the test method and contract ceiling. Consider transport and storage conditions; a loading result should be read alongside cargo condition and the receiving plan.
Test weight	Confirm the unit, method and minimum. This physical measure is useful, but it does not replace germination, nutritional analysis or the processor's performance tests.
Protein / nitrogen	State whether the result is nitrogen or protein, the moisture basis and any conversion factor. Agree the range for the intended malting, food or feed process.
Germination	For malting, agree germination energy, water sensitivity and any pre-germination assessment. A current germination result cannot guarantee the lot's performance after further storage.
Kernel sizing	Identify sieve openings and the definition of plump, thin or screened-out grain. Uniformity, peeled kernels and breakage deserve separate attention when the buyer's process requires them.
Condition & safety	Review damage, foreign material, odour and infestation. Confirm required mycotoxin, residue and other safety tests for the use and destination; appearance cannot establish analytical compliance.

A suitable variety still needs a suitable lot.

SOURCE READING

- Canadian Grain Commission - Malting barley methods used to measure quality
- AHDB - Highly heritable barley quality traits
- Canadian Grain Commission - Official Grain Grading Guide: Barley grading factors

PACKING & RECEIVING

Protect the grain through every handoff.

Choose the loading format around the receiver's equipment, storage and production schedule.

01

BULK / TERMINAL

Bulk vessel parcels

Share terminal access, parcel size, discharge capability and available storage. Agree how lot identity and condition checks will be maintained from loading to intake.

02

CONTAINER / HANDOFF

Suitable containers

Assess a suitable grain liner or bagged load against the route and unloading method. Confirm equipment cleanliness, payload, sealing and any moisture-control measures before loading.

03

BIG BAGS / HANDLING

Bags & big bags

Discuss feasible net weights, bag material, closure, lot marks and pallet needs. Match lifting and unloading arrangements to the receiver; confirm food-contact suitability where applicable.

Think from destination to origin.

For malting lots, handling is part of the quality plan. Protect segregation and kernel integrity, and agree drying or storage information the maltster needs before acceptance. Repeat programmes benefit from a clear intake calendar. Tell us your expected volumes, storage limits and preferred arrival rhythm so the team can assess packing and shipment options together.

The specification travels with the shipment.

A connected delivery plan keeps the barley description, inspection evidence and cargo milestones aligned.

OCEAN

ROAD

RAIL

MULTIMODAL

Discuss the barley purchase and freight enquiry together. State the loading point, cargo format, quantity, shipment window and final receiving location; these details shape which delivery options can be reviewed.

01 Define the delivery point

State the Incoterms® 2020 rule and exact named port or place. Select a rule appropriate to the cargo format and route, with a clear allocation of loading, carriage and destination services.

02 Set the document list

Agree commercial and weight records, origin evidence, transport documents and the required quality or inspection results. Check destination plant-health requirements and phytosanitary certification where applicable.

03 Link the milestones

Align sample approval, cargo readiness, inspection, booking and document deadlines. Make the receiving appointment and intake checks part of the plan before dispatch.

SOURCE READING

[International Plant Protection Convention - ISPM 12: Phytosanitary certificates](#)

[International Chamber of Commerce - Incoterms® 2020](#)

PROCUREMENT WORKSHEET

Start with a sharper barley RFQ.

Give the commercial, quality and freight teams the same brief. These eight details help make offers comparable.

YOUR BARLEY ENQUIRY / EIGHT DETAILS

- ☐ Intended malting, food or feed application and receiving process
- ☐ Governing grade or buyer specification; variety, row and hull type
- ☐ Quality limits, units, reporting basis and required test methods
- ☐ Volume, shipment tolerance and one-off or recurring programme
- ☐ Origin preferences, crop-year needs and sample-approval process
- ☐ Bulk, container, bag or big-bag format and receiving equipment
- ☐ Destination, Incoterms® 2020 rule and shipment window
- ☐ Inspection scope, documents and final acceptance procedure

Still defining the specification?

For a malting enquiry, identify the maltster and its accepted-variety list where available. Share the required grain analysis and say whether a micromalting or production trial forms part of approval. If the specification is developing, begin with the application, volume and destination. Separate essential limits from preferences, then confirm the final requirements in writing before accepting the offer.

SEND YOUR BARLEY REQUIREMENTS



ZENITH ECLIPSE
CO

YOUR NEXT BARLEY PURCHASE

Your grain. Your requirements.

Let's connect the details.

Share your application, specification, volume, destination and shipment window. Our team will review the enquiry and confirm the applicable product and delivery scope.

BARLEY SALES

sales@zenitheclipse.com

FREIGHT & LOGISTICS

trans@zenitheclipse.com

TELEPHONE / WHATSAPP

+971 4 250 0715



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zenitheclipse.com

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