



ZENITH ECLIPSE JOURNAL

MILLET

Identify the grain. Define the purchase.

Pearl. Proso. Red. Yellow. Whole or dehulled. A closer look at species, processing form and the details that shape a useful millet offer.

THE COVER STORY

Identify the species before
comparing offers
Connect grain form to your
process
Build the quality and delivery
brief together

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 millet buying begins with grain identity.

Millet names can describe a species, a colour or a traded form. Make the distinction clear at the start.



Zenith Eclipse reviews millet enquiries for processors, grain packers, birdseed blenders, feed manufacturers and importers. The first conversation connects the grain description to the buyer's intended use.

Millet is a family of small-grained cereals, including pearl and proso millet. A red or yellow market description is useful, but ask for species identity when evaluating a new supplier or changing an established purchase.

Bring purchasing, quality and production teams into the brief. A sample, an agreed analysis and a clearly named product help each team assess the same material before the commercial order progresses.

IN THIS EDITION

- 03** Identify your millet
- 04** Read the quality
- 05** Plan the format
- 06** Connect the route
- 07** Build the RFQ
- 08** Talk to our team

PRODUCT PORTFOLIO

Name the grain. Choose the form.

Species, colour and processing status answer different buying questions. Record all three where they matter.



01 Pearl millet

Also known as bajra. Identify the species and grain form for milling or other agreed applications. Assess a sample in your process rather than transferring another millet's specification.

02 Proso millet

A separate species, *Panicum miliaceum*. Food, birdseed and feed enquiries need their own acceptance criteria. State the required form and confirm suitability for the intended use.

03 Yellow millet

A colour-based market description. Add the accepted species or trade name, grain size and processing status to the RFQ so alternative offers describe comparable material.

04 Red millet

Define the colour requirement alongside grain identity. For blends and packing programmes, agree appearance, uniformity, foreign-seed limits and a reference sample before confirming the lot.

05 Whole or dehulled

Specify whether outer layers remain, have been removed or have been further polished. Ask the processor to assess breakage, consistency and recovery against the intended finished product.

THE BUYER'S QUALITY GUIDE

Small grain. Detailed decisions.

Use a representative sample and agreed methods. A lot's appearance and its analytical results serve different purposes.



PARAMETER	WHAT THE BUYER SHOULD CHECK
Identity & form	Confirm the species, accepted trade description and processing status. Retain an agreed reference sample, especially when buying a new grain type or a dehulled product.
Moisture	State the test method and contract ceiling. Plan drying, transit and storage together; the required limit should reflect the actual product and receiving conditions.
Purity & admixture	Define how foreign material, mineral matter, other grains and foreign seeds are measured. Agree which categories are counted separately and how the sample is prepared.
Size & kernel condition	Specify sieve requirements where useful. Agree limits for broken, damaged and discoloured grain, and use a processing trial when uniform size or intact kernels affect output.
Safety parameters	Identify the residue, mycotoxin, contaminant and microbiological checks required for the destination and intended use. Set the test scope and acceptance criteria before shipment.
Processing performance	Evaluate the sample using your cleaning, dehulling, milling or cooking process. Record recovery, breakage and finished-product observations alongside the grain analysis before approving a replacement supply.

An attractive sample needs a clear identity and an agreed test scope.

SOURCE READING

FAO / WHO Codex - Whole and Decorticated Pearl Millet Grains, CXS 169-1989

FAO - Sorghum and millets in human nutrition: Processing methods

FAO - International Year of Millets: About millets

PACKING & RECEIVING

Choose a format your operation can receive.

Packing decisions should follow the grain form, order size and handling equipment at destination.

01

SACKS / RECEIVING

Sacks for managed intake

Specify the net weight, sack construction, liner and closure. Review pallet use, lot marks and receiving inspections with the warehouse before requesting a bagged offer.

02

BIG BAGS / HANDLING

Big bags for larger runs

Check lifting equipment, discharge arrangements and storage layout. Agree suitable bag construction and loading instructions for the species, form and route being considered.

03

CONTAINER / BULK

Container or bulk options

Review loose-grain loading only where suitable infrastructure and a receiving plan are available. Small seeds require attention to containment, seals and spill prevention at each handoff.

Think from destination to origin.

For dehulled grain, define the expected product condition at arrival and agree how it will be protected during handling. Confirm packaging requirements with the processor rather than copying the whole-grain packing schedule. Provide the warehouse's intake capacity, unloading restrictions and preferred delivery rhythm. These details help identify a workable shipment format before freight and packing costs are compared.

Protect the grain through every handoff.

A delivery plan links the product description, cargo handling and import documents to the receiving appointment.

OCEAN

ROAD

RAIL

MULTIMODAL

Zenith Eclipse reviews freight and delivery requirements alongside the millet enquiry. Share the pickup point, destination, packing form, shipment window and services required so the commercial scope can be defined.

01 Name the delivery point

Use an Incoterms® 2020 rule with an exact named port or place. Clarify the handover, freight, insurance and destination-service responsibilities before comparing delivered offers.

02 Confirm the document route

Check import conditions for the species, form and end use. Agree commercial, transport and analytical records, plus phytosanitary certification when required by the importing authority.

03 Align cargo and receiving

Connect readiness, inspection, booking and document deadlines. Confirm the receiving contact, warehouse appointment and discharge requirements before the shipment is released.

SOURCE READING

[IPPC - ISPM 12: Phytosanitary certificates](#)

[ICC - Incoterms® 2020](#)

PROCUREMENT WORKSHEET

Turn a millet enquiry into a usable brief.

Define the material and the route together so each offer can be assessed against the same purchase.

YOUR MILLET ENQUIRY / EIGHT DETAILS

- ☐ Species or accepted trade name, colour and intended use
- ☐ Whole, cleaned, dehulled or polished processing form
- ☐ Quality limits, sampling plan and required analytical methods
- ☐ Quantity, tolerance and repeat-order expectations
- ☐ Origin preferences, crop-year requirements and reference sample
- ☐ Packing format, net weight, marks and receiving equipment
- ☐ Destination, Incoterms® 2020 rule and shipment window
- ☐ Inspection, import conditions and required document list

Still defining the specification?

Send an existing specification or a representative sample description if you have one. If the requirement is still being developed, begin with the intended application, target volume and destination. Before accepting an offer, check the species and form first. Then review the quality schedule, packing and delivery scope together, and request written clarification of any point that could affect use at arrival.

[SEND YOUR MILLET REQUIREMENTS](#)



ZENITH ECLIPSE
CO

YOUR NEXT MILLET PURCHASE

Your grain. Your requirements.

Let's connect the details.

Share the millet species or trade description, form, quantity, destination and shipment window. Our team will review the enquiry and confirm the applicable commercial scope.

MILLET SALES

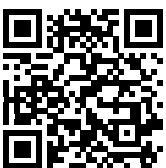
sales@zenitheclipse.com

FREIGHT & LOGISTICS

trans@zenitheclipse.com

TELEPHONE / WHATSAPP

+971 4 250 0715



EXPLORE MILLET SUPPLY

zenitheclipse.com

Scan to view products
and request a quotation.

