



ZENITH ECLIPSE JOURNAL

OATS

From grain form to buyer specification.

Whole oats. Groats. Steel-cut. Rolled flakes. Feed. Discover the buying decisions that connect a versatile grain with your processing line.

THE COVER STORY

Understand hull-on, hulled and hullless oats
Read test weight alongside hulling performance
Match the product to packing and delivery

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

Start with the form. Then build the specification.

A mill buying intake grain and a cereal producer buying flakes need different purchasing briefs.



Zenith Eclipse reviews oats enquiries for mills, cereal manufacturers, bakeries, ingredient processors and feed buyers. Define the intended use, supplied form and acceptance requirements before comparing commercial offers.

Hull-on oats retain the outer hull. Hulled oats, or groats, have it removed. Hulless varieties have loose hulls usually shed during harvest; they are distinct from mechanically dehulled grain.

Food and feed enquiries need their own quality and documentation scope. Origin, crop year, processing status and availability are confirmed for the offered lot; the written quotation controls the purchase.

IN THIS EDITION

- 03** Select your oats
- 04** Read the quality
- 05** Protect the product
- 06** Connect the route
- 07** Build the RFQ
- 08** Talk to our team

PRODUCT PORTFOLIO

Five buying routes. From mill intake to finished ingredients.

Confirm the form, processing status and end use of the lot being offered.



01 Whole oats

Hull-on intake grain for mills that clean and dehull before making food ingredients. Assess cleanliness and groat condition alongside the grain grade, test weight and hulling trial.

02 Oat groats

Dehulled kernels for further food processing. Define kernel integrity, residual hulls, colour and treatment status. Confirm any processing still required at your facility.

03 Steel-cut oats

Groats cut into pieces for porridge, cereals and ingredient blends. Agree the size distribution, fine fraction and cooking trial rather than relying on a coarse or fine description.

04 Rolled oat flakes

For cereal, granola and bakery applications. Specify thickness, breakage and preparation requirements. Confirm steam, rolling and stabilization details for the quoted batch.

05 Feed oats

A separate buying route for livestock and compound-feed operations. State the species, supplied grain form and nutritional analysis; the feed formulator selects processing and inclusion rates.

THE BUYER'S QUALITY GUIDE

Look inside the hull.

Read physical measurements alongside the recovered groat and the processor's requirements.



PARAMETER	WHAT THE BUYER SHOULD CHECK
Grain identity	Confirm hull-on, hulled or hullless identity and the sample basis. A grain-grade result does not describe the finished ingredient's processing status.
Test weight	Check kilograms per hectolitre, sample preparation and method. Kernel shape and packing affect the result; test weight alone cannot establish hulling performance.
Kernel sizing	Agree screen dimensions and retained or passing fractions. Size the representative sample consistently before comparing plumpness, thin kernels or laboratory dehulling results.
Hulling trial	Record the trial procedure, recovered groats, unhulled grain and breakage. Laboratory results support selection; they do not guarantee recovery on every commercial mill.
Groat soundness	Examine a dehulled sample for damaged, heated, green or discoloured groats. The outer hull can conceal defects that matter to the receiving processor.
Condition & safety	Agree moisture, odour, foreign material and destination testing. For feed, compare nutrition on one reporting basis; processed foods also need treatment and stability details.

Evaluate the grain you receive and the groat you need.

SOURCE READING

Oats: Grading factors
Kernel shape, test weight and dehulling research
Quality of western Canadian oats in 2024

PACKING & RECEIVING

Protect the form you are buying.

Whole grain, cut groats and flakes place different demands on packing and handling.

01

BULK / TERMINAL

Bulk grain

Review vessel or suitable lined-container options against loading capability, receiver intake and storage. Agree clean, dry equipment and segregation of the offered lot.

02

PACKING / RECEIVING

Groats & cut oats

Discuss lined sacks or suitable big bags. Define package barrier, closure, net weight and lot marks; confirm treatment status, storage instructions and remaining shelf life.

03

PACKING / RECEIVING

Rolled flakes

Agree lined packing and pallet arrangements where feasible. Review stacking and handling to limit crushing, and approve the flake condition expected at receipt.

Plan packing around your product.

Begin at your receiving line. Can it handle the offered package, discharge method and delivery rhythm? State warehouse access, unloading equipment and any pallet restrictions in the enquiry. Confirm the actual packing format and protection required for the route before ordering. Product form, volume, loading infrastructure and destination requirements determine which options can be quoted.

Connect the oat order to its route.

Bring cargo readiness, equipment, documents and the receiving appointment into one plan.

OCEAN

ROAD

RAIL

MULTIMODAL

Zenith Eclipse can review ocean, road, rail and multimodal options within an agreed service scope. Describe the oat form, packing, quantity and named destination so product and freight enquiries refer to the same order.

01 Define the handover

Use the selected Incoterms® 2020 rule with a named port or place. Review FCA for appropriate container handovers and FOB, CFR or CIF for suitable maritime shipments.

02 Match the documents

Agree invoice, packing or weight records, transport document and origin evidence. Define lot analysis, inspection and destination-specific food, feed or phytosanitary records as applicable.

03 Align the milestones

Confirm packing approval, loading checks, document deadlines and receiver readiness before booking. Identify who coordinates each handoff and how changes will be communicated.

SOURCE READING

[Incoterms® 2020](#)

[Phytosanitary certificates](#) · ISPM 12

PROCUREMENT WORKSHEET

Build an oats enquiry that compares clearly.

Describe the material you need and the process it must serve. Use these eight details to start.

YOUR OATS ENQUIRY / EIGHT DETAILS

- ☐ Oat form: hull-on, groat, cut, flake or feed; state intended use
- ☐ Grade, quality limits, reporting bases and acceptance methods
- ☐ Kernel sizing or cut and flake profile; processing trial if required
- ☐ Treatment status, storage conditions and shelf-life requirements
- ☐ Quantity, delivery rhythm and preferred packing format
- ☐ Origin or crop-year requirements and shipment window
- ☐ Destination, receiving constraints and Incoterms® 2020 rule
- ☐ Sampling, lot analysis, inspection and required export documents

Still defining the specification?

Still developing the specification? Send the intended use and an approved sample or product brief with your preliminary volume. Flag the requirements your operation cannot change. Compare offers on the same form, quality basis, packing and delivery scope. Ask for any unclear treatment or analytical detail to be confirmed before accepting the purchase.

SEND YOUR OATS REQUIREMENTS



ZENITH ECLIPSE
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YOUR NEXT OATS PURCHASE

Your grain. Your requirements.

Let's connect the details.

Share the oat form, intended use, quantity, destination and shipment window. Our team will review the enquiry and confirm the applicable commercial scope.

OATS SALES

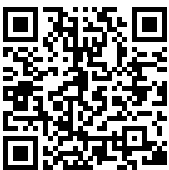
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