

## Ready for what is coming? Are you in the electronic grain network yet? “Electronic Silo Certificates”

### **Participating innovative silo operators can issue electronic silo certificates to owners of grain to be confidentially managed similar to internet banking**

The network is growing. Progressive silo operators including Senwes, Afgri and NWK now issue electronic silo certificates for wheat, maize, soya and sunflower. The network includes the major banks, progressive traders and Safex. The major participants registered are listed on the website ([www.silocerts.co.za](http://www.silocerts.co.za)). Silo certificates can be requested in an electronic format. The electronic certificate is automatically written to a secure system where owners can manage their individual certificates in a manner similar to internet banking. Like internet banking it is instant, secure and efficient and users can see their account only. There is also a telephonic trading ability for grain owners without internet access. The client account manages in one place all their electronic certificates from all the participating issuing silo operators.

The register is managed independently of any industry player and confidentiality is assured, with owners having sight and management of their own certificates only. This is not a trading platform; it exists only to create a secure electronic environment for the ownership of silo certificates and managing the changes in ownership thereof and engaging with grain participants.

#### **Key benefits**

- Silo certificate ownership is moved instantly and securely and is always safe
- Improved administrative efficiency
  - Removal of time based delays
  - Improved control environment
- Reduced risk of fraud

- Management of splits, physical delivery requests, encumbrances for loan security – instantly
- No transaction costs and charges traditionally associated with paper certificates such as courier fees
- Extensive reporting and management information ability, including exporting to Microsoft Excel
- Real-time register reporting with slice and dice querying
- Actual certificates, reconciled, reported real-time are instantly available
- Manage multiple staff with access, action and viewing rights including initiator and authoriser profiles
- Full audit trails
- The ability to trade telephonically.



User Guides, Frequently Asked Questions and a “How To” series are all available for download at [www.silocerts.co.za](http://www.silocerts.co.za) or at [www.esc.co.za](http://www.esc.co.za). The system is available for use by all industry participants, regardless of size or location. A once off fee is levied on the silo operator by ESC per certificate and for participants, there are no additional system or joining fees, nor any transaction fees for transfers. This includes transfers between owners of certificates, from and to the silo operator, the banks and Safex.

### FOR FURTHER INFORMATION

Detailed information is available at [www.silocerts.co.za](http://www.silocerts.co.za)

Queries or help requests [support@silocerts.co.za](mailto:support@silocerts.co.za)

Call centre:  
**+27 (0) 11 797 5591**

#### What are electronic certificates?

They look exactly like paper certificates yet are maintained in an electronic account.

#### Can I get a hardcopy?

Yes. They can be viewed, printed, emailed, faxed... they look exactly like the paper certificate yet the hardcopy is not transferable.

#### How confidential and secure is this?

Very! The system is managed independently by the Exordia Division of PricewaterhouseCoopers and all information is confidential, not even the silo owners can view ownership details.

#### Who can use the system?

The system is open to use by all silo owners who have registered and all users of certificates including brokers, traders and end users (a participant list is available on the website). This is an industry platform that is available to the entire grain industry.

#### How do I access ESC?

Via the internet at [www.silocerts.co.za](http://www.silocerts.co.za) or at [www.esc.co.za](http://www.esc.co.za).

#### What if I do not have internet access?

Often brokers can be setup as an agent on an account, or the silo owners' administration systems can be used. There is also a telephonic trading functionality available.

#### What is the cost?

Esc does not levy any costs on participants but levies a per certificate cost on the silo operator. The issue costs are levied by the individual silo operators. There are no system user or registration costs, nor any transaction fees.

#### How complex is the system?

It is designed with a simple interface with accompanying "How To" guides – one is normally up and running within 15 minutes.

#### What else can the system help me do?

It can manage encumbrances for loan security; manage splits, cancellation requests and book back to silo owners for physical delivery. Owners can give viewing rights to others. The secure register has full reporting ability and integration to Microsoft Excel at the click of a button.

#### Real-time?

Yes. No more reconciling certificates, no more couriers, no more time delays for cash transfers or transactions waiting for the paper certificates to move, no more lost certificates, no more requesting silo owner confirmations, absolute real-time control.

#### How do I get to the register?

On the internet at [www.silocerts.co.za](http://www.silocerts.co.za) or at [www.esc.co.za](http://www.esc.co.za).

#### How do I open an account?

Account application forms are available at [www.silocerts.co.za](http://www.silocerts.co.za) or by calling 011 797-5591.

#### How do I log-on?

From the web site follow the "login" link and enter your username, password and pin.

#### OK, I am logged on now what?

The system is designed simply and intuitively. All your certificates, from the various participating silos will automatically appear in a single list with the summarised details of the certificate indicated. To view the actual certificate, click on the "Viewer" icon and it will appear and look like the paper certificate you are used to, which you can then print, email, etc.

#### How do I analyse my certificates?

The register automatically allocates certificates into the various heading areas (e.g. owned, encumbered, requesting delivery, etc.). By pressing the "Certificate Analyser" button, your electronic certificates across all silo's can be analysed by silo owner; silo location; product; grade; bought from whom; bought when; daily or annual storage type... and in combinations... true real-time management reporting.

#### How do I transfer ownership to someone else?

Tick the certificates you wish to transfer, select the option "Transfer Out" and indicate to whom and why (change of ownership, encumber, request delivery etc.) and press "Submit". The certificates will pend awaiting the other party accepting ownership (and you can set the window period in which this must occur).

#### How do I take ownership of a certificate I am buying?

Select the option "Transfer In" and indicate which certificates and from whom you wish to acquire the certificates. If the "Transfer Out" above matches your "Transfer In", ownership is changed, the register and audit trails are updated instantly and emailed confirmations automatically sent to all parties.

#### I have various staff members who would need access to the system?

Each account can have several users with own profiles and passwords. They can have view only status or ability to make changes. Individual staff members can draw audit trails and activities.

**Are the ABC's really that easy?** Yes.