

FAQ's Northern Quality Wheat Pool

Why is Emerald running the Northern Quality Wheat Pool?

Emerald is running this pool to ensure Northern NSW and Southern Queensland farmers have access to effective wheat marketing options designed to meet their needs and reflects the special quality characteristics of grain produced. Emerald aims to provide pool participants with innovative and flexible grain marketing options.

Why choose Emerald?

You can be confident in your choice of Emerald as your pool marketing partner given:

- Emerald is Australia's leading and most innovative independent grains manager who have a demonstrated commitment to working in partnership with Australian grain farmers;
- Emerald is an innovative company in developing a grower focused products which benefits farmer participants; and
- Emerald believes that grower participation and control in the downstream supply chain is critical to the future of Australian growers.

What is Emerald's involvement with the Northern Quality Wheat Pool?

Emerald will manage the pool on behalf of the participants which includes developing and executing all hedging strategies, sales, administration and financing. Emerald's understanding of grain marketing, risk management, administration and logistics ensures the Northern Quality Wheat Pool is managed by the best in the business.

Who oversees the governance of the Northern Quality Wheat Pool?

Emerald's Risk Management Committee (RMC) oversees the marketing and risk management strategy, and keeps growers informed of how the pool is performing. Emerald hold an Australian Financial Services license, have been accredited by the essential Services Commission of South Australia as a licensed bulk barley exporter and carry out pool management services on behalf of WAFarmers Inc. Additionally Emerald have joint venture marketing operations with growers co-operative Southern Quality Produce in Victoria and grower controlled company FREE Eyre Ltd in South Australia.

Is access to the pool limited?

Yes. Access must be pre-approved and a limited tonnage applies. The Northern Quality Wheat Pool is restricted and no additional deliveries will be accepted. Access is provided on a first come first served basis. To guarantee access you must be allocated a valid contract number.

If I am already an Emerald client, can I still participate in the Northern Quality Wheat Pool?

Yes. As an Emerald client, you can choose between the Northern Quality Wheat Pool and any of Emerald's other wheat pool products.

Are Emerald offering barley or canola pools?

Yes. Emerald operates both canola and barley pools in Western Australia, South Australia, Victoria and NSW and a barley pool in Queensland.

What are the unique features of the Northern Quality Wheat Pool?

The Northern Quality Wheat Pool will pay premium scales for protein, moisture and screenings and has gone one step further by rewarding growers for delivering higher test weight grain.

The Northern Quality Wheat Pool specifically targets the special quality characteristics of northern grain production but is available for only a limited volume, on a first come first served basis.

Will the Northern Quality Wheat Pool offer premiums for protein, screenings and moisture?

Yes. The Emerald Rewards system will outline premiums and discounts for protein, screenings and moisture in the 2008-09 season for growers who deliver their wheat to an Emerald pool, including the Northern Quality Wheat Pool. The Northern Quality Wheat Pool will extend the rewards to growers by also paying premiums for test weight.

How do I get rewarded for a higher test weight of grain?

Test weight scales will operate in the same way as protein, moisture and screenings scales have previously. Test weight is measured at receipt point and recorded on your weigh ticket. That information is transferred to Emerald electronically and uploaded into Emerald's payment systems.

What markets will the Northern Quality Wheat Pool sell into?

The Northern Quality Wheat Pool will focus on supplying demand for quality wheat emanating from Japan, Malaysia, Indonesia and Thailand, although other markets also seek quality wheat and will be monitored for their interest. The pool will seek access through a variety of logistics channels to meet these markets.

Who will pay me for my grain if I commit to the Northern Quality Wheat Pool?

Emerald will make all pool payments. Emerald's primary funding relationship is with the institutional division of the ANZ bank. All Emerald's transactional facilities are managed by Westpac.

Where can I deliver my grain if I participate in the Northern Quality Wheat Pool?

You will be able to deliver to any central storage site which is accepting the grade you want to deliver. You will need to allocate your wheat to Emerald's Northern Quality Wheat Pool by delivering against a contract number. No 'over the dump' deliveries will be accepted. All deliveries must be pre-booked to gain access to the pool.

Who do I speak to for further information or to contract to the pool?

For specific information or to contract to the pool, call Finlay Grain Services on (07) 4671 3612 or call Emerald on (03) 9882 4835.

Finlay Grain Services

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