

Media statement

18 February 2009

Emerald sorghum pool aims to outperform the cash market

Leading independent commodity manager Emerald Group Australia (Emerald) today announced details of its new sorghum pool which aims to outperform the cash market in Queensland and northern New South Wales.

Emerald's Managing Director Mick Cattanach said that the company's objective was to demonstrate that in the current market, a sorghum pool was a sound alternative to the cash market for growers.

"Following strong interest from both our grower customers and export customers, we decided to develop and offer a sorghum pool for growers in Queensland and northern New South Wales", said Mr Cattanach. "We believe that a well-run pool can be more beneficial, and ultimately more profitable, for growers than them simply taking 'pot luck' in the cash markets at harvest."

Mr Cattanach said "Emerald's marketing plan will focus on a balance of international marketing, domestic sales and a range of risk management strategies including both domestic and international hedging alternatives".

Emerald's 2009 sorghum program will be run by Emerald's specialist commodity management team with Malcolm McMahon, Emerald's coarse grains head responsible for the pricing and marketing strategy. The product will offer the full range of payment options including harvest payments, distributions and flexible loan options.

The pools will be available for SOR1 grade for Brisbane, Newcastle, Gladstone and Mackay with initial estimated pool returns of \$240.00 FOB.

Pool payment methods			
Payment method	Harvest	July 09	November 09
Harvest Loan	70%	Top up	Finish
Flexible Loan	up to 70%	Top up	Finish
Harvest Advance	63%	Top up	Finish
July Advance		80%	Finish
Distributions		50%	Finish

For further information on Emerald's pool prices or distributions call Janine Finlay on (07) 4671 3612 or visit www.emerald-group.com.au

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