

Friday 6th January

Emerald Pool EPRs remain steady

Emerald Group Australia (Emerald) recent review of estimated pool returns held pool EPRs largely steady in line with stabilisation of the market. With values holding or appreciating, Emerald pools remain open for delivery, giving growers time to make grain marketing decisions this harvest.

General Manager, West Coast Region – Murray de Jong, said keeping pools open was a response to growers' need for certainty and greater flexibility.

“With new initiatives such as our Personal Pricing Strategies providing greater flexibility, Emerald continues to work with our grower customers to allow them time to make decisions and maximise returns in an environment where the majority of other pools are either closing or signalling closing.

“While Emerald 2011/12 wheat pools estimated pool returns (EPRs) are predominantly unchanged, protein wheat and feed wheat EPRs have been revised up as a result of South American weather conditions in the last week. After the early harvest fall in international values, and the ample supply of wheat globally, prices are starting to stabilise, with the weather concerns in South America providing some welcome news,” Mr de Jong said.

Emerald now has increased clarity on the Australian wheat crop which has helped them create targeted marketing opportunities.

“Global supply remains comfortable for wheat and we have a strong early shipping program underway, however Emerald pool is targeting specific opportunities in South East Asian and Middle Eastern markets.

“Further, Emerald’s barley pool is well structured with sales to Saudi and Asian markets and we are starting to see prices reflect our view of a tighter global supply and demand situation in the first half of 2012. However, we expect to see our sales into Russia beginning to open up the European markets for our grain, and likewise sales into China increasing in the autumn,” Mr de Jong said.

In Emerald’s latest revision, canola pool prices have remained unchanged however the previous drop in prices as a result of the large Australian crop has piqued interest from Europe and Emerald is finalising the marketing of canola into the Middle East, Pakistan and Bangladesh.

“Emerald is committed to listening to farmers and responding to their risk management and marketing needs by providing them with a range of specialised products to ensure we optimise their returns.”

For further information regarding Emerald’s recent Pool updates please call your local office on 1300 880 432 or visit www.emeraldwa.com.au

ENDS

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Wheat Pool EPRs - 2011/12 (\$/mt FOB)		
Grade	EPR	Change
APW2	\$263	
H1	\$297	up \$4
H2	\$287	up \$4
APWN	\$263	
ASW1	\$243	
AUH2	\$269	up \$6
AGP1	\$244	up \$6
AUW1	\$233	
FEED	\$229	up \$11
ANW1	\$273	
ANW2	\$253	

Barley Pool EPRs - 2011/12 (\$/mt FOB)		
Grade	EPR	Change
Baudin	\$276	
Gairdner	\$276	
Stirling	\$256	
Hamelin	\$256	
Buloke	\$276	
Hindmarsh	\$256	
Vlamingh	\$256	
Feed Barley 1	\$251	
Feed Barley 2	\$241	
Feed Barley 3	\$223	up \$9
Malt 2	\$255	

Canola Pool EPRs - 2011/12 (\$/mt FOB)		
Grade	EPR	Change
CAN1	\$556	
CAG1 (GM)	\$516	
CAN2	\$556	
CAG2 (GM)	\$516	

Lupins Pool EPRs - 2011/12 (\$/mt FOB)		
Grade	EPR	Change
LUP1	\$232	
LUP2	\$225	

Background information



Emerald Group Australia Pty Ltd is one of Australia's leading grain marketing companies offering grain marketing products to assist its grower customers maximise returns and manage grain market risks. Emerald offers a range of pool, fixed price and tailored hedging products to an Australia-wide grower customer base.

Emerald's unique business model includes commercial partnerships with grower organisations that assist these grower groups take greater control and directly benefit from grain market liberalisation. The Joint Ventures between Emerald and grower groups include *SQP Grain* with Southern Quality Produce Co-operative in Victoria, *EP Grain* with FREE Eyre Ltd on the Eyre Peninsula in South Australia and *Southern Ag Grain* with Southern Ag Venture in southern New South Wales. In Western Australia, Emerald operates in its own name and also has a strong alliance with *WAFarmers*, in Queensland it operates as *Philp Brodie Grains* and in eastern South Australia as *Sturt Grain*.

Emerald is an Australian business founded in 2004. It was originally fully owned by the directors and staff of the company and now includes amongst its major shareholders Sumitomo Corporation, who has offices in 66 countries. This alliance with Sumitomo has provided Emerald with unrivalled access into a range of grain processors in countries throughout the world, and in particular, into the rapidly growing markets in East and South Asia. During the 2010/11 harvest, Emerald received 3.4 million tonnes of grains and oilseeds directly from Australian grain growers and had a turnover of A\$1.2 billion.