

8th September 2010

Emerald announces major expansion to its grain accumulation network

National grain marketer Emerald Group has confirmed its commitment to regional Australia by announcing the expansion of its distribution reach via the acquisition of a long established grain company in Queensland – Philp Brodie Grains. This acquisition has been complimented by the opening of four additional offices across three states. The expansion of the existing network has been driven by Emerald’s model of providing local representation to grain producers across Australia.

Emerald Chairman Alan Winney advised today that “Toowoomba based Philp Brodie Grains will become part of the Emerald Group on the 1st October 2010, following the acquisition of 100% of the Philp Brodie business. The acquisition adds an established Queensland business to the pre-existing businesses already operating within the Emerald group of companies. Peter Brodie and John Philp have been leaders in the Queensland grain industry for over four decades and this business provides an excellent platform for Emerald’s further expansion. The Philp Brodie name will continue, Peter Brodie will remain as Managing Director and the company will actively represent Emerald in Southern and Central Queensland.”

Emerald also announced today the decision to expand its Victorian activities, where it operates through the SQP joint venture business in conjunction with the SQP Co-operative. SQP will add a new office in Swan Hill servicing the Mallee region in Victoria. This office will be in addition to the existing SQP offices in Ballarat and Horsham. Two new offices will be added in WA located in Merredin and Albany, and will supplement existing Emerald offices in Geraldton, Perth and Esperance. A new office will be established in Adelaide to work with growers in eastern South Australia. This office will operate independently from the existing Joint venture that Emerald shares with grower group Free Eyre on the Eyre Peninsula of SA. The Southern Ag Grain JV operating out of Wagga, in conjunction with grower company Southern Ag Venture, will also expand its operations by adding two new grain merchants.

This acquisition of Philp Brodie in Queensland and the expansion in other states announced today will move the Emerald footprint to 13 regional focused offices around the grain belt. These offices are all manned by specialist staff and this expansion is part of Emerald’s ongoing commitments to be located on the ground in regional Australia. This commitment to rural Australia, and its grain producers, was recognised last week with the announcement that Emerald was awarded the 2010 BRW Leading Private Business Award for regional Australia.

Mr Winney said “To be acknowledged by industry stakeholders for this prestigious award was a thrill for the entire Emerald team. In particular we thank all the growers who have supported us since our start up a mere six years ago and our JV and alliance partners including WA Farmers”. The BRW/ANZ Private Business Award recognised Emerald’s innovation in new products, commitment to the delivery of quality grain marketing products, and its history of working closely with grower groups based regionally throughout Australia.

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