

Media statement

Emerald opens South Australian office

15 November 2010

Producers in South Australia can now embrace the operations of Australia's leading independent grain marketer – Emerald, who announced today the opening of an office in the region.

Managing Director – Mick Cattanach said that Emerald has been focussed on servicing the needs of growers in South Australia and opening an office in the region was a logical choice.

“To understand what our customer's want we need to be part of the local community. We have been servicing this region for quite some time now, so we feel the time is ripe to further commit to the region with its own office and key personnel.

I am also excited to announce we have appointed a General Manager to manage this region – Gary Wehr. Gary brings with him a wealth of experience and knowledge having been part of the industry for nearly 20 years. Gary previously worked with Gilmac in WA as a Site Manager and Balco Grain Services as the Business Manager and we feel Gary will add a valuable contribution to the Emerald business,” concluded Mick.

General Manager of Emerald South Australia, Gary Wehr suggested he was extremely excited about the new opportunity and is looking forward to working with growers in the region.

“Our intention is to provide a valued service to customers with a range of marketing options, supported with regular information updates. Growers are our customers and we are driven by helping them maximise opportunities by the liberalised grain markets,” Gary concluded.

The new Emerald office will service the grain growing region of South Australia excluding the Eyre Peninsula, however will include the York Peninsula.

For more information contact Gary on 0458 040 177 or visit www.emerald-group.com.au

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Background information

Emerald Group Australia Pty Ltd is a leading Australian grain marketing company operating via 13 offices across all Australian states and offering a range of grain marketing products to assist grower customers maximise returns and manage grain market risks. Emerald offers a range of pool, fixed price and tailored hedging products to a national grain grower customer base.

Emerald's unique business model includes commercial partnerships with grower organisations that assist these local communities take greater control and directly benefit from grain market liberalisation. It operates with various brand names via these partnerships including in Victoria a joint venture, SQP Pty Ltd, with grower group Southern Quality Produce Co-operative. On the Eyre Peninsula in South Australia Emerald has a joint venture, EP Grain, with farmer owned company FREE Eyre Ltd.

Southern Ag Grain (SAG) is a joint venture, between grower-owned Southern Agventure (SAV) and Emerald, it services the grain growers of southern NSW.

In Western Australia Emerald operates in its own name and is one of the major marketers in that state. It has strong alliances have also been formed with WA Farmers and Ravensdown United Farmers Co-operative. Philp Brodie Grains now operates as a subsidiary of Emerald and from its Toowoomba base services the southern and central Queensland grain growing regions.

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