



Friday 6th January

Southern Ag Grain Pool Receipts Strong and Growing

Southern Ag Grain (SAG) pools remain open for delivery, giving growers time to make grain marketing decisions this harvest.

General Manager, SAG – Simon Wishart, was responding to growers' need for certainty and greater flexibility.

"With new initiatives such as our Personal Pricing Strategies providing greater flexibility, SAG 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 SAG 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 Wishart said.

SAG 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 the SAG pool is targeting specific opportunities in South East Asian and Middle Eastern markets.

"Further, SAG'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 sales into Russia beginning to open up, and likewise sales into China increasing in the autumn," Mr Wishart said.

In SAG'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.

"SAG 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."

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Background information

Southern Ag Grain Pty Ltd (SAG) is a leading independent grain marketing company and specialist pool manager offering a range of products to assist growers and agribusiness maximise returns and manage grain market risks. SAG broke new ground with the establishment of the pool based contract premiums as well as forced the industry to maintain payments for quality by enhancing the quality payments matrix applicable in the 2008/09 season. SAG also offers a range of fixed price alternatives and other products.