



Media statement

Monday 8th August

SAG launches grower favourite 3 Windows

Southern Ag Grain (SAG) today launched its 3 Windows product to grower customers for the new 2011/12 season. Pioneered by joint venture partner Emerald, flexibility, innovation and managing production risk are the key attributes for SAG's 3 Windows contract.

The 3 Windows contract was offered on the east coast, and across Australia, for the first time by SAG last season, and proved to be very popular and successful for growers. This year SAG is pleased to be offering the 3 Windows product for fixed or multi grade wheat.

Emerald Group General Manager – East Coast Region, Rob Proud suggested that with the ever changing Australian grain market, it was important for Emerald to continue developing innovative and effective marketing options for their customers.

“NSW growers are increasingly looking to balance risk, security and control in relation to how their grain is marketed. The 3 Windows contract reduces production concerns for growers, ultimately reducing their risk by allowing deliveries across two seasons,” Rob offered.

SAG General Manager – Simon Wishart said this particular contract has been design for growers who are looking to sell cash but are reluctant to do so due to production or financial year income related concerns.

“Under a 3 Windows contract a grower can nominate one of three delivery time frames (windows), including post-harvest (July), and new season, which can be set by the grower at any time up until the first of November 2011.

The team at SAG are continually partnering with growers to deliver effective marketing solutions. Our prime objective is to assist our grower customers with marketing options that deliver the best possible outcome – and offering flexibility we feel is essential to growers businesses,” concluded Simon.

For further information on SAG's prices, pool returns or distributions call (02) 6932 4400 visit www.southernaggrain.com.au

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Background information

Southern Ag Grain is a joint venture between southern NSW grower group Southern Agventure Ltd and leading Australian grains manager Emerald Group Australia Pty Ltd. Southern Ag Grain services the specific needs of southern NSW grain farmers. Proudly local and farmer focused, this unique organisation provides a transparent, competitive suite of marketing products to grain producers in the southern region of New South Wales.

Based in Wagga Wagga, Southern Ag Grain joint venture partners maintain regional and joint venture offices throughout NSW, Victoria, South Australia and Western Australia. 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.