

EP Grain commits to rewarding quality

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Eyre Peninsula's own grain marketing company, EP Grain, will reward growers for the quality of their grain this season, becoming the first grain marketer in SA to make such a commitment

EP Grain's announcement to pay premiums and discounts for protein, screenings and moisture to growers in the 2008-09 season sets them apart from other marketers who have moved to a flat price model.

In making the announcement EP Grain Chairman Mike Chaseling said "being the first company in SA to announce our

intention to make quality payments next season shows our focus and commitment to EP growers."

"In the newly-deregulated environment when everyone else is backing away from quality payments we are proud to be rewarding growers for their hard work in growing their crop."

"While the recent rains across South Australia should give growers some confidence about the coming season we know there is a long time to go before harvest.

"The additional volatility in the market adds to the uncertainty.

"We want to assure our growers we will stick with them and reward them when they outperform," Mr Chaseling said.

EP Grain, a joint venture between leading independent grain marketer Emerald Group and grower owned FREE Eyre, commenced operation with the appointment recently of Mark Carr, Grain Merchant, based in Port Lincoln who is currently preparing to attend the Cleve Field Days next week.

EP Grain also released the August Early Order Premium +PLUS (EOP) which allows grain farmers to lock in premiums of up

to \$10 per tonne. The EOP program for August has limited tonnage and growers are encouraged to apply immediately.

EP Grain's joint venture partner, Emerald Group, pioneered the Early Order program (EOP), which a number of other companies have tried to replicate, and have been tailored to meet the EP grain growers businesses.

The EOP has the added benefits of a fixed cancellation fee should growers run into production problems plus the security of a Guaranteed Minimum Pool (GMP) return on their contracted volume.