

Grain flows to EP traders

PAULA THOMPSON
22/08/2009 4:00:00 AM

AFTER trading on the Eyre Peninsula for the first time in 2008, EP Grain general manager Tim Burrow says he is confident the company will double its intake this season.

"We had excellent farmer support last season," he said. "We picked up about 15 per cent of the total harvest and we are expecting to double that this year. "We are expecting this, even if the harvest is not above average, which it is shaping up to be."

Many farmers had already signed up grain with the company this season.

"About a third of farmers who sold to us last year have already forward sold to us this year," he said.

"We've had more forward sales already than we had by the time harvest started last year."

EP Grain buyer Mark Carr said the company was attracting a lot of interest because of its premiums for high quality, including protein and moisture levels, similar to AWB's former Golden Rewards.

"The quality program brought us a lot of grain last season, with a lot of high protein, low moisture grain sent to us," he said. "That is one of the reasons we were able to send a shipment of wheat to Iraq in April."

There was also plenty of interest in pools.

"With cash prices reducing daily, a lot of people are looking at pools as an opportunity to spread their risk," he said.

Mr Burrow said there was likely to be little upside to prices leading up to harvest.

"Globally, there is a reasonable amount of grain around," he said. "There are some concerns about Northern Hemisphere crops but they are only small concerns. We've been trading for this season since March and those in the pool will benefit from that."

Mr Carr said EP Grain would hold its first conference on August 26 at the Port Lincoln Hotel. All the company's customers were invited to attend the event, free of charge. The aim of the conference was to bring a global outlook to farming and the marketing of grain on the EP.

Mr Carr said he was hoping 200 people would attend.

Speakers would include ProFarmer managing director Richard Koch, ASX agricultural derivatives manager Dougal Hunter, ANZ head of agricultural commodities Simon Roberts, and former Crows player Mark Ricciuto.

Mr Carr said commodity traders would also be on-hand to offer an insight into local and global grain markets, including barley trader Malcolm McMahon and wheat trader Chris Kochanski.

EP Grain
Source: <http://www.epgrain.com.au>

RELATED COVERAGE

20 Aug 09:

[Unreliable flows take Cubbie out of Wong's sights](#)

21 Aug 09:

[NFF to bring farmers up to speed on new IR laws](#)

Trade ASX200 1Tick spread

Trade the Australian SPI 200 Index \$1
per tick, No commission, MT4



Ads by Google