

# A grain export stem shipshape – at last

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## Key points

- SA grain exports under way
- EP shipment to Bangladesh
- Volume increase expected with good season

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**P**ROBLEMS of exporting grain from South Australia appear to be easing as more shipments leave Port Lincoln for global markets.

Buyer and exporter EP Grain this week announced its first shipment of 52,000 tonnes of wheat from the 2009-10 season to Bangladesh.

The company's merchant Tom Wake said the trade was positive for SA's shipping program after problems earlier this year, including excess global grain stocks.

"It didn't help that until shipping obligations were met in Western Australia - there were no boats coming to SA," he said.

"That has turned around now. The shipping stem here has been busy for the past month or so."

Further EP Grain shipments were planned for July-August.

"In the 2009-10 season,



**EXPORT FEVER:** EP Grain's Mandy Thompson, Tom Wake and Mark Carr farewell a shipment of 52,000t of Eyre Peninsula wheat bound for Bangladesh on the *African Kookaburra*. It is the first shipment for the company this year after delays because of a busy Western Australian shipping program.

we bought about 25 per cent of EP's grain crop, which was three times the volume of the company's first season," Mr Wake said.

"This was partly because of the good season experienced last year on the EP.

"We hope to increase that volume again this year, but it is dependent on the season.

"We have already run a successful early-order program for our 2010-11 harvest pool."

EP Grain is a joint ven-

ture between EP grower-based company FREE Eyre and grain manager Emerald Group, and opened its first pool in the 2008-09 season.

The company buys wheat, barley and canola to sell to export markets in Asia and the Middle East, and strong support from EP growers has enabled the company to grow significantly over the past two years.

"We have dealt with about 75 per cent - being very conservative - of EP growers, which is phe-

nomenal," Mr Wake said.

"Many EP growers had in the past been very traditional and only ever dealt with ABB and AWB.

"And while not all deal entirely with us, many have contributed their whole crop to us, which has been great."

EP Grain was proud of its innovative approach to the market.

"We pay higher-quality rewards and early order premiums for signing-up before harvest, which growers have adapted to well," Mr Wake said.