

Wheat exporter puts their hand up for accreditation

Independent grains marketer, the Emerald Group, has confirmed that it plans to apply for accreditation to export wheat from Australia following the passage through federal parliament of legislation that opens up the \$7 billion dollar industry to new marketing arrangements.

Emerald Chairman, Alan Winney, pointed to the company's current position as one of the country's major wheat purchasers and its need to maintain certainty and above average returns for its grower customers as its motivation for immediately applying for accreditation.

"Emerald is one hundred per cent focused on maximising returns to participants in our range of grain commodity pools and other products," he said. "Given the market is now open to a greater number of exporters, our grower customers expect us to ensure we have the full range of tools available to maximise returns."

Alan put the case for Emerald accreditation by outlining some of its current authorities and its experience.

"Emerald is the holder of wholesale, retail and Make a Market AFSL licences and is a licensed barley exporter

under the ESCOSA scheme in South Australia. Applying for wheat accreditation is a natural next step.

"Emerald employees have been involved in marketing Australia's wheat and other grains for over 25 years, we have a strong group of international relationships and have been an active participant in the container export trade over the last year," Alan said.

He also highlighted Emerald's strategy of working in partnership with growers to navigate the challenges and capture the opportunities within the increasingly complex grains market.

"We have long established linkages with Australian growers and grower co-operatives including the 3500 member strong Ravensdown United Farmers in WA. We are joint venture partners with Victorian group Southern Quality Produce Co-operative through our SQP Pty Ltd marketing JV and we have recently established formal links with growers on the Eyre Peninsula through our EP Grains Joint Venture," Alan said. ■

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