



## Media statement

8<sup>th</sup> February 2011

### Philp Brodie Grains launches short term sorghum pool.

A new year, a new grower product offering. The team at Philp Brodie Grains (PBG) is pleased to announce the launch of the short term sorghum pool.

PBG Grain Merchant, Tom Howard, suggested the objective of the short term sorghum pool is to provide an alternative to selling cash sorghum during, and immediately after, harvest. Offering growers protection against a potentially weak harvest market.

“The short term sorghum pool will have an aggressive merchandising campaign from February to October. The pool has an objective of being transparent and offering growers two simple payments, at harvest and then at pool completion in October.

This sorghum pool draws on the solid and extensive experience from domestic buyers at PBG, coupled with the vast experience of global markets and derivative traders at Emerald. It is important for the Queensland grower to have access to global premiums in a market where global corn stocks are tight. This pool offers local growers a perfect opportunity to do that.

PBG, alongside Emerald, are well positioned with international links, exceptional logistics management and marketing expertise, to merchandise Australian sorghum into offshore feed grain markets. This pool is committed to utilising our strong domestic and global customer relationships, with hedging tools, to capture premiums for every tonne that is delivered into the pool,” concluded Tom.

For further information on PBG’s prices, pool returns or distributions call (07) 4690 6400, drop into the office at 54 – 60 Industrial Ave Toowoomba or visit [www.pbgrains.com.au](http://www.pbgrains.com.au)

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