

Seeking niche grain markets

Grainpro leads the way in selling barley, lupins and fieldpeas

RIGHT: Grainpro merchant in the field, Alexandra Stuart.



ABOVE: Managing director of Grainpro, Angela Greenhalgh, at a NSW depot.

GRAINPRO, one of NSW's leading independent grain marketing companies, has been offering professional, ethical and reliable grain marketing services from farm to end user for more than seven years.

Specialising in birdseeds and pulses, Grainpro offers a unique service in niche and commodity grains, with a capacity to store 50,000 MT of grain at any one time.

Grainpro managing director, Angela Greenhalgh says the secret to the success of the business is good communication between growers and buyers, and reliable partnerships built on trust.

"Since we started Grainpro in 2006, we are proud to have built a strong reputation for honesty and integrity, which is vital in the current grain marketing climate," she said.

"We provide a friendly and professional service in all facets of grain marketing."

"While we are regionally based, with today's technology, we are globally linked. We have fantastic staff who are highly motivated and vastly skilled. We also have a 50,000MT storage capacity at our site in Trangie," she said.

Angela says the future for Grainpro looks positive, as the business is starting to expand its supplier base into Victoria and Queensland.

"We are looking to expand the business by establishing a base in the Riverina in Wagga shortly.

We also want to reach more clients in regional areas in Queensland and eventually, South Australia.

"We don't want to become too big, rather, we want to concentrate on what we do well, that is, building business with smaller tonnages to smaller to medium sized end users," she said.

Grainpro has been providing fully independent grain marketing niche and commodity grains market to growers and end users in NSW since 2006. For more on Grainpro visit www.grainpro.com.au.

Grainpro is:

- One of the few independent grain marketing businesses left in the trade.

- Is an all-female team, representing women in the grains industry.

- Delivers information for growers to make informed sales decisions.

- Specialises in niche grains.

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