



PRESS RELEASE

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Wessex Grain and Gowlett Grain To Boost Southern Malting Barley Market

Growers across the South will soon benefit from a new joint venture between Wessex Grain and Gowlett Grain to promote malting barley in the region. Leading grain trader Wessex Grain has appointed Gowlett Grain to handle the marketing and selling of all its malting barley, in order to build on its existing success in the South.

Wessex Grain was the first company to actively promote the Tipple variety, and its efforts were justified by excellent yields and quality in 2006. It has also worked hard to develop the export market for malting barley, and has exported over 30,000 tonnes from Poole and Southampton over the last two years.

Gowlett Grain, one of the top three malting barley companies in England, is an independent specialist. They have similar arrangements with both Camgrain and Fengrain. They will work alongside Wessex Grain to create a sustainable and robust supply chain for malting barley in the South, creating new opportunities for the crop.

Wessex Grain is confident that this agreement will ensure added value to all malting barley, especially grain that goes through the Wessex store at

Henstridge, which can dress and condition barley to the appropriate required standard.

Simon Wilcox, Managing Director of Wessex Grain, said of the venture: "This partnership will offer growers in our region a unique package. Gowlett Grain has an exemplary reputation as a malting barley specialist, and this joint venture will enable us to significantly increase our malting barley tonnage."

Gordon Gowlett, Chairman of Gowlett Grain commented: "We are delighted to have reached this agreement with Wessex Grain. We were actively seeking to expand our specialist business into the South of England, and Wessex Grain will be an excellent partner for us, as we share the same flexible, personal approach to business."

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Note to Editors

Wessex Grain was founded in 1980 and originally consisted of three organisations: Wessex Grain Ltd, and two member co-operatives, Wessex Grain Store and Wessex Grain Marketing. In 2003 these co-operatives were incorporated into Wessex Grain Ltd, and the original members became company shareholders. More information on Wessex Grain can be found on its website at www.wessexgrain.co.uk.

Gowlett Grain was formed 1983 by Gordon Gowlett and is based in Great Abington, Cambridge. Its sales turnover is £13.5m and it employs five staff. More information on Gowlett Grain can be found on its website at www.gowlett-grain.com.

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