



GRAINCO Fact Sheet

GrainCo Scotland
(A Division of GrainCo Ltd)

GrainCo is the trading subsidiary of co-op Tynegrain and actively markets cereals for 2,000 farmers in northern England, the Scottish Borders and north east Scotland. Sales in 2009 amounted to £140 million.

GrainCo ensures a strong commercial marketing organisation run on behalf of farmers to balance the activities of multinational corporations. It maintains a direct farmer role in the grain supply chain, and benefits farmers through the following:

- spot and forward prices for wet or dry grain
- harvest, short and long marketing pools
- Scottish advanced marketing wheat contracts
- independent marketing advice
- minimum price option-based contracts
- finance and prepayment schemes
- security
- end-user groups.

GrainCo has enabled a dedicated group of growers to access Quaker Oats, through a favourable contract that rewards commitment and quality.

What does co-operation mean to GrainCo?

“GrainCo recognises the need for a strong commercial marketing organisation run on behalf of farmers to balance the activities of the multinational organisations. By maintaining a direct producer role within the grain supply industry, we believe we benefit all arable farmers across the north of England and Scotland.”

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