

# GRAIN MARKETING

Wheat Growers offers many different grain marketing programs for many different situations. Whether it is a cash grain sale on a truckload of grain headed to town, or market alternatives to retain ownership after the grain has been delivered, Wheat Growers has products and programs to meet your individual needs.

## WANT TO CONVERT YOUR HARD-EARNED PRODUCTION INTO CASH?

Do you want to sell on the spot and meet your nearby cash flow needs and eliminate downside price risk? We offer priced contracts that do just that.

**Forward Contract** – sell grain for a set delivery period in the future, whether the crop is still in the field or in your bin.

**Spot Contract** – sell grain immediately as the bushels are dumped into the elevator.

## SET YOUR PRICE FLOOR & PARTICIPATE IN MARKET RALLIES

Do you want to set a price floor, yet still participate in the event the market rallies? We have options for you!

**Minimum Price Contracts** - establishes a guaranteed base price protecting you against lower prices, but permits participation if the market rallies. The final price will be the minimum price plus any value the option provides if the market rallies prior to the expiration of the option.

**Basis Fixed Contracts** - These contracts may be used to set basis on harvest delivered bushels versus a deferred CBOT futures month. This eliminates storage charges and allows a known amount of time to price the futures component of the cash price. While basis is set, this contract is still subject to market fluctuations of CBOT futures price.

## LOOKING TO LOCK IN REVENUE?

Are you looking to lock in revenue or hedge input purchases by pricing grain well in advance of harvest or even before the crop has been planted?

**Hedge-to-Arrive Contracts** allows you to lock in the futures component of the cash price, while leaving the basis open for improvement. This contract is subject to downside basis risk.

## DON'T NEED THE MONEY TODAY?

With all the contracts mentioned above, Wheat Growers offers to defer the payment to a future specified date - and we'll pay interest!

**Deferred Payment Program** - current rates are 2% for contracts deferred for 2 years or less and 2.5% for 2 years or more.

## STORE IT NOW, SELL IT LATER

If you are looking further into the marketing year for pricing opportunities for your grain, one of Wheat Grower's Storage Offerings may be the way to go:

**DP** - This contract allows a producer to move grain to a Wheat Growers location without establishing any price. You know the exact number of bushels available to market and the quality risk of keeping the grain in condition is passed to the buyer upon delivery. This contract is subject to market fluctuations of both basis and CBOT futures price.

**Condo** – Wheat Growers offers a variety of condo storage options that provide a lease of a contracted amount of storage space in any of the Wheat Grower's locations. Producers can haul their grain from the combine to the elevator and are not forced to sell grain during harvest when basis is generally widest. Grain is weighed and graded as it comes in for immediate feedback on grain quantity and quality. You can store multiple commodities (corn, wheat or beans) and take advantage of government programs to either seal the grain and put it under loan or use LDP. Condo storage is an asset that can be sold if it is no longer needed.

## LET US WATCH THE MARKETS

Do you have a hard time pulling the trigger on a sale, even after you've reached your price objective? Let us take over, we will watch your desired pricing offers throughout the entire CBOT 17 hour trading day! This puts your pricing goal in writing and Wheat Growers in action. Remember, target pricing offers not entered into will never fill.

**Target Pricing Agreements** give you the opportunity to participate as the market is trading nearly around the clock. Capture short lived market rallies in the middle of the night, feel at ease knowing Wheat Growers has open orders working for your grain!

