



## MARKETING ALTERNATIVES

- 1. Cash Sale (Spot)**                      Sell your grain at our posted price at time of delivery.
  
- 2. Forward Contract**                      Price your grain now for delivery up to three years. Payment is made at the time of delivery.
  
- 3. Deferred Payment**                      Sell and deliver grain, but defer payment to earn a premium. Used in conjunction with cash sale, forward contract, and minimum pricing.
  
- 4. Minimum Pricing**                      Enables you to sell your grain at a set price but still have the opportunity to make more if prices move higher. This alternative is a great way to eliminate any downside price risk while waiting for the chance of higher prices.  
  
There are 2 parts to a Minimum Price Contract: the **“floor”** and the **“more”**. The **floor** is set at the time the contract is executed, you sell your grain at our board price less a transaction fee, this is the guaranteed minimum price. You have no risk of lower prices and you get paid your minimum price at delivery. The second part of the contract **“the more”** is if prices move higher than your strike price before the designated expiration date you price and capture that gain.  
  
You are able to accumulate bushels and then price all at one time but this must be done within the first 15 days, after that normal storage/DP charges will be applied.
  
- 5. Forward Minimum Price**                      You establish a forward contract for harvest delivery and attach Minimum Price to it for a set fee per bushel. If prices go up above your strike price between the contract date and expiration date, you receive the additional increase, hence **“the more”**. If prices go down, you are still guaranteed your minimum price, hence the **“floor”**. Another advantage is that in the case of failure to deliver, if your contract is unpriced, it can be forgiven for a small cancellation fee.
  
- 6. Target Price Order**                      Put in an offer to sell your grain at the price you want. When our board price reaches your target, your grain is sold.
  
- 7. Delayed Price (DP)**                      Deliver now, price later at our then current board price. You pay DP charges. You don't receive payment at delivery. The title passes to buyer upon delivery.
  
- 8. Storage**                                      Deliver now, sell later at our then current price. You pay storage charges (ask for current rates). No money at delivery.
  
- 9. Basis Contract**                              Fix the basis now for a specified delivery period. Title passes upon delivery. Final price will be contracted basis plus the futures price at the time of pricing.