



*In the Field, on your Farm, in your Community*

### Grain Terms and Easy to Understand Grain Marketing Strategies

Chicago Board of Trade (CBOT)-delivered price of product delivered to Chicago

Basis-the difference between CBOT and local prices; usually driven by freight to move the grain and reflects local demand and supply

Carry in the Market-prices are higher in future months vs. today's price; likely pays to hold the crop

Inverse in the Market-prices are lower in future months vs. today's price; likely pays to sell the crop

#### USDA Key Reporting Dates

- 2nd week of January; final crop year results
- 4th week of March; prospective planting
- 4th week of June; acreage reporting & grain stocks
- 4th week of August; first glance at crop yields
- 2nd week of October; crop production
- 2nd week of Nov & Dec; crop production

#### Pre-Harvest Thoughts

Buy crop insurance to protect your production risk, and have 50-75% of your anticipate crop priced by mid-June.

Exit all options positions by mid-September.

#### Post-Harvest Thoughts

Basis usually narrows in April/May/June-take advantage of these opportunities to deliver crops.

Seek strategies that balance risk and reward in the current market environment. Hold no unpriced crop beyond July.

Farmers Pride

## Grain Marketing Programs

Take advantage of our convenient & profitable grain SOLUTIONS for today's crop as well as future grain production!

- ❖ **Daily Grain Market Text/Email Messages**  
-twice per day
- ❖ **Direct-Ship / Producer Delivered Grain Program**  
-allows growers to take advantage of multiple markets and to end-users. Farmers Pride markets every day to these end-users, moving millions of bushels.  
-Simply truck yourself or have Farmers Pride line up transportation from your farm to the end-user, taking advantage of positions we have negotiated for you!
- ❖ **Price Later Contract**  
-Title of the grain passes to Farmers Pride, which allows you to price the grain at a later date.  
-Great program that allows you to move bushels during slow periods but not necessarily pricing your grain at that time.

For more information contact Jesse Weidner at 1-800-233-6679 or contact any Farmers Pride grain locations.

Battle Creek • Bloomfield • Neligh  
Newman Grove • Osmond



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