



# Downs Fall Harvest 2017

## WE ARE READY TO SERVE YOU!

Scoular is looking forward to supporting your 2017 harvest! It appears that we are due for another above-average crop this fall, and we have been busy preparing our facility to accommodate your harvest needs. For current cash bids, please call the Downs office or go to ***ScoularKansas.com/Downs***

Due to the increase in commodity production this year, we will not be offering any traditional open storage options this fall. This does not mean you must sell your corn, soybeans and sorghum across the scale, but we must gain ownership of the grain in order to manage our limited storage space and be able to handle the harvest bushels. There are several options that are available for your grain.

## DEFERRED PRICING (DP)

Deferred Pricing is similar to storage. However, with DP, you sign the ownership of the grain over to Scoular. This allows us to ship grain and keep space available.

Grain that is not pre-contracted or sold across the scale will be accepted on a DP contract. Again, this allows us to efficiently manage our storage space.

DP terms and fees are as follows:

- CORN AND SORGHUM - \$.05/bu/month\*  
*\*You must price the bushels by May 31, 2018.*
- SOYBEANS \$.07 cents / bushel per month fee\*\*

*\*\*You may price the bushels in any increment, but 50% of your DP bushels must be priced or put on a basis contract by December 30, 2017. The remaining 50% of your DP bushels must be priced or put on a basis contract by March 31, 2018.*

If you choose to sell across the scale you must contact a merchandiser at (785) 454-3513.

## BASIS CONTRACTS

Another alternative is to put your grain on a basis contract. This contract will have a set basis and when the futures price is determined is up to you. Contracts are written versus a specific futures month. These can be "rolled" to a later futures month, at the difference between the two months, to give you more time to set the price. There is no per month fee. All bushels must be priced by June 30, 2018.

Please share this information with your landowners. We appreciate your business and are working hard to ensure capacity to handle all of your grain. If you or your landowners have any questions, give us a call at (785) 454-3513. Visit [ScoularKansas.com/Downs](http://ScoularKansas.com/Downs) for up-to-the-minute information and additional details about our facility.

**Thank you for your business** – you can **Count on Scoular People** to serve you. We look forward to a prosperous harvest with you and your family.



**125**  
**YEARS**  
FOUNDED 1892

(785) 454-3513

[www.scoularkansas.com/downs](http://www.scoularkansas.com/downs)