

## TURNING YOUR CORN & BEAN PASSION INTO A PLAN

We believe that the best marketing plan is to know your cost of production, set profitable targets, grow your yield and sell at a profit.

Cash Sale	Forward Contract	Minimum Price	HTA	Basis Only	Price Later
Sell upon grain being delivered to elevator	Sell your crop before planting, during the growing season, at harvest, or after harvest. Seller can take payment at time of delivery or defer payment until a later date. Made for a specific price, quantity, and delivery period.	The safe opportunity for a producer to price grain, but still participate in the market gain	Lock in the futures portion on a cash grain contract. The basis will be locked in at a later date per contract specifications.	If you are a student of the market. The basis is fixed but not the futures. Grain can be delivered on this contract and rolled inside the crop year	For the farmer that likes a little extra time to make a plan. Allows a high degree of flexibility for an extended period of time. Gives you some time to think during harvest
PROS	PROS	PROS	PROS	PROS	PROS
*NO fee *Exact price is known. *No downside risk *Any bushel quantity *No more decisions	*NO fee *Exact price, quantity and date of delivery is known. *No downside risk. *Any bushel quantity *No more decisions	*NO downside risk *All costs are known *Get paid at time of delivery	*Can easily set targets *Fees taken off at time of setting basis *Reduces risk by setting the most volatile part of price.	*Can easily set targets *Get 70% money when you are done delivering	*Very flexible *Fees paid at final pricing
CONS	CONS	CONS	CONS	CONS	CONS
*no upside potential	*No upside potential on the quantity contracted. *May have to pay in the event of a production shortfall.	*5000 bu increments only *Fee	*5000 bu increments only *Basis could go down after writing contract	*Fees paid upfront except for rolls *Futures could go down after writing contract (highest risk, not a high % of return)	*Subject to market movement *Nothing is set *Costly
FEES	FEES	FEES	FEES	FEES	FEES
ZERO	ZERO	Approximate fee Based on market value that day.	4¢ Initial 1¢ to Roll	1¢ to Roll	<ul style="list-style-type: none"> <li>Corn 15 cents for 90 days, 3.5 cents per bu per month thereafter</li> <li>Beans 33 cents for 90 days, 3.5 cents per bu per month thereafter</li> </ul>

Market Different, Simple and Strong. Please call our Wayland office at 319-256-6000 and talk to Gretchen (ext 107), Mark Yutzy (ext 119), Sue Strothman (ext 122) or Gretchen's cell, 319-541-1462, and we will be happy to help you for all your grain marketing needs!