

## **Akron Services = Grain Selling Programs for 2019 Production**

**Average Selling Price Program (ASP 2019)** = This program runs for the months of April through July. Every Wednesday at noon an equal portion of grain is priced. December corn futures are used and November bean futures. This program can be used to establish cash prices or HTA prices. Client chooses delivery period and cash contract type. This is a simple cash selling program to achieve average prices in what is historically the best time to sell grain in an average year.

**Average Selling Price OTC Program (ASP-OTC 2019)** = This program utilizes Producer Accumulator with Euro Double contracts to create an average sales price. This will be a December corn futures price that is created. April through July is also used and every Wednesday at noon a position is created for the week to establish an equal percentage of sold bushels every week. A complete understanding of the accumulator contracts is required as it is possible to be doubled on bushels or knocked out with few bushels accumulated in extreme market situations. Bushel amounts are undetermined until the end date of the accumulator contracts. Caution is advised with this program.

**Cornbelt Pros 2019** = This program will be operated by Cornbelt Marketing personnel and will be a managed marketing program. The consigned bushels will be sold in an allocated time period (February through August) and HTA contracts or cash contracts can be chosen as the end result of the pricing. All marketing will be completed by program end date and contracts available to be used at that point. For corn, a December 2019 and a July 2020 time period/contract can be chosen. For soybeans a January 2020 contract is available. OTC contracts, options, and HTA contracts will all be utilized to accomplish the final results of the price established. This program is an exact bushel specification and those bushels will not change.

All three of the above listed marketing programs will have a specific Akron Services cash contract that will need to be signed and completed prior to inception of marketing period. Marketing fees will be similar to existing Akron Services grain contracts and will be specified with each contract. Akron Services does not recommend these programs as a complete marketing program for an individual operation. We feel a part of the production ( 40% or less) is the maximum amount we recommend for any individual. The sales will be made primarily in the spring/early summer time period and if/when the markets don't perform as they normally do this time period will not be the best time to make sales. The prices established in these years will be below the average yearly prices.