

Roy Smith's Rules & Strategies

Always/Never Strategies

- Always forward contract corn May 1
- Never hold unpriced old crop corn past July 10
- Always sell soybeans September 9
- Always track dead cat bounce September 1 through December 31
- Never sell soybeans in February

Rules for Forward Contracting

- Purchase crop insurance – stay within insurance coverage
- Estimate cost of production
- Sell in increments
- Know penalty for non-performance
- Start slow, 20%-30% is enough if you have not done it before
- Utilize technical or fundamental triggers

