



# WHAT'S NEW AT KALMBACH FEEDS

## **GRAIN OFFER SYSTEM:**

We now have a grain offer system that allows you to give us an offer to sell grain at a higher level than the market currently is at and let that offer to work as an open order. You can tell us to set the offer for a specific expiration date, or we can leave it in until you tell us to take it out (GTC good till canceled). This system will allow you to take advantage of market action at times outside business hours (overnight trade) and can be incorporated in your marketing plan.

## **INSTANT OFFER:**

Along with adding an offer system, you may have noticed the link on our grain website to make an instant offer. What this does is allow you to enter what price you are looking to sell your grain at and email that over to our buyer team. A grain buyer will then contact you regarding your offer as to whether or not we can offer you that price. From there you can let our buyer know if you would like that instant offer to be put in as a target offer if we cannot give you that price yet.

## **COMING SOON**

## **DIVERSIFY YOUR PORTFOLIO:**

The Kalmbach Grain Team is currently working on adding a list of structured contracts that utilize option strategies; these types of contracts allow for you to stay in the market, set a floor price, and do not require a decision of when to sell an option. Stay tuned for updates as we move forward with this and let us know if you have interest.

## **REK GRAIN STORAGE:**

Work on our second grain bin continues at our REK facility. September 15th is the target completion date for the Sukup bin. This bin is 105' in diameter, 110' tall, and will hold over 650,000 bushels. This will allow us to have expanded receiving hours at REK this harvest.

## **SOYBEAN RECEIVING- STARTING THIS FALL:**

Starting this fall we will be able to receive soybeans at our REK facility. We are currently exploring different avenues to allow soybeans to dump in the soft stock pit so we do not slow down corn receiving. If we are unable to use the soft stock pit for beans we may have to go to scheduled receiving for beans in the fall. Our goal is to be a source for competitive soybean basis year-round while also adding valuable marketing solutions for soybeans to help you protect your bottom line. Feel free to contact any of our buyers with questions and we will continue to add updates to our website with bids and receiving details.



# KALMBACH FEEDS

## *Grain Team*



### ***NEW GRAIN TEAM MEMBERS:***

Kalmbach Feeds has added 3 new members to the grain team within the last few months.



**Lindsay Rettig**

***Grain Program and Accounting Coordinator***

Lindsay joined the team in late May and was previously buying grain at Heritage Cooperative in Upper. She resides near Jenera, Ohio where she and her husband enjoy farming and raising cattle.



**Erin Cole**

***Grain and Ingredient Merchant***

Erin joins us with grain buying experience from Cargill, and Trupointe Cooperative. She resides in Mt. Blanchard, Ohio where she is actively involved in her family's newly founded boer goat operation.



**Duane Shawk**

***Grain and Ingredient Merchant***

Duane joins the team coming from a grain buyer position at Poet. Duane farms in the Bucyrus area with his brother where they raise corn, soybeans, hay, and Charolais cattle.

