

## Our Customers Have Options!

Legacy Farmers Cooperative offers a variety of marketing tools to customers. Some of the standard tools are mentioned in this brochure. This is meant to be an educational tool for customers to better understand their options when conducting business with Legacy. For additional information and a complete list of more advanced marketing tools, contact a Legacy Farmers Grain Marketer or Manager.

### Settlement Procedures

*\*Customers will only be paid at time of settlement upon request. Below are the settlement procedures. \**

- Your **check** can be printed at time of settlement calculation and mailed or picked up. If you are requesting pick up at a harvest only facility, the check will not be ready until the next day.
- Payment can be **direct deposited** and credited to your account as soon as next day. Settlement paperwork can now be emailed.
- Customers can choose to **defer payment** at time of settlement and earn interest of 1.5% annually on the net settlement amount. Once on deferred pay, you cannot opt out and payment will only be issued on the deferred date.

Type of Sale	Marketing Tool	Pricing Step 1	Pricing Step 2	Time of Settlement* Calculation
<b>Cash (Spot)</b> Delivered today	<b>Sell Across the Scale</b>	Priced at <b>cash</b> today	None	Immediately
	<b>Delayed Pricing (DP)</b>	Priced later, sometimes a monthly storage fee	Priced at <b>cash</b> that day	Upon pricing
Move to <b>Basis Contract</b> , set <b>basis</b> now		<b>Futures</b> price is set later		
<b>Forward Contract</b> Contracted now for future delivery	<b>Fixed Price Contract</b>	Lock in current <b>contract</b> price for the chosen delivery period	None	Upon delivery
<b>Futures/Basis</b> Contracted now for future delivery and priced later	<b>Hedge to Arrive (HTA)</b>	<b>Futures</b> , delivery period and bushel quantity set now	<b>Basis</b> set sometime prior to delivery or priced on day of delivery	Upon delivery
	<b>Basis Contract</b>	<b>Basis</b> , delivery period and bushel quantity set now	<b>Futures</b> price is set later	Upon pricing
<b>Managed</b> Contracted now and priced later using a tool	<b>Grain Insight Program</b>	Delivery period, bushel quantity and <i>market analyst</i> selected now	<i>Market analyst</i> will set <b>futures</b> later and <b>basis</b> is set sometime prior to delivery or priced on day of delivery	Upon delivery or pricing
	<b>Average Price</b>	<b>Summer:</b> Enroll bushels now <b>Winter:</b> Enroll bushels now, DP bushels must set basis	Averages the <b>futures</b> price each week in the period <b>Summer:</b> Set <b>basis</b> before delivery or on day of delivery <b>Winter:</b> None	<b>Summer:</b> Upon delivery <b>Winter:</b> End of pricing period



Thank you for your  
business!

Let professional analysts market your bushels for you using the *Grain Insight Program*! Choose between four analysts: **AgriVisor**, **Doane**, **ProFarmer**, **Roach Ag.**, or choose them all. Participants can follow their analyst's progress on [www.GrainInsight.com](http://www.GrainInsight.com).

The program has a 1000 bushel minimum/incremental requirement and a 5 cent/bushel fee.

#### *Old Crop 2019*

**Basis Set:** before delivery from farm bins OR when you move bushels out of DP

**Pricing Period:** Jan. - June 2020

**Futures Month:** CN20

#### *New Crop 2020*

**Basis Set:** before delivery

**Pricing Period:** Jan. - Sept. 2020

**Futures Month:** CZ20 & SX20

#### *Insight LT 2021*

**Basis Set:** before delivery

**Pricing Period:** Jan. 2020 - Sept. 2021

**Futures Month:** CZ21 & SX21



Fostoria: 419-435-4763

Kelsey Brodman - Grain Marketer



West Findlay: 419-859-2172

Brice Berry - Grain Marketer



Custar: 419-669-3069

Cristen Cramer - Grain Marketer

Main Office: 419-423-2611

Mitch Welty - Grain Manager

Chad Rosebrook - Grain Marketing  
Manager



*Standard Grain  
Marketing Tools  
and Strategies*