

Grain Insight Program

Let professional analysts market your bushels for you! Choose between four analysts, **AgriVisor**, **Doane**, **ProFarmer** or **Roach Ag.**, or choose them all. Participants can follow their analyst's progress on www.GrainInsight.com. The program has a 1000 bushel minimum/incremental requirement and a cent/bushel fee.

Old Crop 2016

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

Pricing Period: Jan. 9-June ?? 2017

Futures Month: CN17

New Crop 2017

Basis Set: before delivery

Pricing Period: Jan. 9-Sept. 29 2017

Futures Month: CZ17 & SX17

LT 2018

Basis Set: before delivery

Pricing Period: Jan. 9-Sept. 29 2017

Futures Month: CZ18 & SX17



Thank you for your business!

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www.LegacyFarmers.com



*Standard Grain
Marketing Tools
and Strategies*

Our Customers Have Options!

Legacy Farmers Co-op 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 Cooperative Grain Marketer or Manager.

Settlement Procedures

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

- **Check** can be printed at time of settlement then mailed or picked up.
- Payment can be a **direct deposit**, credited as soon as next day.
- Customer can choose to **Defer Payment** at time of settlement and earn interest of 1.5% annually on net settlement amount. Once on deferred pay you cannot cancel the contract and payment will only be issued on deferred date.



Type of Sale	Marketing Tool	Pricing Step 1	Pricing Step 2	Time of Settlement* Calculation
Cash (Spot) Delivered today	Sell Across Scale	Priced at cash price today		Immediately
	Open Storage	Priced later, monthly storage fee		Upon pricing
		Move to Basis Contract , set basis	Futures price set later	
	Delayed Pricing (DP)	Priced later, sometimes a monthly storage fee		Upon pricing
		Move to Basis Contract , set basis	Futures price set later	
Cash Forward Contracted today for future delivery	Fixed Price Contract	Locked in today's cash price for delivery period chosen		Upon Delivery
Futures/Basis Contracted today for future delivery and priced later	Hedge to Arrive (HTA)	Futures price/delivery period/quantity set today	Basis set sometime prior to delivery or priced on day of delivery	Upon Delivery
	Basis Contract	Basis /delivery period/quantity set today	Futures price set later	Upon pricing
	Grain Insight Program	Delivery period/quantity set today, market analyst will set futures later	Basis set sometime prior to delivery or priced on day of delivery	Upon Delivery