

**KELLER GRAIN & FEED INC.
HORATIO - PITSBURG PLANTS**

MARKETING OPTIONS FOR WHEAT

June/July 2022

Please read the following information very carefully and decide which of the available options you will use. Instruct anyone delivering your grain exactly how you want your tickets marked so they can instruct the person at the scales.

SPOT SALE: Closing bid price will be used for all deliveries weighed in from 9:30 A.M. to the close of business for grain sold at time of delivery. Each morning a bid will be posted for sales prior to 9:30 A.M.

DEFERRED JANUARY PAYMENT: For next year settlement, we will use spot sale or a contracted price, or can be priced off of delayed price. If selling this way, be sure to instruct the weighmaster to mark deferred payment. A Deferred Payment Agreement will be mailed out after harvest for your signature.

CONTRACT: - is grain sold ahead at a contracted price, basis, or minimum price. Requires a signed Forward Contract Trading Agreement.

***** FREE DELAYED PRICE FOR WHEAT TILL JULY 31, 2022*****

DELAYED PRICE: - is grain left unpriced at delivery, hoping to sell later at a better price. Under this arrangement the title of the grain passes to us at time of delivery and we are obligated to pay you our bid price, less any discounts and the delayed price charge, anytime you so demand. **Starting August 1, 2022, the charge is 5 cents per bushel per month until sold.** (approximately .001667 cents per day.) This requires a signed Delayed Price Agreement if one is not already on file.

SCALE TICKET: To ensure your scale ticket is marked correctly, we will ask your driver to sign the ticket indicating verification of the following: all names listed correctly, the percent of split is indicated correctly, commodity of grain delivered is correct, marketing option is indicated, and you accept the grades.

SAMPLING AND GRADING: Your sample will be collected with a mechanical grain probe. If you want to know the grade before dumping, ask the guys at the pit and they will be able to give you that information. Your sample will be graded according to accepted standards and you or your party delivering may immediately request, before the sample is disposed, the sample be regraded at our location by another grader at no charge, or request the sample be sent to a federal grader at a charge of \$30.00. No reprobes for vomitoxin test. The last grade will be the final grade for settlement.

SETTLEMENT: In order to prevent errors, grain checks will be issued only by your instructions. You may request your check in person, by phone, or via email to grain@kellergrain.com. Please inform us **in advance** of when you wish to pick up or have your check mailed. Checks will be available at Horatio after 2:00 p.m. the following day of the request. Checks for the Pittsburg location will be available the following Wednesday or Friday of request.

You can obtain our grain markets and dumping hours after 5:00 P.M. by calling 448-2284 or 800-537-7302 for the recorded message. If you need to reach someone personally at our office after this time, call **448-2116** and we will answer if we are in the office. Pittsburg office is **692-5181**. The people at the dump would appreciate you having your hauling equipment clean and in good working order so they can empty your load quickly. We appreciate your business and solicit your suggestions as to how we can better serve you. Please feel free to ask any questions.

WE RESERVE THE RIGHT TO MAKE CHANGES WITHOUT NOTICE.