



# 2023 Fall Harvest Unload Policy

Concordia Terminal, Cloud County Co-op, CVA, Randall Farmers Co-op locations

## CORN, SOYBEANS, & MILO

### Concordia

- **Cash or Contract Only**
  - OPEN STORAGE is not available
  - Any bushels not sold or contracted will be placed on **Price Later Contracts**\*
  - We are not currently offering discounted drying for early corn, however there is currently a significant (36c) price premium for old crop corn vs Oct/Nov delivery

### All other locations

- Open Storage is available

**\*Price Later Contract (PL)**, also known as a Delayed Pricing or No Price Established, allows customers to leave their grain "un-priced" and have until later to establish a price while passing ownership to AgMark

- NO fees IF grain is priced within 15 days of delivery
- Soybeans, Corn, and Milo priced after 15 days of delivery will have a prorated service fee of:
  - Corn & Milo: \$.05/bushel/month calculated from unload date until sold
  - Soybeans: \$.07/bushel/month calculated from unload date until sold
- Flexibility to price any bushel amount
- The price is based on the published cash price at the location where the bushels are located
- Subject to basis and futures price risk, just like storage
- **This is not STORAGE! Title passes to buyer and you are unable to get a CCC loan or LDP once applied to a Price Later contract** (unloads Friday through Thursday applied to PL contract each Friday)
- All Price Later contracts require a signature. Any Price Later contracts unpriced as of Dec 1<sup>st</sup> will be mailed out for signatures and **must be signed and returned.**
- Failure to sign a Price Later contract, after written notice, could result in all unpriced bushels being priced and a check mailed.

**\*\*Please communicate this with your landlord(s)\*\***

Effective Monday, August 21, 2023.(revised 8/23/23)

All policies and programs are subject to change any time without notice