

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



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.

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

Old Crop 2018

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

Pricing Period: Jan. - June 2019

Futures Month: CN19

New Crop 2019

Basis Set: before delivery

Pricing Period: Jan. - Sept. 2019

Futures Month: CZ19 & SX19

Insight LT 2020

Basis Set: before delivery

Pricing Period: Jan. 2019 - Sept. 2020

Futures Month: CZ20 & SX20



Thank you for your business!

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

www.LegacyFarmers.com



*Standard Grain
Marketing Tools
and Strategies*