



Knowledge • Commitment • Success

# Firm Offer

Set it and Forget It

## How it Works

Determine your costs of production and desired profit level for the upcoming crop year. Set a realistic price that meets your goals. Call our office or use our *online offer center* to enter a Firm Offer to sell bushel at your desired price. If the market reaches your desired price, your offer is accepted and you receive your desired price. A Firm Offer can be made on a cash price or a futures price.

## The Benefits

It allows you to remove yourself from the stress of marketing. You have chosen a price that meets your goals and you no longer have to constantly monitor and outguess the market to try to hit the high. Now you can concentrate on other important things.

## The Risk

There are two potential sources or risk. 1) The market never reaches your desired price. When this happens, you may have to take other actions in order to market your grain. 2) The market rallies above your price and you sold at a lower price than you could have received if you had waited. It is important to accurately calculate your break even and desired profit so if the market goes above your offer price, you are happy with your firm offer price because you know you are making a profit.

## The Cost

Establishing a firm offer is completely free. There are no fees or charges at all. You can either call a Farmer's Coop grain representative or use our Patron Access if you prefer to do it yourself.

To establish a firm offer or if you have any questions contact the following.

Grain Office: 308-487-3325

Tucker Hamilton: 308-360-0830