

versova

GRAIN

10/1/2022

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| Cash Contract: | Will be used when producer commits to locked in price for a committed delivery period. |
| Hedge to Arrive Contract: | Will only establish a futures price with basis to be set at a later date. Producer will usually use these contracts when he feels that the future price will be topping out and the upside rally is about over. Fees vary depending on time of year and how tight the commercial storage space may be. |
| Basis Contract: | Will only contract the basis. Will establish a futures price later. Producer will expect the futures price to rally. Fees may be charged. |
| Delayed Pricing Contract: | The producer would use this contract to deliver bushels to the elevator and price at a later date. Once he does deliver and the contract is made and signed, he transfers title at that time. The producer feels confident that the elevator that he delivered to will be competitive when he decides to sell because the grain is delivered and will now be priced to that location. Another reason to use a Delayed Price contract is to transfer quality concerns to the elevator. Once he delivers, the producer no longer has to worry about deteriorating condition of the grain. That now is the responsibility of the elevator. Fees will be determined by the time of year of delivery. Harvest time usually carries a fee. |
| Spot Contract: | This would be on a load by load basis as delivered, instead of the end of day closing price as would be normal. |