

FCH offers several marketing tools and services from simple cash contracts and specialty contracts to grain storage and grain hauling to help producers market their grain while managing price risk.

MARKETING TOOLS

Cash/Spot Contracts

Simply sell your grain as you deliver it. Just let the scale operator know that you would like to "spot" each load. If you would like the price at the time of delivery, specify that to the scale operator otherwise spot loads will receive the closing price from day of delivery.

Forward Cash Contracts

Contract your grain for later months. Deferred delivery months that we are buying may be limited. Producers may contract any amount of bushels on forward contracts.

Hedge-to-Arrive (HTA)

Also known as Futures First, Futures Fixed or Futures Only. You can lock in the CBOT futures price and set the basis at a later date prior to delivery. HTAs can be "rolled" to later delivery/futures to capture spreads and better basis. Allowed to roll multiple times within the same crop year through July. Must be done in 5,000 bushel increments. Hedge fees and rolling fees will apply as applicable.

Basis Contract

Also known as Basis First, Basis Fixed or Basis Only. You can lock in the delivery basis and set the CBOT futures at a later date. Must be done in 5,000 bushel increments.

Guaranteed Minimum Price Contract (GMP)

Also known as Minimum Price or GMP. A minimum price is established generally lower than the posted cash price with potential to participate in market rallies. With GMP contracts, the minimum price is guaranteed. GMPs provide the opportunity for farmer's to be more aggressive in marketing grain with lower risk in contract cancellation penalties. GMPs can be on cash price contracts or Futures contracts (additional hedge fees will apply). Must be done in 5,000 bushel increments. Service fees apply. Please call Scott for more information on how GMPs work and the risks involved with using this type of contract.

Guaranteed Minimum Price (Put Cash) Contract

Also known as Put Cash Contracts. A minimum price is established with no basis set. This contract is a more "bullish" strategy than the typical GMP as the basis is not set at time of creation. This allows the farmer to set basis at a later date to take advantage of basis appreciation and futures rallies. These contracts can be "rolled" to later delivery periods to take advantage of futures spreads and better basis. Must be done in 5,000 bushels increments. Service fees and rolling fees will apply as applicable.

Accumulator Contracts & Conditional Bonus Premium Contracts

Accumulator contracts offer price premiums over the CBOT prices. These are available for several delivery periods and crop years. Service fees will apply.

Please call Scott for details.

Hedge Fees and Rolling Fees

Hedge fees are \$0.005/bushel/month (minimum \$0.025/bushel) from date of creation to the futures month on corn and \$0.01/bushel/month (minimum \$0.03) from date of creation to futures month on soybeans.

Rolling fees are \$0.02/bushel per roll on corn and \$.03/bushel per roll on soybeans.

Load Out Fees

Corn and Soybeans loaded out of our facilities from customer storage will incur a \$0.09 load in fee and a \$0.09 load out

fee for a total of \$0.18 in addition to normal storage charges.

F.O.B Farm Shipments

FOB Farm shipments are simply grain bid to be picked- up on your farm. Typically the price you will receive for your grain is our posted cash bid [delivered price to our elevators] or your contract price less trucking fees. At times, FOB farm bids may be equal to or better than our posted bid delivered to our elevators depending on where we may have grain moving to. Our goal is to bid you a consistent, competitive bid and FOB Farm allows us the flexibility to find that market for you. Please call Scott for bids and information.

Direct Shipments

Do all of your grain marketing in one place with FCH! Simply sell your grain to FCH for delivery to the elevator of your choice. Advantages to direct shipments is you can do your grain marketing with with FCH and receive all your payments and records from one place. Discounts and service fees from the delivery location will apply. You can use any FCH marketing alternative for direct shipments as available. FCH Grain hauling available for normal freight rates and availability. A small fee may apply to direct shipments for this service. Please contact Scott for more information. 800-216-0742

GRAIN SERVICES

Grain Storage

We offer corn storage at all of our elevators on a first come-first serve basis. Commodities in storage can be issued warehouse receipts and placed under loan. Producer retains ownership. Storage fees will apply (see our grain policies page for updated rates and terms). Loadout fees will apply to any corn or soybeans hauled out of storage (see our grain policies page for updated rates and terms). FCH reserves the right to limit storage deliveries as dictated by available space.

Feed Bank Storage

(See Feed Bank under the feed menu/feed corn marketing/feed bank on our home page).

Price Later Agreement

Also known as no price established (NPE) or Delayed Price (DP). We offer this extension of credit to the producers to haul commodities into our elevators and set a price at a later date. PL is on a first come-first serve basis. Must be priced off the current cash bid and cannot be forward contracted. Upon delivery, title to grain passes to Farmers Co-op of Hanska and therefore cannot be used for loans. PL cannot be hauled out of our elevators. (see our grain policies page for updated rates and terms). FCH reserves the right to limit PL deliveries as dictated by available space.

Deferred Payments

Producers can request deferred payments on grain to another fiscal year. Please request payments in advance on contracts and deliveries. All Deferred Payments are final and settlement will not be issued before the deferred date.

Grain Hauling

We have trucks available to pick up your grain on farm. Freight rates will apply and vary depending on your location. Grain hauling is on a first come-first serve basis and may be limited. Please contact us with advance notice so we can make every effort to accomodate your hauling needs. (see our grain policies page for updated rates).

PLEASE CHECK BACK FOR UPDATES AS WE ADD MORE MARKETING TOOLS.