



MARKET PLANS

CONSERV FS, INC

- **MARKET WATCH**
 - Watch the market and send out daily email comments AM & PM
 - Make phone calls daily or weekly per customer
 - Make phone call when there is a significant market move
 - A commitment of 5,000 bushels or more is needed

- **OFFER**
 - Watch customer grain offer and make phone call when close
 - Advise customer if offer is or is not realistic based on market trend
 - Offer can be flat price, basis, or hedge to arrive
 - Any bushel amount can be committed

- **PRICING POOL**
 - Gather bushels for a committed delivery time
 - Idea is to gather enough bushels to entice terminals for better price
 - Need at least 40,000 bushels to trigger pool offer
 - If the 40,000 bushels mark is not hit pool is void
 - Any bushel amount can be committed
 - (Keep in mind of freight rates)

- **AVERAGE PRICING**
 - Price grain on a set day of the week at a set time
 - Program will run for six week periods
 - One period to cover planting April 20 to May 29
 - One period to cover pollination June 15 to July 31
 - Delivery will be at a set date Harvest
 - Any bushel amount can be committed

- AVERAGE BASIS

Set basis on a set day of the week at a set time

Program will run for six week periods

One period to cover planting April 20 to May 29

One period to cover pollination June 15 to July 31

Deliver will be at a set date Harvest

Producer can elect when to set final CBOT price

Any amount will be adequate

- MINI-MAX

Use option to gain on final price

Do puts and calls to lessen price of options

Use out of the money options and explain

Commit at least 5,000 bushels

Only gain will be when market is volatile

- FUTURES ONLY (HEDGE TO ARRIVE)

Set the future price, but not the basis

Specific delivery date

Basis must be set prior to first notice date for option month

One roll will be permitted at \$.02 per bushel

Commit at least 5,000 bushels

Fees:

Corn: ½ cent per bushel from contract date to delivery date

Beans: 1 cent per bushel from contract date to delivery date

- MINIMUM PRICE

Use put option to set floor price

Run a set number of days based on put used

Payment made on delivery

Second payment made on close out of option if higher

Commit at least 5,000 bushels

Fees:

Corn: 4 cents

Beans: 7 cents

