

PRODUCT SHEET

CASH CONTRACTS: Fixed & Multi Grade

WHAT IS A CASH CONTRACT

A cash contract provides producers with a fixed price for grain delivered to a specific location at a future date.

GRADES AVAILABLE

Forward Cash contract, whereby a producer forward-sells their anticipated grain production for delivery in the future. Under this type of contract, there are two options for setting the base price: Multi Grade and Fixed Grade. All grades are deliverable against a Multi Grade contract under the one variety.

MULTI GRADE

Multi Grade Forward Cash contracts allow growers to lock in a set base price along with a premium and discount schedule (spreads) to establish the fixed price for alternative grades. Multi Grade Forward Cash contracts allow growers to lock in a set price for one variety, either feed, (see options below). Growers may elect whether to fix the malt price, feed price or both prices on the day of contracting.

FIXED GRADE

Growers may also elect to forward-sell a varietal and grade-specific contract. That is, there are no grade spreads quoted, as only the base grade or better may be delivered against these contracts at the contracted price.

DELIVERY

Deliveries are accepted at all major BHCs and selected private storers. Please ask your local merchant for a list of private sites that EP Grain accepts deliveries to.

PAYMENT

Payment will be based upon bin Grade
Payment will be made 21 days EOW days from delivery.

TERMS AND CONDITIONS

All terms and conditions are as per GTA standards, and can be found on EP Grain's website.

CONTRACT SIZE

Minimum 100mt

LOCATION DIFFERENTIALS

EP Grain will offer prices for new season contracts based on a port bid. To establish a local depot price, please deduct the location differential posted on EP Grain's website. Location differentials are not set for the coming season crop until 1 November annually.

OPTIONS

3 OPTIONS FOR MULTI GRADE BARLEY FORWARD CONTRACTS



FIXED FEED FLOATING MALT

Feed price fixed at time of contracting. Malt price and spreads to other malt and feed quality grades as at EP Grain bid sheet on 15 November 2010*.



FIXED MALT FLOATING FEED

Variety and Malt price fixed at time of contracting. Feed price and spreads to other malt and feed quality grades as at EP Grain bid sheet on 15 November 2010*.



FULLY FIXED

Variety, Malt and Feed price fixed at the time of contracting. Spreads to all other malt and feed quality grades to be fixed on date of contracting.

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