



Hope, MN



Crystal Valley has friendly, knowledgeable staff, high-quality products, modern facilities and equipment to reach your grain goals. We offer grain drying, storage, and marketing needs with nine convenient elevator locations in south-central Minnesota.

Crystal Valley has the tools and strategies necessary to achieve your marketing goals. They consist of: multiple grain contracts, brokerage, text and email bids, on-farm pickup and an arbitrage program.



Jackson, MN



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*“We would like to thank you for the opportunity to serve you both now and in the future!”*

# Grain Marketing & Services

[www.crystalvalley.coop](http://www.crystalvalley.coop)



Madelia, MN - Hwy 60

## Why Crystal Valley Grain?

- » Best In-Class Service
- » One Stop Source for All Your Needs
- » Locally Owned for Over 80 Years
- » State-of-the-Art Dumping Grain Terminals
- » Flexible Marketing Options
- » Multi-Year Contracting Available Backed by a Strong Balance Sheet



Vernon Center, MN

## Marketing and Contracts offered by Crystal Valley Grain:

### Grain Marketing

#### **Text Bids:**

Daily bids sent out via text message for desired locations with many options for daily bid alerts.

#### **Emailed Bids:**

Each day after the close, our closing bid prices are sent out via email.

#### **Emailed Market Commentary:**

Market commentary sent out at the end of each day from industry professionals.

#### **Arbitrage Program:**

The option of delivering to a non-Crystal Valley location to capture a better basis on HTA contracts.

#### **Drying:**

Ability to dry corn efficiently during harvest.

#### **Storage:**

Ability to deliver corn, soybeans and maintain ownership. Elevator maintains grain quality.

#### **Grain Bank:**

Availability of storage for feed customers.

#### **On-Farm Pickup:**

The option of having us pick up your grain off the farm for a predetermined fee depending on mileage and loading time.

#### **Brokerage:**

We offer on-staff licensed brokers who can assist you with any options or personal account hedging.

### Grain Contracts

#### **Flat Price Contracts (Cash Contracts):**

Flat price contracts consist of setting the futures, basis and delivery at the time the contract is written. This is the most common contracting technique.

#### **Hedge to Arrive (Future Fixed):**

Allows you the option to set CBOT futures/lock basis/roll/arbitrage at a later date. The advantage with this flexibility is adding margin through carry and basis appreciation.

#### **Deferred Payment Contract:**

Allows customer to take income in preferred tax year while passing the title of the grain to the buyer at delivery.

#### **Guaranteed Minimum Price (GMP):**

Allows the customer to sell their grain with the ability to re-own it with a call option.

#### **Basis:**

Producer is able to lock in a favorable basis level without locking in the future price. Also allows the opportunity to deliver while still maintaining some pricing flexibility.

#### **Over the Counter Contracts (OTC's):**

Offers the ability to get premiums above current market values, along with contract flexibility, by the use of Over-the-Counter derivatives.

#### **Managed Futures Contracts:**

Producers can commit bushels to a program where the futures portion of their risk will be priced by a designated professional or team of professional traders.