



Grain Marketing Alternatives

Market Price/Spot Board

This is the current delivery price of grain delivered to the elevator on any given day. Cash grain will receive the closing price on the day it is delivered. The customer must request otherwise.

Forward Contract

Forward contracting is securing a specific price and bushels for a future delivery.

Basis Contract

This is when a customer establishes a basis, which is the difference between the Chicago Board of Trade (CBOT) and the local cash grain price, for any delivery period. This allows for upward participation on the CBOT. A monetary advance is issued when the contract is filled and if it has not already been priced. No storage costs are involved.

Target or Offer Contract

With these contracts we will watch any offers for forward contracts or sales from delayed price (minimum 500 bu).

Hedge to Arrive Contract

With this contract a producer can lock in the CBOT price for a future delivery of grain with basis to be established prior to delivery. Bushels must be delivered to Champaign Landmark grain facility. One can roll to the next delivery month but not to the next crop year. The service fee to roll is 1 cent plus or minus the spread.

Average Price Contract

This contract generally runs in the spring of the year for 10 weeks, averaging the closing prices for pre-established days. It also allows the producer to lock-in the price on remaining bushels during the averaging period.

Delayed Price

Delayed Price allows the producer to deliver grain to the elevator and retain the right to price the grain at market price on a later date. Storage fees are subject to market conditions.

Open Storage

Open Storage is available to use with government programs and is for a limited time.

Deferred Payment

A producer may elect to Defer Payment to a future date. Check with us for the current interest rate.

Specialty Grains

Bean and corn programs may be available under current market conditions.

Brokerage Service

We offer Brokerage Service so producers may set up hedging accounts in order to buy and sell options and futures.

For More Information Call Your Local Branch or Ed Nienaber, Wes Bahan or Lisa Warne at Mechanicsburg at 1-800-762-6915 or Kathy Berg at DeGraff at 1-877-585-5871.

CHAMPAIGN LANDMARK GRAIN BRANCHES

URBANA

Thad Robison, Mgr.
304 Bloomfield Ave.
Urbana, OH 43078
937-652-2135 or
Toll Free 800-424-2584

DEGRAFF

Kathy Berg
113 S. Koke
DeGraff, OH 43318
937-585-5871
Toll Free 877-585-5871

DERBY

Bill McDonald, Mgr.
Carolyn Ohnewehr
11897 London Rd.,
Derby, OH 43117-
0007
740-869-3641 or
Toll Free 866-304-4528

FLETCHER

Albert Gross, Supt.
701 S. Walnut St.
Fletcher, OH 45326
937-368-2364

HORTON

Alan Herd, Mgr.
9687 Co. Rd. 20
West Mansfield, OH
43358
937-355-2181

KILEVILLE

Steve Rausch, Mgr.
10330 St. Rt. 161
Plain City, OH 43064
614-873-5213

LONDON

Andy Bauer, Mgr.
Gina Seiler
131 S. Walnut St.
London, OH 43140
740-852-0965 or
740-852-0843

MARYSVILLE

Mark Sayers, Mgr.
324 N. Main St.
Marysville, OH 43040
937-642-3841 or
937-642-4040

MECHANICSBURG

David McIntosh, Mgr.
140 S. Main St.
Mechanicsburg, OH
43044
937-834-2416 or
Toll Free 800-762-6915

MINGO

David McIntosh, Mgr.
Ross Ankrum, Supt.
6496 Stevenson
Mingo, OH 43047
937-747-3561

RICHWOOD

Mike Temple, Mgr.
252 N. Franklin
Richwood, OH 43344
740-943-2334 or
740-943-2330

THACKERY

Steve Bricher, Mgr.
8130 St. Rt. 55
Springfield, OH 45502
937-964-1256

WEST LIBERTY

Todd Conrad, Mgr.
420 Runkle
West Liberty, OH
43357
937-465-4041

**For Grain Market
Information Call
1-800-762-6915 or
Your Local Branch
or Visit Our Web Site
at www.champaignlandmark.com**

When
your grain-
merchandising
All roads lead
to Champaign
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Landmark, Inc.

304 Bloomfield Ave.
Urbana, OH 43078



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