

ProPricing

Making sense of grain marketing for more than 20 years

It's hard to keep up with global trends, weather patterns and currency fluctuations that affect commodity prices. When it comes to marketing your grain, you want to be confident in your selling decisions, but it can be hard to know where to begin. ProPricing is a great starting point. Making disciplined grain marketing decisions builds a successful foundation for your farm for years to come. Put Cargill's global network of analysts, traders, merchants, and grain reps to work for you.

ProPricing and how it works



Build a Consistent Grain Marketing Plan

ProPricing was established two decades ago to give farmers a tool that consistently establishes a foundation to a grain marketing plan. Farmers who consistently use ProPricing year after year typically recognize more value and are still able to stay in control of their grain through weekly updates.

Contract types created for you

Contract types are built to make sure there is a contract that works best for your operation. With ProPricing, the bushels in your grain contract are priced alongside Cargill's grain, regardless of the contract length or how much you enroll.

- **HarvestPro:** This Year's Crop. Want to reserve space at your local canola crush facility or elevator this fall? HarvestPro is designed for delivery of grain right off the combine.
- **InventoryPro:** This Year's Crop. At the end of the pricing period, futures price component is priced and will be reflected in your settlement payment once you deliver.
- **MarketPro:** Next Year's Crop. Looking to forward contract and proactively take control of futures price risk? Enroll next year's bushels in ProPricing 1-Year.

Cost structure choices created for you

We have cost structure options built to best meet your individual marketing goals and operation's cash flow needs. All bushels enrolled in ProPricing will be marketed the same regardless of the structure you choose.

- **Standard:** Set your basis any time prior to your delivery period, with the flexibility to price out early.
- **ProShare:** Performance-based cost structure. You share in the value created by Cargill compared to the (top, middle, and bottom third of the market).

	Futures Reference Months Offered	Standard Cost Structure	ProShare Cost Structure	Pricing Period	Delivery Month
Wheat	HarvestPro Jul 2021	\$6 per MT	\$1/\$6/\$9 per MT	11/11/20 - 06/17/21	Aug/Sep/Oct/Nov 2020
	InventoryPro Jul 2021	\$6 per MT	\$1/\$6/\$9 per MT	12/11/20 - 06/17/21	any Month Jan-May 2021
	Dec 2021	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 11/04/21	Oct or Nov
	Mar 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 02/10/22	Dec or Jan or Feb
	May 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 04/07/22	Mar or Apr
Canola	HarvestPro Jul 2021	\$6 per MT	\$1/\$6/\$9 per MT	11/11/20 - 06/17/21	Aug/Sep/Oct/Nov 2020
	InventoryPro Jul 2021	\$6 per MT	\$1/\$6/\$9 per MT	12/11/20 - 06/17/21	any Month Jan-May 2021
	Nov 2021	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 09/23/21	Oct or Nov
	Jan 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 12/09/21	Dec or Jan
	Mar 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 02/10/22	Feb or Mar
	May 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 04/07/22	Apr or May
	Jul 2022	\$7 per MT	\$1/\$6/\$9 per MT	02/11/21 - 06/09/22	Jun or Jul
Soybeans	Nov 2021	CAD \$.15/bu	n/a	12/11/20 - 09/21/21	Oct or Nov

Last Day to Enroll HarvestPro Tuesday Nov. 10, 2020
Last Day to Enroll InventoryPro or Soybeans Thursday Dec. 10, 2020
Last Day to Enroll New Crop Wednesday Feb. 10, 2021

ProShare Cost Structure	Top 1/3	\$9 per MT
* Range based on market closing settlement prices for the Pricing Period	Middle 1/3	\$6 per MT
* Available only for a 10% of production enrollment minimum	Bottom 1/3	\$1 per MT
* Final Cost will be determined by which 1/3 of the Range the final ProPricing Price finishes.		

For more information, drop by your nearest Cargill location, contact your Cargill representative or visit CargillAg.ca