



**Make your barley the First Choice  
for maltsters and brewers**

**Cargill**<sup>™</sup>

With Cargill's First Choice program, you can increase the likelihood of your barley of being selected for malt through:

- Priority selection over non-production sample submissions.
- Access to various malt barley markets if your barley meets minimum quality specifications (see your First Choice production contract for details).

The Cargill First Choice program provides more flexibility and options while helping you produce the best barley possible:

- **Priority access** to competitive pre-harvest pricing options.
- **Price matching** of substantiated competitor's offer to purchase or release from your production agreement Right of First and Last Refusal.
- **Know what you grow** seed testing service upon request, consisting of full quality assessment of your planting seed, including varietal purity, germination, vomitoxin, and vigour.
- **Priority status** on harvest sample quality results (maximum 10 business days turnaround).
- **Agronomic support** available to help you maximize malt production and quality along with the ability to earn credits on account when you purchase Precision Starter Nutrient Seed Coating and/or cereal fungicides for your First Choice program acres. \*\*

\*Price match guarantee is applicable on post-harvest selectable quality barley only. For price matching, the customer must provide substantiated competitor's offer to purchase and Cargill will either price match or the customer will be released from their production agreement ("Right of First and Last Refusal").

\*\*Receive 5¢/bu credit on account with a purchase of Precision Starter Seed Nutrient Coating for application at a 3 bu/ac rate and/or receive 25¢/ac credit on account for cereal fungicides. Must match First Choice Malt Barley acres. Program will be reconciled by October 15, 2024.

## How it Works

- Sign a **First Choice** production contract with Cargill by June 28, 2024 for CDC Copeland, AAC Connect, AAC Synergy varieties (*at select locations*).
- Confirm by June 28, 2024, that contracted First Choice acres have been planted. *Notify Cargill within 10 business days of any crop failure occurrence. If a pre-harvest priced contract has been established, the contract must be brought to market at that time.*
- Cargill agrees to purchase a minimum 1.25 MT/acre of selectable quality malting barley. Decide on a pricing and movement strategy (*into select locations*):
  - October-November-December 2024
  - January-February-March 2025
  - April-May 2025
  - June-July 2025

*First Choice production tonnes must be priced by February 28, 2025.*

*Production tonnes may be split into any quantity and into different delivery periods.*

- Production estimates and minimum 1kg representative harvest samples per storage bin must be supplied to Cargill no later than October 15, 2024.
- Cargill will provide complete harvest sample results and selection status within 10 business days of sample submission.
- Payment will be made following delivery and full quality determination of shipped tonnes.

**For more information, drop by your nearest Cargill location, contact your Cargill representative or visit [CargillAg.ca](https://CargillAg.ca).**

