

# G3 Contracts

G3 offers a full range of contract options to meet your risk and performance objectives and cash flow needs.

When developing your marketing plan, ask yourself:

- How am I managing my futures risk?
- How am I managing my basis risk, including foreign exchange and grade spread risk?
- What are my cash flow needs?
- What are my delivery needs?

Mix and match G3's contracts to achieve the right balance of performance and risk for your farm operation.

## CASH CONTRACTS

Best choice for full and immediate cash flow. Best choice when your delivery needs and attractive basis and/or futures values all line up.

### Programs

*Target Contracts:* Determine the price at which you are willing to sell your grain, and let G3 watch the market for you.

*Deferred Delivery Contract:* Lock in a flat price, delivery period and reference grade at sign-up.

*Futures First Contract:* Lock in the futures price at sign-up\*. Select your basis price, delivery period and reference grade later.

*Basis First Contract:* Lock in the basis price, delivery period and reference grade at sign-up. Select your futures price later\*.

*\*Price your CWRS, CWRW and CPSR on the Minneapolis, Chicago or Kansas City futures exchanges.*

Grain*	Target Contracts	Deferred Delivery Contract	Futures First Contract	Basis First Contract	Production Contracts with Act of God
Wheat	✓	✓	✓	✓	
Durum	✓	✓			
Canola	✓	✓	✓	✓	
Malting Barley	✓	✓			✓
Yellow Peas	✓	✓			
Red Lentils	✓	✓			✓
Flax	✓	✓			
Soybeans	✓	✓	✓	✓	
Corn	✓	✓	✓	✓	
Rye	✓	✓			
Oats	✓	✓	✓	✓	
All other grains	✓	Ask your local G3 elevator			
Off-farm programs (various grains)	✓	Ask your local G3 elevator			

\*Program availability may vary by location.

## FUTURES CHOICE POOLS

Best opportunity in the market to manage your basis risk – including foreign exchange and grade spread risk - while retaining the ability to price your own futures.

Lock in your own futures value. Basis portion of the contract is pooled during the Early Delivery, Annual or Winter pooling period. Futures target pricing is available.

Grain	Early Delivery Pool sign-up deadline	Annual Pool sign-up deadline	Winter Pool sign-up deadline	Act of God provision*	Eligible grades
Wheat	Oct. 7, 2016	Oct. 31, 2016	Feb. 10, 2017	✓	Nos. 1, 2 and 3 CWRS
Canola	Oct. 7, 2016	Oct. 31, 2016	Feb. 10, 2017	✓	No. 1 Canada Canola
Soybeans	Oct. 7, 2016	N/A	N/A	✓	Nos. 1 and 2 Canada Soybeans

\*On all unpriced tonnes.

## POOLS

Best choice for a low-risk solid average final return where cash flow needs are not pressing.

Grain	Early Delivery Pool sign-up deadline	Annual Pool sign-up deadline	Winter Pool sign-up deadline	Act of God provision*	Eligible grades
Wheat and Durum	Oct. 7, 2016	Oct. 31, 2016	Feb. 10, 2017	✓	Nos. 1, 2 and 3 CWRS Nos. 1, 2 and 3 CWAD
Canola	Oct. 7, 2016	Oct. 31, 2016	Feb. 10, 2017	✓	No. 1 Canada Canola
Soybeans	Oct. 7, 2016	N/A	N/A	✓	Nos. 1 and 2 Canada Soybeans
Yellow Peas	Oct. 7, 2016	Oct. 31, 2016	N/A	✓	Nos. 1 and 2 Canada Yellow Peas

\*On all unpriced tonnes.

### For more information:

- Contact your local G3 elevator ([www.g3.ca/contact-us](http://www.g3.ca/contact-us) or 1-800-275-4292)