



PRODUCT SHEET

FIXED PRICE CONTRACTS: 3 Windows

WHAT IS A 3 WINDOWS CASH CONTRACT?

A 3 Windows fixed price contract is an added feature to a standard fixed price cash contract. It gives growers the flexibility to plan cash flow handle and contingencies, such as drought, in a cost-effective manner.



HOW DOES 3 WINDOWS DELIVER BENEFITS?

The 3 Windows contract is designed for growers who are looking to sell cash grain at a level to lock in gross margins, however, need the option to defer delivery due for production or cash-flow reasons. Under this contract, the grower has the option to nominate one of three delivery periods, including post-harvest or new season. There is a different set price for each delivery period.

DELIVERABLE GRADES

Under a 3 Windows contract, the grower can sell either a fixed grade or a multi grade contract. The 3 Windows option provides additional flexibility to the standard fixed price or multi grade contracts.

MULTI GRADE

Multi Grade Fixed Cash contracts allow growers to lock in a set price for APW wheat. Premium and discount schedule (spreads) are available to establish the fixed price for grades. Growers may elect to either lock in the spreads for other grades at the time of contracting (or after 1 February 2011 for period 3), or to leave these spreads floating. If a grower leaves spreads floating, they will be set as per Emerald's published spreads as at 1 November 2010 for delivery periods 1 and 2, and 1 November 2011 for delivery period 3.

FIXED GRADE

Growers may also elect to sell forward through a grade-specific cash contract. Under this type of contract, there will be no grade spreads quoted, as only the base grade, or better, may be delivered against the contract at the contracted price.

DELIVERY

Deliveries are accepted at all major BHCs and selected private storers. Please ask your local merchant for a list of private sites where Emerald accepts deliveries.

PAYMENT

Payment will be based upon bin grade. Payment will be made 21 days EOW from delivery.

3 WINDOWS

THERE ARE 3 CONTRACT PERIODS AVAILABLE FOR YOU TO CHOOSE FROM.



NOMINATE

No need to nominate this delivery period - simply deliver to BHC or Emerald approved private storage

QUALITY

Emerald will accept all grades received and binned by the relevant BHC

DELIVERY PERIOD

October 2010 - December 2010



NOMINATE

Prior to 31 October 2010

QUALITY

Nominate quality by 31 January 2011

DELIVERY PERIOD

July 2011



NOMINATE

Prior to 31 October 2010

QUALITY

Fixed grade remains, multi spreads will be as per the Emerald new season multi bids which are initiated on 1 February 2011 or unless otherwise set as per first day of delivery.

DELIVERY PERIOD

October 2011 - December 2011



TERMS AND CONDITIONS

The Emerald 3 Windows terms and conditions apply and can be found on Emerald's website.

CONTRACT SIZE

Minimum 50mt

LOCATION DIFFERENTIALS

Emerald will offer prices for new season contracts based on a port bid.

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