Sunderland (Head Office)
Box 280, 1 River St.
Sunderland, On. L0C 1H0
705-357-3491

Lindsay Petroleum
36 Harvest St.
Lindsay, On. K9V 4S1
705-324-2242

Oakwood Ag Centre
381 Taylors Rd.
Oakwood, On. K0M 2M0
705-953-9660

Peterborough District
1057 Hwy 7 East
Otonabee, ON K9J 6X8
705-745-4607

www.sunderlandco-op.on.ca

You have several options available when it's time to market your grain

Cash (spot): The producer receives the spot price at the time of delivery. No forward arrangements need to be made prior to delivery. Deferred payment is an option.

Open Storage: Store your grain in our bins. The title of the grain remains with the producer until the grain is priced. A storage rate will apply.

Fixed Price Contract: If the future bid for grain delivered is favourable we can set a contract up that locks this price for a specified delivery period. This is one of the most popular methods to establish a price for grain to be delivered at a later time.

Farm Pick-up: If you have grain stored on farm we will come and pick it up. There may be a premium paid for this if you are able to load tractor trailers within an hour.

Basis Contract: A basis contract is priced in two steps. Initially the basis and amount of tonnage or bushels are set. Title passes to the Co-op at time of contract therefore ending further storage charges. An advance payment is made at time of delivery for 60% of current market value. Futures price is then set at a later date in order to determine the final selling price. This pricing method is used when the producer feels comfortable with the basis but feels the future price will improve.

Hedge to Arrive Contract (HTA): This contract is completed in two steps. Initially the futures price, delivery period and number of bushels are set. There is a cost for setting futures pricing. Contact us for details. The basis can be set at any time up to delivery of the grain. As currency is a factor in setting pricing please note that the basis will be determined in a U.S. $ value and then converted to Canadian. HTA contracts cannot be cancelled or bought back.

NEW!! Value Added Contracts: Sunderland Co-operative is excited to offer producers new type of contracts that utilize grain marketing strategies for corn, wheat or soybeans. One of these contracts is called a Flex Floor Advantage contract. The contract sets a basis and a floor price for their grain while still allowing to take advantage of any up movement in the market. This is aided through the use of put and call options. Storage charges end at date of contract on grain previously delivered. The charge for this contract is dependant on the cost of the options. Every week an equal quantity of bushels are priced. If the price is above the floor price then the bushels are priced at current pricing. If the price is below the floor price then the bushels are priced at the established floor price. In order to reduce the cost of this contract a call option is sold. If on the end date of the contract the futures price is at or above the price where the call option was sold then there is an obligation to contract an equal quantity of bushels of the original contract. There are minimum contract sizes but we may be able to match a number of growers together to write a contract. Please contact Paul at (705)953-9660 for further details.

NEW!! Merchant Plus Grain Contract:

This is a program that aids the producer in pricing a portion of their corn or soybean crop. It is a contract for delivery of grain to the elevator but is priced by a professional team of managers at FCStone (Sunderland Co-op grain brokerage partner). Producers would enroll a set number of bushels during a sign up period and chose to either use a conservative or aggressive pricing strategy. There are no minimum bushels required for this contract. The strategies and progress are shared by FCStone during the pricing period and a final futures pricing is arrived at by the end of the contract. Basis can be set by the producer calculated in a U.S. value at any time prior to delivery. Settlement is made in Canadian dollars at time of delivery. There is a cost of 15 cents per bushel for corn and 20 cents per bushel for soybeans. These are deducted off the final futures price so there are no upfront costs.

This program allows producers with smaller tonnages to leverage the global expertise of FCStone to manage price risk and takes the guesswork and emotion out of the grain pricing decision. A suggestion is to commit 10-20% of production to this contract. Please contact Paul Robertson at (705)953-9660 for more information.