



# WPC GRAIN CHAT

**COMMITTED TO YOUR SUCCESS!!**

[www.walkerproducts.net](http://www.walkerproducts.net)

Fall 2021

## LOOKING BACK TO GAIN PERSPECTIVE

This summer has offered some great prices to contract corn and soybeans for this year's harvest. Hopefully you were able to take advantage and lock in sales for some of your production near the high of the markets over the last couple of months.

Even if you have some harvest sales on the books, you likely have plenty more to sell. It's easy to feel the sting of missed opportunity as you note December corn futures have dropped almost \$1.00 and November soybean futures over \$1.50 from their summer highs as of the end of August. However, simply comparing the current prices to this year's highs loses a lot of perspective on just how good prices remain.

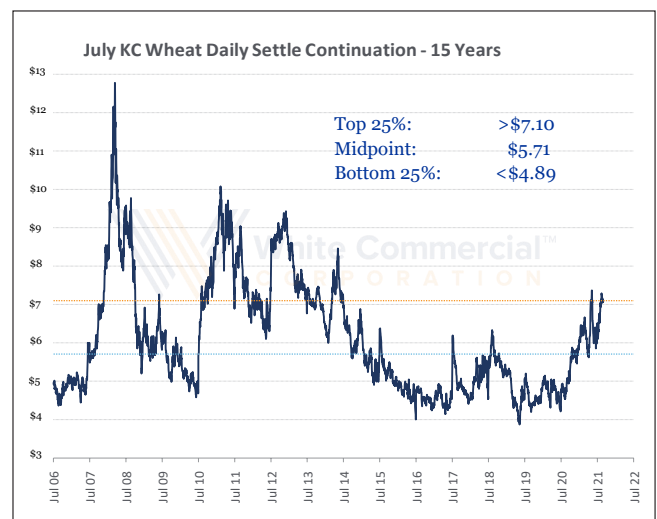
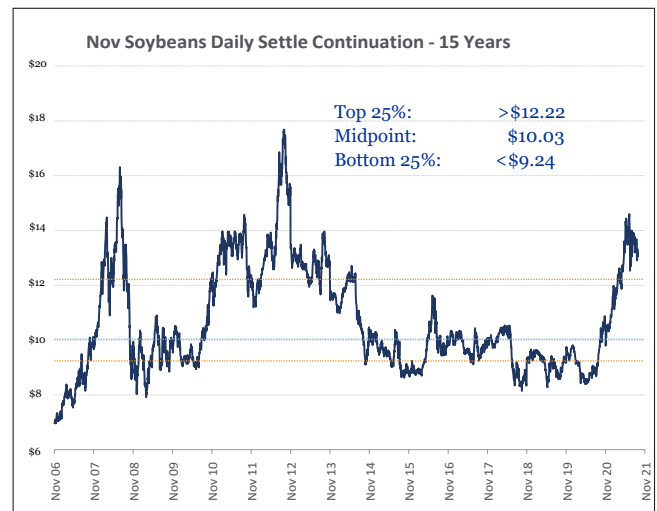
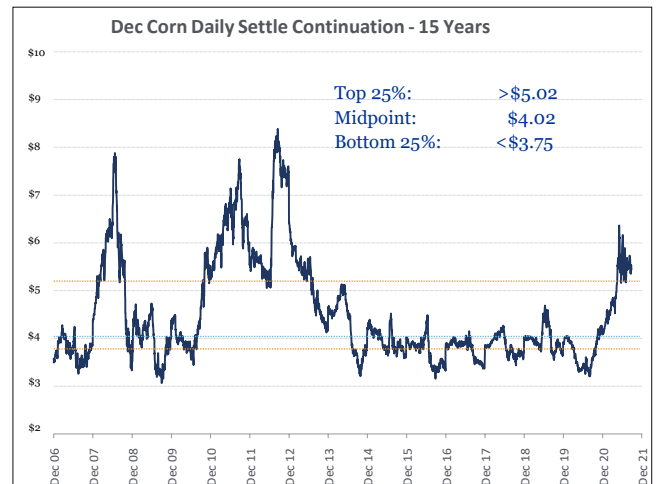
The charts show how the current prices compare to prices available of the last 15 years. As of the start of September, both December corn and November soybeans were in the top 25% of price opportunities since 2006.

This is valuable perspective as you decide whether to sell grain at harvest this fall. While prices can always go higher, waiting to price grain after harvest always comes with cost, or risk, or both. Realize that waiting means passing on prices that have rarely been available of the last decade and a half.

The great pricing opportunities don't end with corn and soybeans either. Looking ahead to the 2022 wheat crop, it is worth noting the July futures are also in the top 25% of prices since 2006.

It's always hard to pull the trigger on sales after prices have fallen from their highs, but don't let a little missed opportunity cause you to lose sight of the opportunities still available.

(Article reprinted from Sept/Oct 2021 Profit talk—White Commercial Corp)



### **2021 FALL STORAGE & D.P. POLICIES**

#### **CORN & MILO**

As done in previous years, all unsold corn & milo received for 2021 harvest will automatically be placed on Delayed Price (DP). No Open Storage is offered. Rates for corn & milo are \$.045 cents/bu/month with 15 free allowance days calculated from unload date until sold. Contracts will be mailed after the completion of harvest.

#### **SOYBEANS**

As done in previous years, all unsold soybeans received for the 2021 harvest will be placed on Delayed Price (DP) contracts. No Open Storage is offered. Rates for soybeans are \$.05 cents/bu/month with 15 free allowance days calculated from unload date until sold. Contracts will be mailed after completion of harvest.

All policies and programs are subject to change anytime without notice or warning.  
 (Delayed Price (DP) contracts transfer ownership to Walker Products Company; in return the customer receives a contract retaining his right to price the grain when he chooses.  
 DP grain is not eligible for FSA loans or LDP payments, nor is grain available for client load out.)

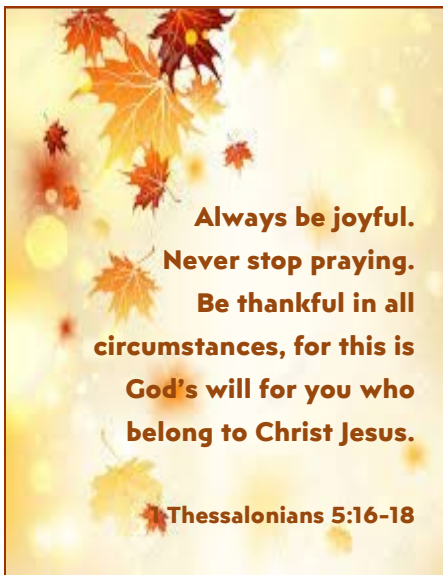
## CONTRACTS AVAILABLE AT WALKER PRODUCTS

**TARGET CONTRACTS:** You choose the price, and if the market hits it, we'll lock it in for you. This can be done on open storage grain, DP grain or future delivery. This allows the market to work on the target for the 17+ hours a day that it is trading. However, if the target isn't met, these are cancelable and cost you nothing.

**FORWARD CONTRACTS:** These allow you to sell the grain before delivery and are done in 1000 and 5000 bushel increments. This is a good marketing tool that allows you to capture a price that may not be available at or after harvest. There is no cost for this option.

**DEFERRED CONTRACTS:** Do you want to sell your crop now and not take payment until next year? This option is for you. You will be asked to sign a contract, but there is no cost to you. In fact, we pay a little premium to you if you choose this contract.

**STAY IN THE MARKET (Minimum Price) CONTRACTS:** This contract allows you to stay in the market. A floor price is set at which you get paid, and you still have opportunity to stay in the market and catch the gains should the market rally. This costs a premium which is known upfront, but it does protect you from declining prices and stops storage and DP costs.



Always be joyful.  
Never stop praying.  
Be thankful in all  
circumstances, for this  
is God's will for you who  
belong to Christ Jesus.

Thessalonians 5:16-18

### HARVEST DO'S

**DO** call us ahead of time to make changes to field splits or names.

**DO** remember to tell your driver what field you are on.

**DO** check your tickets daily to make sure the names and splits are correct. Changing tickets right away is easy for us to do. But after landlords or farmers sell, we are not able to make any changes.

**DO** be safe and have a bountiful harvest!!



### Just a Note about Harvest Hours

It is our desire to be open when farmers are harvesting. Closing hours will be posted on a daily basis determined by the need. However, there are times when we are not sure if anyone is cutting. During those times, a note will be posted on the office doors. We are available even if the drive door is shut. Just call the office number 524-4107 and the call will be forwarded to the person on call. Please don't let the lack of personnel deter you from calling. We are only a few minutes away.

### **Mission Statement**

*Walker Products Company is an independently owned country grain elevator in Lincoln, Kansas dedicated to bringing profitability to area farmers by using clear-cut marketing concepts proven to add value to the farming operation. We are dedicated to educating ourselves and our customers in farm and business management and ready to assist you with your grain handling and marketing needs.*

*Friendly, customer service is the foundation of our business with integrity at its core. With over 60 years of experience our focus remains the same...*

***We are committed to your success!!***

Walker Products Co., Inc.

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on FACEBOOK @[walkerproductscompany](https://www.facebook.com/walkerproductscompany)

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Contracts, Settlements, Delivery  
Sheets and much more.

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