



PRODUCT SHEET

# FIXED PRICE CONTRACTS: 3 Windows

**WHAT IS A 3 WINDOWS CASH CONTRACT?**

A 3 Windows fixed price contract is a new type of fixed price contract which allows growers to reduce risk in their fixed price program. It gives growers the flexibility to plan cash flows; handling contingencies, such as drought, in a planned and 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 certain levels to lock in gross margins, but are reluctant to do so due to production or income and cash-flow concerns. Under a 3 Windows contract, the grower can nominate one of three delivery periods, including post-harvest and new season, to deliver contracted grain with a set price for each different delivery period.

**DELIVERABLE GRADES**

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

**MULTI GRADE (WHEAT)**

Multi Grade 3 Windows fixed price contracts allow growers to lock in a set price for APW wheat along with a premium and discount schedule to establish the fixed price for alternate grades. For deliveries in windows 1 and 2, the grade spreads published on date of transfer to SQP ownership will apply. For deliveries in window 3, the grade spreads published on date of transfer to SQP ownership will apply.

**FIXED GRADE**

Grower may elect to sell specific grade. 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.

**PAYMENT**

Payment will be based upon bin grade.  
Payment will be made 14 days EOW from delivery or transfer.

**3 WINDOWS**

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



**2011/12 HARVEST**

**NOMINATE**

No need to nominate this delivery period - simply deliver to BHC

**QUALITY**

Fixed grade remains, the multi grade spreads published on date of transfer of ownership to SQP

**DELIVERY PERIOD**

November 2011 - January 2012  
(Dates vary by region, refer to terms and conditions)



**JULY 2012**

**NOMINATE**

Prior to 1 November 2011

**QUALITY**

Nominate quality by 31 January 2012

**DELIVERY PERIOD**

July 2012



**2012/13 HARVEST**

**NOMINATE**

Prior to 1 November 2011

**QUALITY**

Fixed grade remains, the multi grade spreads published on date of transfer of ownership to SQP will apply

**DELIVERY PERIOD**

November 2012 - January 2013  
(Dates vary by region, refer to terms and conditions)



## TERMS AND CONDITIONS

The 3 Windows terms and conditions apply and can be found on our website.

## CONTRACT SIZE

Minimum 20mt

## LOCATION DIFFERENTIALS

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

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