



PRODUCT SHEET

CASH CONTRACTS: Fixed & Multi Grade

WHAT IS A CASH CONTRACT	A cash contract provides growers with a fixed price for grain delivered to a specific location at a future date.
GRADES AVAILABLE	In a Forward Cash contract, a grower forward-sells their anticipated grain production for delivery in the future. Under this type of contract, there are two options for setting the base price: Multi Grade and Fixed Grade. All grades are deliverable against a Multi Grade contract under the one variety.
MULTI GRADE	There are three types of Multi Grade barley contracts. Multi Grade Forward Cash contracts allow growers to lock in a set price for one variety, either feed, malt or both, with a premium and discount schedule devised to establish the fixed price for quality grades other than the base grade chosen. Growers may elect whether to fix the malt price, feed price or both prices on the day of contracting.
FIXED GRADE	Growers may also elect to forward-sell a varietal and grade-specific contract. That is, there are no grade spreads quoted, as only the base grade or better may be delivered against these contracts 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 that SQP accepts deliveries to.
PAYMENT	Payment will be based upon bin grade. Payment will be made 14 days EOW days from delivery or transfer.
TERMS AND CONDITIONS	All terms and conditions are as per GTA standards, and can be found on SQP's website.
CONTRACT SIZE	Minimum 20mt
LOCATION DIFFERENTIALS	SQP will offer prices for new season contracts based on a port bid. To establish a local depot price, please deduct the location differential posted on SQP's website. Location differentials are not set for the 2010/11 season until 1 August 2010.

OPTIONS 3 OPTIONS FOR MULTI GRADE BARLEY FORWARD CONTRACTS	1	2	3
	FIXED FEED FLOATING MALT	FIXED MALT FLOATING FEED	FULLY FIXED
	Variety and Feed price fixed at time of contracting. Malt price and spreads to other malt and feed quality grades as at SQP bid sheet on 1 November 2010.	Variety and Malt price fixed at time of contracting. Feed price and spreads to other malt and feed quality grades as at SQP bid sheet on 1 November 2010.	Variety, Malt and Feed price fixed at the time of contracting. Spreads all other malt and feed quality grades to be determined on date of contracting.

Disclaimer: All Southern Quality Produce fixed price and multigrade products are managed and executed by Emerald Group Australia Pty Ltd. The information in this product sheet is of a general nature only and does not take into account the particular needs or individual circumstances of customers. This information does not constitute any investment recommendation or advice. Southern Quality Produce Pty Ltd, ABN 88 682 427 442, does not give any warranty, whether express or implied, as to the accuracy, reliability or otherwise of the information contained herein, and to the maximum extent permissible by law, accepts no liability in contract, tort (including negligence) or otherwise for any loss or damages suffered as a result of reliance on such information. This information is current at July 2010.

EMER 30970