

## GRAIN MARKETING SERVICES

### FROM PLANTING TO PROFIT

Farms are getting bigger; yields are increasing, and markets are getting more complicated. That's where ADM comes in, with vast resources and a knowledgeable staff of marketers to help you sort through the many challenges of grain marketing in today's world.



Whether you're marketing  
**1,000 BUSHELS**  
or **1 MILLION**,  
we'll work with you  
to find the  
**BEST STRATEGY** for  
your business.

ADM BUSHEL

ADM delivers for its customers, pairing marketing services with the world's largest origination, transportation, and grain and oilseed storage network.  
**RESOURCEFUL BY NATURE™**

**ADM GRAIN**

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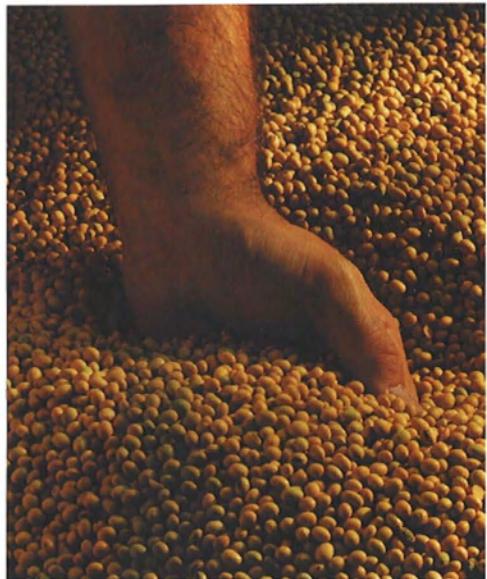
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ADM

### A DIFFERENT KIND OF RELATIONSHIP

At ADM, our business is to help you grow yours.



We want to know each of our customers individually, so we can help you get the most out of your crops. Maximizing sales of your corn, beans, wheat, and other commodities and providing competitive bids to impact your profitability.

Our marketing specialists focus on the client, providing true service that's customized for your needs. They have the knowledge and integrity you want behind your grain marketing, and they'll work closely with you to help find a strategy that's right for you and your business.

We're your partners  
in **SUCCESS.**

## BUILD A TOOLBOX

ADM's grain marketers are experienced in traditional marketing strategies, and we'll help you find the best tools for your business and work with you to identify the risk level that's most comfortable for you.

Then, we'll help you put the right mix of our marketing alternatives to work. Choose from:

- **Cash marketing/spot market**
- **Deferred pricing**
- **Storage**
- **Forward contract**
- **Basis contract**
- **Futures only contract**
- **Minimum price contract**
- **Floor price contract**
- **ASP™ (Average Seasonal Price) Contract**  
(automatic pricing over historically "price-friendly" period averaged for final price)
- **ADM Advantage Contract** (independent marketing professional sets futures price and you set basis)

## DIVERSIFICATION MADE EASY

Diversifying your portfolio is sound investment advice, but what does that really mean? At ADM, it means personalized attention to help you combine a variety of tactics to best market your grain.

Our **Portfolio Approach to Grain Marketing**<sup>SM</sup> includes:

- **Self-directed marketing**
- **Marketing Partners Advisory**<sup>SM</sup>
- **ASP Contract**
- **ADM Advantage Contract**

First, we encourage you to self direct your grain marketing, so you make most of the decisions on your own, with data and strategies ADM market



specialists provide for you. Of course, we'll provide as much or as little assistance as you require.

Next, our **Marketing Partners Advisory**, made up of ADM staff all over the Midwest, provides pricing recommendations for you through personal communications, regular outlook meetings, and electronic postings. Based on information from the **Marketing Partners Advisory**, you make the final marketing decisions.

The third component in our diversification program is our **ADM Advantage Contract**, which gives you the flexibility of having independent marketing professionals handle your futures pricing. You receive a contracted price for a specific quantity of grain delivered during a specific time period to a specific place. Working with your local ADM marketing professional, you set the basis.

Rounding out the program, our **ASP (Average Seasonal Price)** and **ASP II™ Contracts** give you a break from the challenge of timing your grain marketing right. Choose the **ASP Contract** for bushels



not yet harvested and the **ASP II Contracts** for already harvested bushels. These contracts automatically price grain over a specific time period—a historically "price-friendly" time of the year. At the end of the contract, prices from that period are averaged to determine the final contracted price.

## INFORMATION YOU NEED

When you partner with ADM for your grain marketing, you get more than just buying and selling tips. We provide you with detailed, up-to-date information and analysis through your local elevator, e-mail, web, and face-to-face meetings to help you make informed decisions.

You'll get morning and closing market commentary; daily corn, soybean, and wheat marketing reports; monthly USDA report analysis; and more. We also offer grain marketing outlook meetings for face-to-face exchange of marketing commentary, ideas, and strategy.



- View ADM grain market data
- Access live truck unload, contract, and settlement information\*
- Review ADM location grain bids
- See ADM specialty grain program information
- Evaluate commodity futures, options, and charting
- Look over market calendars (USDA reports, etc.)

- Manage your account
- Examine current loan deficiency payment information
- Read commodity news and local and national weather

Through e-ADM.com, your local ADM marketing professional can provide additional assistance with Market Help, a software program designed to help you understand grain marketing. Based on your yield, acres planted, and cost of production items, it provides accurate cost comparisons for your strategies. Using Market Help, your ADM representative can even create detailed charts and tables of approximate revenue for each strategy you're considering.

To sign up for e-ADM.com, just contact your local ADM location for an account.