

## What is it?

The Fixed Price Contract (FPC) is a pricing option that offers you a flat price for your selected barley. The CWB Pool Return Outlook (PRO) and the Winnipeg Western barley futures are used to establish a daily flat price from February 26 to October 31, 2007. The contract is a pricing commitment requiring 100 per cent application of deliveries. Since the FPC provides forward pricing opportunities before harvest, a 2007-08 CWB Selected Barley Storage and Delivery Contract (SBSDC) is required, confirming selection of your production.

## How does it work?

The FPC provides you with a value outside the pool account that you can incorporate into your farm management practices for price risk, budgeting, fixing margins, planning seeding and improving cash flow. On delivery, you receive the initial payment for the actual grade delivered. An additional payment will be issued by the CWB within 10 business days. Producers who choose an FPC are not eligible for adjustment, interim or final payments from the pool account.

## Reference grade

Reference grades are used to post pricing information based on in store Vancouver or St. Lawrence. The reference grade is used as the base grade for your FPC. You will receive a premium or discount between the reference grade and the delivered grade based on the initial payment spreads at the time of delivery. The reference grade for selected barley is Standard Select.

## Sign-up

You can commit to a selected barley FPC by phoning the CWB with your Producer Identification Number (ID) and Personal Identification Number (PIN) or by faxing a sign-up application form. You must indicate the type and the number of tonnes you want to commit to the selected barley FPC (minimum 20 tonnes).

## Prices and forms

CWB Web site	www.cwb.ca, 'Producer Payment Options'
Fax on demand	1-800-275-4292 (telephone menu option #3)
Telephone	1-800-275-4292
Contact	CWB Farm Business Representatives
Visit	CWB handling agents/grain companies

## Delivery Requirements

Once you have committed tonnage to the program you are obligated to:

1. sign a 2007-08 CWB SBSDC in order to deliver against your FPC; and
2. deliver 100 per cent of the tonnage committed to your FPC.

## Payment

1. Your delivery will automatically be applied to your FPC through the SBSDC number on the cash purchase ticket.
2. You will receive your FPC payment in two parts:
  - the initial payment for the actual grade you deliver; and
  - the CWB additional payment representing the remainder of your contract price calculated as:  
FPC contract price – reference grade initial payment + incremental payment value\*.



\* Incremental payment values reimburse you for the time value of money portion of the discount for deliveries made later in the year. Incremental payment rates are established on the sign-up date and are listed on the daily pricing schedule. The rates increase progressively each month from August to July and you are paid the rate associated with the month in which delivery takes place.

### Example

On May 18, the fixed price for the reference grade Standard select two-row barley is posted on the pricing schedule at \$3.56 Cdn per bushel in store Vancouver or St. Lawrence. Bob signs an FPC on this date.

Bob delivers Select two-row barley on October 10, which is automatically applied to his FPC. The initial payment for Standard Select two-row barley is \$2.44 per bushel and \$2.49 per bushel for select two-row barley. Bob receives the initial payment net of freight and handling costs for his location ( $\$2.49 - \$1.05 = \$1.44$  per bushel).

Within 10 business days, the CWB issues a payment representing the difference between Bob's FPC value and the initial payment for the reference grade, plus the incremental payment value for October delivery ( $\$3.56 - \$2.44 + \$0.01 = \$1.13$  per bushel).

Bob's farmgate price works out to \$2.57 per bushel ( $\$1.44 + \$1.13$ ) for the select two-row barley he delivered. Bob receives no further payments on this barley.

## The FPC at work on your farm

	Bob's numbers		Your numbers
	Per bushel	Per tonne	
CWB initial payment for the grade delivered	\$2.49	\$114.37	
Freight and handling deductions at the elevator*	\$1.05	\$48.23	
Net initial payment	\$1.44	\$66.14	
FPC value for reference grade	\$3.56	\$163.51	
CWB initial payment for the reference grade	\$2.44	\$112.07	
Incremental payment	\$0.01	\$0.46	
CWB additional payment	\$1.13	\$51.90	
Farmgate price	\$2.57	\$118.04	

\* Estimated deductions. These will vary by location.

## Changing contract commitments

The FPC offers several options for reducing contract commitments if you are unable to fulfill 100 per cent of your tonnage commitment.

1. You can assign the outstanding tonnes of your contract to another producer who is willing to assume the terms and conditions of the contract. All assignments are subject to a \$15 administration fee per transaction. This fee is charged to the original contract holder (the assignor).
2. You can buy out the outstanding tonnes on your contract based on current market factors. Values posted on the date the buyout is initiated will be used to calculate the buyout cost. All buyouts are subject to a \$15 administration fee.
3. If your selected barley is later rejected by a maltster, you can transfer your selected barley FPC to a feed barley FPC. There is a \$15 administration fee for this option.
4. If you chose the force majeure option at sign-up, you can invoke it to reduce pricing damages for non-performance due to extreme events that cause production loss. There is a \$3 per tonne cost associated with the force majeure option.

If you want to exercise any of these options, call the CWB at 1-800-275-4292.