

MAY, 2020

VOLUME 1, ISSUE 2

BRINGING YOU THE LATEST IN
THE GRAIN MARKETS TO KEEP
YOU CONNECTED TO YOUR
COOPERATIVE



GRAIN BIN BULLETIN

LANE AVENATTI JOINS FARM MARKETING TEAM

LANE AVENATTI

Hello, my name is Lane Avenatti and I am the new hire for the Farm Marketing Specialist at the Ivesdale location. Just to give you a little bit of background information on me, I am a new addition to the alumni family at the University of Illinois. While at the U of I, I studied Agribusiness Markets and Management. Along with going to school I worked at INTL FCStone as a Trade Desk Intern and raced Standardbred horses. I look forward to becoming acquainted with you all and building lasting relationships. Good luck with the rest of planting season!



DARRIN WAX JOINS FARM MARKETING TEAM

DARRIN WAX



Hello, my name is Darrin Wax and I have been part of the Premier team since August 2017. I grew up in Villa Grove and have many lifelong relationships with farmers in that area. I attended college at Illinois State University where I earned a Bachelors Degree in Agribusiness. Before my career at Premier, I worked in seed production and the agronomy retail industry. My experience within our cooperative includes a few years of operations and, most recently, a role as a Grain Buyer in our Northwest Region. I am very excited to take on this new role as the Farm Marketing Specialist out of our Sidney location, and to continue forging great relationships with our patrons in the communities that we serve.

The risk of loss in trading futures and/or options is substantial and each investor and/or trader must consider whether this is a suitable investment. Past performance, whether actual or indicated by simulated historical tests of strategies, is not indicative of future results. We do not guarantee that such information is accurate or complete and it should not be relied upon as such. Trading advice reflects our good faith judgment at a specific time and is subject to change without notice. There is no guarantee that the advice we give will result in profitable trades.

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CURRENT MARKETING OPPORTUNITIES

TANNER SALTSGAVER

Hello all, I hope your families are doing well and in good health. I also hope that your progress with planting is going well. It appears we have hit a little wet spell in this region, and we are being delayed some. Although I believe many of you remember the 2019 season quite well and must agree we are ahead of that nightmare. This leads me into my first topic- in a large picture the 2020 crop seems to be off to a good start with regards to planting progress. I want to be careful and not get zoned in on our regions weather alone as we need to think big picture.

On Tuesday May 12th the most recent WASDE report came out. It was not really any shock to us. Many did not believe there would be any large changes in it. Along with high carryout numbers from the US there is some pressure from outside markets as well. Along with that we are still looking at 97 million acres of corn to be planted. These two factors along with the COVID-19 situation may place a lot of pressure on this market.

Looking at old crop corn, that brings me to think we need to be prepared to sell. There are not many creative marketing opportunities left as we are running out of time to get this crop moved. I think we should focus on the situations at hand and what is going on in the marketplace and be ready to act when we think the opportunity is there.

Turning our focus to the 2020 crop, I believe there is some opportunity out there still. These may not be numbers that we liked at the start of the year, but I believe looking at the current market environment there is still some opportunity that is available. Watching planting progress and weather trends will help to provide insight to how the crop is progressing along with what is going to continue to happen with the COVID-19 situation. Again, we may have some limited opportunities and need to be ready to act upon those when the time comes.

Several customers have started to turn some attention to the 2021 crop. There are some creative things available out there to make some sales that many would think are good prices. This is a market that should be looked at and see if there is an opportunity to sell some forward grain at good levels.

Soybeans offer a little more upside potential as we have started to see some Chinese exports and that has created some market movement. Again, old crop beans we need to be ready to make sales when we feel the market presents itself. There is not a lot of creative opportunities available out there of that. I encourage you to reach out to your Farm Marketing Specialist and visit with them about what opportunities are present and best fit your situation. There have been some very unusual market movements that have presented themselves. Those market environments may create some unique opportunities out there of you are prepared with a plan.

I will include a few opportunities that are available through your Premier Cooperative Farm Marketing team. Please feel free to reach out and ask with any questions.

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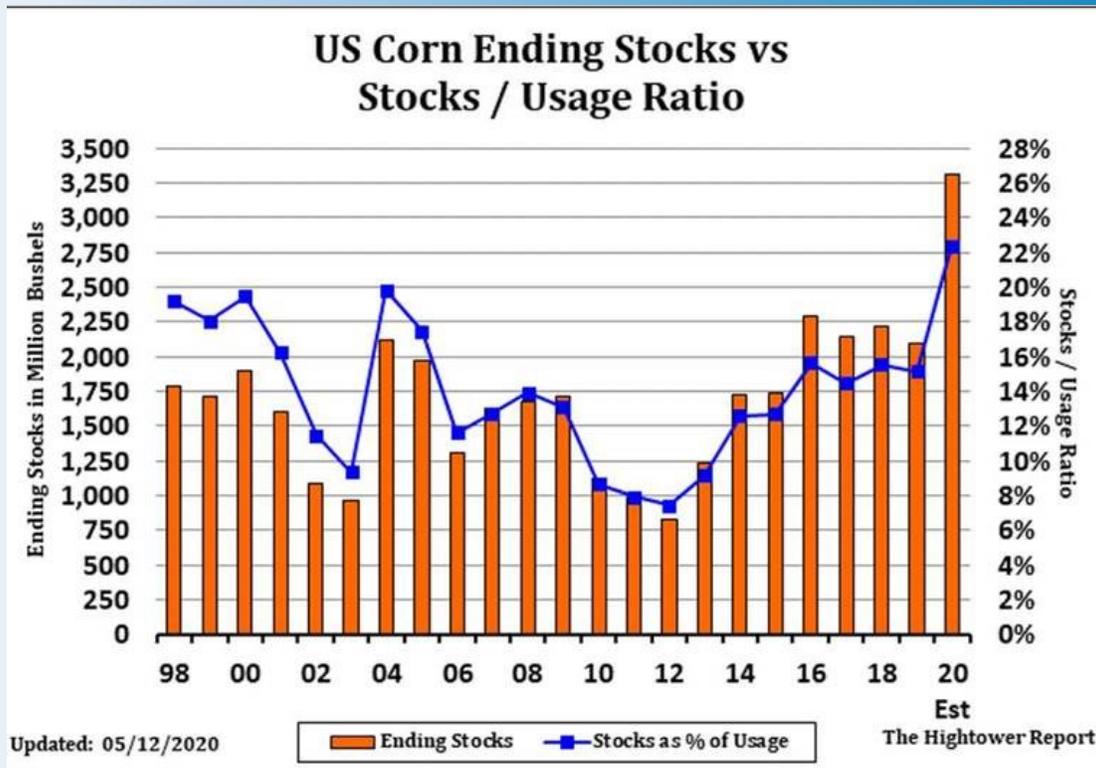
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***Prices subject to change with market movements.

<u>Corn upside potential prices</u>	<u>Corn floor protection prices</u>
July 20- \$3.20 to \$3.40	July 20- \$3.10 to \$3.20
Dec 20- \$3.650 to \$3.60	Dec 20- \$3.15 to \$3.30
July 21- \$3.80 to \$3.90	July 21- \$3.40 to \$3.50
Dec 21- \$3.80 to \$3.90	Dec 21- \$3.50 to \$3.60
Dec 22- \$3.85 to \$4.00	Dec 22- \$3.60 to \$3.70



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