

Justin Price  
PRE-HARVEST  
Spring Wheat



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Justin makes pre-harvest sales based on price objectives - up to 75% of his APH production.  
Before 2007, Justin sold 25% increments of \$3.50, \$3.85, and \$4.20 September spring wheat futures.  
In 2007, his price increments were \$4.00, \$4.50, \$5.00.  
In 2008, his increments were \$4.30, \$4.90, \$5.50.  
In 2009, his increments were \$5.00, \$5.75, \$6.50.  
In 2010, his increments were \$5.60, \$6.10, \$6.60.  
In 2011, his increments are \$5.50, \$6.00, \$6.50.  
Justin starts pricing on September 1 of the year before and makes sales if a price objective is met.

Year	Minneapolis September Spring Wheat Futures	Minneapolis September Spring Wheat Futures	Minneapolis September Spring Wheat Futures	3 sale futures	percent pre-harvest	Crookston Nearby HRS Basis Friday	Pre-harvest average	Crookston Price Friday	Justin's weighted** average	date	date	date
	<u>1st Sale</u>	<u>2nd Sale</u>	<u>3rd Sale</u>	<u>Average</u>	<u>priced</u>	<u>Aug 20-26</u>	<u>price</u>	<u>Aug 20-26</u>	<u>price</u>	<u>1st Sale</u>	<u>2nd Sale</u>	<u>3rd Sale</u>
1989	\$4.0000	\$4.0000	\$4.2325	\$4.08	75%	(\$0.29)	\$3.79	\$3.64	\$3.75	28-Sep-88	28-Sep-88	10-Mar-89
1990	\$3.5950	#N/A	#N/A	\$3.60	25%	(\$0.28)	\$3.31	\$2.52	\$2.72	21-Sep-89	#N/A	#N/A
1991	#N/A	#N/A	#N/A	#N/A	0%	(\$0.27)	#N/A	\$2.59	\$2.59	#N/A	#N/A	#N/A
1992	\$3.5050	\$3.8550	#N/A	\$3.68	50%	(\$0.19)	\$3.49	\$2.97	\$3.23	10-Jan-92	23-Jan-92	#N/A
1993	#N/A	#N/A	#N/A	#N/A	0%	\$0.29	#N/A	\$3.51	\$3.51	#N/A	#N/A	#N/A
1994	\$3.5000	\$3.8500	#N/A	\$3.68	50%	(\$0.13)	\$3.55	\$3.63	\$3.59	23-Dec-93	12-Sep-94	#N/A
1995	\$3.6000	\$3.8650	\$4.2550	\$3.91	75%	(\$0.29)	\$3.62	\$4.35	\$3.80	8-Sep-94	12-May-94	22-Jun-95
1996	\$3.9950	\$3.9950	\$4.2000	\$4.06	75%	(\$0.29)	\$3.77	\$4.37	\$3.92	1-Sep-95	1-Sep-95	29-Sep-95
1997	\$4.1300	\$4.1300	\$4.3975	\$4.22	75%	(\$0.31)	\$3.91	\$3.84	\$3.89	3-Sep-96	3-Sep-96	14-Apr-97
1998	\$4.0300	\$4.0300	#N/A	\$4.03	50%	(\$0.24)	\$3.79	\$2.96	\$3.37	2-Sep-97	2-Sep-97	#N/A
1999	\$3.5000	\$3.8500	#N/A	\$3.68	50%	(\$0.43)	\$3.25	\$2.91	\$3.08	15-Sep-98	13-Oct-98	#N/A
2000	\$3.7400	#N/A	#N/A	\$3.74	25%	(\$0.34)	\$3.40	\$2.63	\$2.82	1-Sep-99	#N/A	#N/A
2001	\$3.5425	#N/A	#N/A	\$3.54	25%	(\$0.17)	\$3.37	\$2.96	\$3.06	1-Sep-00	#N/A	#N/A
2002	\$3.5900	\$3.8700	#N/A	\$3.73	50%	(\$0.15)	\$3.58	\$3.95	\$3.77	4-Sep-01	7-Aug-02	#N/A
2003	\$3.7200	\$3.9800	#N/A	\$3.85	50%	(\$0.38)	\$3.47	\$3.43	\$3.45	3-Sep-02	6-Sep-02	#N/A
2004	\$3.5900	\$3.8900	\$4.2450	\$3.91	75%	(\$0.27)	\$3.64	\$3.18	\$3.52	2-Sep-03	2-Jan-04	17-Mar-04
2005	\$3.9050	\$3.9050	#N/A	\$3.91	50%	(\$0.07)	\$3.84	\$3.50	\$3.67	1-Sep-04	1-Sep-04	#N/A
2006	\$3.6100	\$3.8600	\$4.2050	\$3.89	75%	(\$0.29)	\$3.60	\$4.16	\$3.74	1-Sep-05	3-Oct-05	8-Feb-06
2007	\$4.8050	\$4.8050	\$5.0950	\$4.90	75%	(\$0.69)	\$4.21	\$6.02	\$4.67	1-Sep-06	1-Sep-06	24-Nov-06
2008	\$6.0900	\$6.0900	\$6.0900	\$6.09	75%	(\$0.56)	\$5.54	\$8.82	\$6.36	4-Sep-07	4-Sep-07	4-Sep-07
2009	\$8.6800	\$8.6800	\$8.6800	\$8.68	75%	(\$0.36)	\$8.32	\$4.96	\$7.48	2-Sep-08	2-Sep-08	2-Sep-08
2010	\$5.7325	\$6.1200	\$6.8775	\$6.24	75%	(\$0.90)	\$5.34	\$6.10	\$5.53	1-Sep-09	22-Oct-09	30-Jul-10
<b>1990-2010</b>						<b>(\$0.30)</b>		<b>\$3.97</b>	<b>\$3.89</b>			

\*\* Justin is willing to price grain up to his insurance level (75%). His final price will be a weighted average of up to 75% from pre-harvest sales and the balance from harvest sales, at the harvest price.