

CONNECT-FIRST IS POSITIONED TO MOVE ABOVE THE STANDARD MARKET CREATION STRATEGIES.

BELOW, IS THE **OLD MODEL**. INVESTORS, MARKETERS AND BROKERS OF ALL TYPES SHOULD HAVE SOME LEVEL OF UNDERSTANDING FOR THIS EITHER THROUGH EXPERIENCE OR EDUCATION.

SPONSOR/RETAIN ME AS A RESIDENT ARTIST/PHILOSOPHER & I WILL NOT ONLY SHOW YOU THE BOX. I'LL UNLOCK IT FOR YOU AS WELL..

**MY ART IS FOR CALGARY. AND OUR CURRENTS NEED STRONG RIVER-BANKS!  
SO THE FREE MARKET CAN FINALLY TAKE ROOT.  
(And yes this is coded language).**



**1. Futures high, basis narrow.** This is a market signal for growers to sell grain. If you like the price now but don't want to deliver until March, you could sign a deferred delivery contract.

**2. Futures high, basis wide.** Growers will want to take advantage of this high futures price, but the wide basis says that selling today on the cash market is not ideal. In that case, growers can sell futures, taking advantage of the high price, while holding on to their grain. A simpler tool for those not interested in selling futures is to sign a **futures first contract** with an elevator and wait for basis to narrow.

**3. Futures low, basis narrow.** If futures market signals suggest that prices are likely to stay low, growers could take advantage of the narrow basis and sell on the cash market. If they sell but are worried that **prices could rally**, they could offset that sale by buying futures for an equivalent amount to their sale and transfer the price risk from the grain bin to paper. Or they could inquire about a price later contract that would allow them to deliver grain, receive partial payment and choose a final transaction price at a later date within a set time frame – say 90 days.

**4. Futures low, basis wide.** This is a market signal to store grain and wait, especially if there is carry in the futures market. If futures are low and basis is wide, the market is over supplied. Deferred basis contracts could be a useful tool here to get some grain moving in a less-than-ideal market. With this contract, you lock in the basis and secure space at the elevator, but the future component is still open.

