

Openfield™



British grain for British food and drink.

Grain marketing guide crop 2023-24



Welcome to Openfield.

Openfield

The Openfield Partnership:
More than just grain.

Premium products and services to help
you get the best for your business.

**The Openfield Partnership:
More than just grain.**



Seed, fertiliser, grain, storage.



GRAIN

When viewed in its simplest terms
grain marketing can seem easy.

You follow the weather around the world, study dozens of crop reports to see which region is likely to do well and which is not, keep abreast of political and social unrest across continents and study the financial press to see which currency will be the winner and which the loser...

All farm businesses are susceptible to market volatility, but it is those with a clear understanding of risk that tend to demonstrate the greatest resilience.

There are many ways to manage grain market risk and what suits one business may not be right for another. This is why we have developed a comprehensive suite of risk management products that help you to achieve impressive results without exposing your business to an unnecessary level of risk.

Outlining a strategy:

The first step is to accurately calculate your cost of production. Then list the relevant risks and cash-flow priorities. From here you will be able to determine your level of exposure. This is the amount of risk you simply cannot afford to avoid.

From here it is largely a case of identifying which of the available tools will protect you from the downsides while giving you exposure to the upsides. Executing such a strategy can be complicated, but we have a number of skilled and talented people to help you identify the products that best suit your needs.

These span pools of varying lengths, short and long-term trackers and fixed or minimum price contracts. These can be combined as needed according to your cash-flow pressures, attitude to risk and the extent to which you like to retain control over your selling decisions. In short, we have built a range of products that allow you to have as much control and protection as you desire.

This is a step-by-step guide to marketing your grain through Openfield.

Our Performance:

Pools are the most efficient means available of managing marketing risk and through skilled marketing by experienced traders they can produce excellent returns.

The Autumn Pool, for example, is one of the more popular pool products because it moves grain off farm from October through to December and payment is made on 31st January.

We are proud of our performance in managing market risk while securing respectable prices. But assessing pool performance is not simply a case of comparison with other pools or 'against the market'. Achievement of premiums, contract execution, payment protection, equitable treatment and delivery of the most appropriate markets are all factors for consideration.

If you feel it is time to take another look at your grain marketing arrangements, call me on 01264 321 408 or email me at Richard.Jenner@openfield.co.uk to arrange a review.



Richard Jenner
Member Services Director

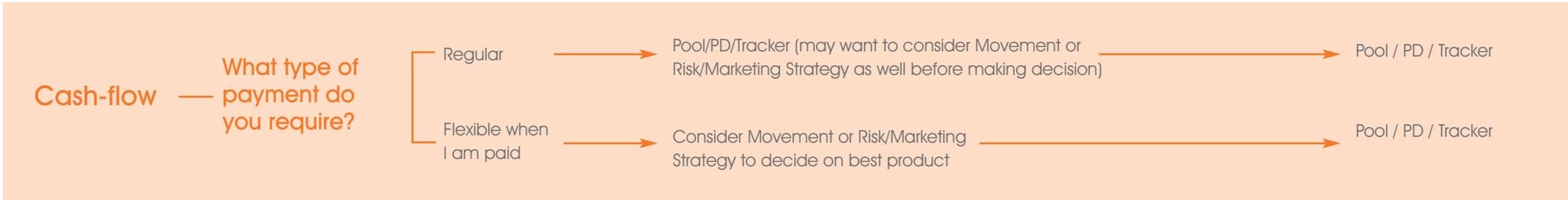
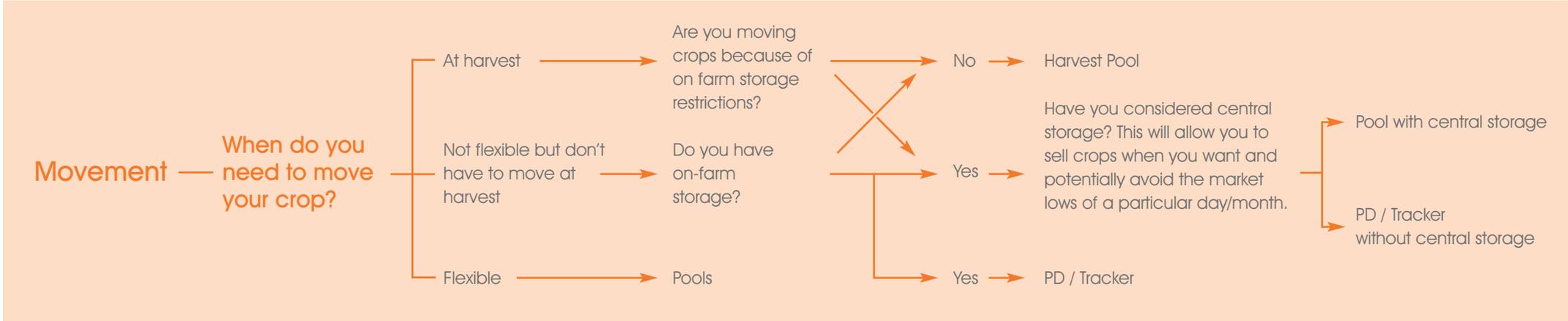
1. Our product types

Product Name	Tracker (PD)	Pool (PC)	Producers Direct (PD)
Function	Tracks the market daily over a time period of your choice and averages out the price over that period. You can close your Tracker at any time.	Openfield market grain on your behalf. This product offers access to a range of different risk management tools and strategies.	A contract that gives you the freedom to discuss and define with Openfield the best strategy to market your produce. It covers all commodities for a given month for an agreed price.
Commodities	Wheat and Oilseed Rape	Wheat, Barley, Beans, Oilseed Rape and Oats	All commodities
Shareholder	Yes - you will hold a £1 share in Openfield Group Limited. The £1 one off cost will be deducted from an early payment to you.		
Benefits	<ul style="list-style-type: none"> • A dedicated team working on your behalf to ensure the correct marketing decision is made • Advance payments are available at an excellent rate (conditions apply) • Sales Credit Insurance included • A dedicated weekly market commentary • Access to specialist contracts • Access to Insight (our online customer portal) • Intercompany Insurance, should you wish to have insurance cover against Openfield, we have negotiated a policy whereby individual members may elect to have such cover at a cost of 50p/tonne. This cover will be provided by your agency business Openfield Marketing Ltd. 		
Deadlines and Terms	<ul style="list-style-type: none"> • Simply return your completed Commitment Form by 31st March • Return your Final Tonnage Form by 30th September • Sign the Openfield Terms and Conditions (which can be found on the reverse of the Commitment Form) 		
Risk	Very Low	Low	Medium

We recommend a spread of risk management products to maximise your marketing potential.

What is the most important factor when deciding which product to use for the crops you have grown?

Use our product selector below to help you make an informed decision:



Whatever your situation Openfield has a range of products that can be tailored to fit your needs.

Pools

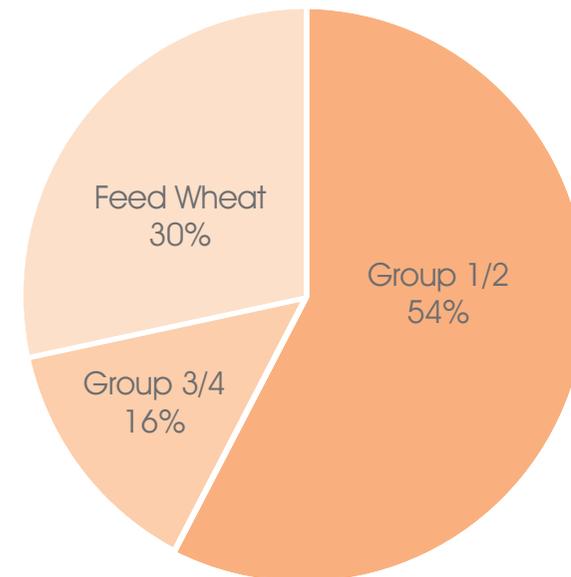
A pool allows those who wish to join to collate their tonnage together for a specific commodity. Openfield's pool strategy team is responsible for marketing as and when they feel is right between commitment form entry and movement.

We use our expertise to market your grain and reward you with individual premiums based on quality, location and:

- Manage the risk and optimise returns through prudent marketing of your crops
- Build on long term relationships and use the strength we have to access markets
- Select the most appropriate movement period for you
- Collect individual premiums for the quality and location of your grain
- Monthly price updates
- Use the crop fund to manage your cash-flow through advance payments

Example

Annual pool 2021-22
% Sold by Grade



Producers Direct (PD)

A one-to-one marketing partnership designed to provide customised advice and expertise whilst allowing the farmer to retain the control about when to sell.

A Producers Direct (PD) contract can be priced or un-priced.

A priced contract gives you the benefits of being a committed member but enables you to fix the price you are looking for.

An un-priced contract also has the benefits of being a committed member but as the contract is un-priced your Farm Business Manager is always aware it is there to be priced and therefore you can be assured that the best possible advice is being given.

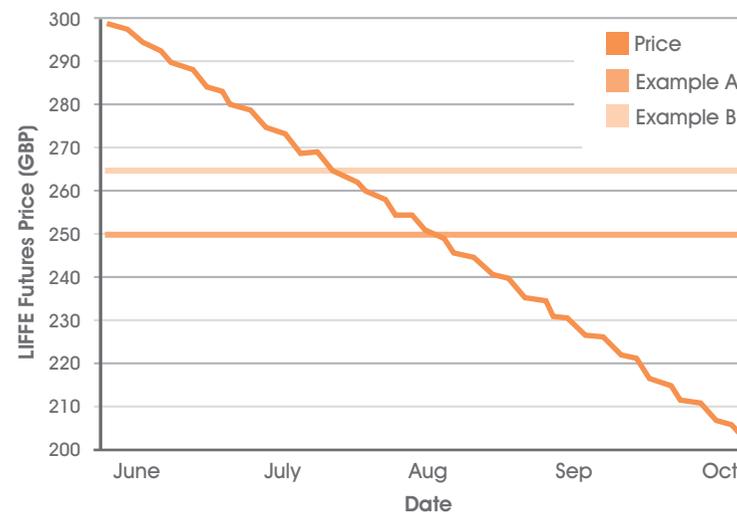
Tracker – Wheat and Oilseed Rape Only

The tracker allows the farmer to price a commitment equally every day, using the futures market as a transparent method of pricing during the period of the commitment.

Provides a regular and consistent sale structure that will produce the actual average price over the life of the tracked period.

- Provides risk management in volatile market circumstances
- Protection of value from rapid price erosion
- The tracker can start at any date chosen by you
- Each tracker is exclusive to you so you could elect to 'close out' at any time

Example of Tracker performance



Example A

- If you committed 300t and the price were to fall by £1/day over the 100 days falling from £300 to £200/tonne, then the average price would be £250/tonne, assuming you let the tracker run its full term. This futures value is then converted to an exfarm parity appropriate to your region.

Example B

- If you committed 300t and halfway through the marketing period and you decide to close out the tracker, because you believe the market has reached its peak. Half the committed tonnage (150 tonnes) would be priced at an average of £275/tonne and the remaining (150 tonnes) would be sold at the market price of £250/tonne. This would give you an average price of £262.50/tonne. This futures value is then converted to an ex farm parity appropriate to your region.

2. Our Product Range

There is a variety of choices within our product range and movement, payment and risk should all be considered when deciding which option will work best for you.

Pool	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	
Early Movement Harvest Pool					Movement		Paid 21st												
Harvest Pool						Movement		Paid 31st											
Autumn Pool	31st May latest date for changing between pools							Movement				Paid 31st							
Spring Pool	30th September latest date for changing between pools with prior approval										Movement				Paid 30th				
Late Marketed Spring Pool	30th September latest date for commitment										Movement				Paid 30th				
Annual Pool	30th September latest date for changing between pools with prior approval													Movement				Paid 21st	
Late Marketed Annual Pool	30th September latest date for changing between pools with prior approval													Movement				Paid 21st	
Tracker								Operates October through June. The price can be closed at any time										Paid 14th of the month following the contract period	
Producers Direct	You can choose the month of movement																	Paid 14th of the month following the contract period	

Note: All commitment must be in by 31st March. You can change between pools (on those pools indicated above) by the latest date for change, with prior approval by Openfield. You can add additional tonnage but NOT reduce your tonnage (on those pools indicated above).

3. Commitment Forms

Once you have decided which product will work best for you, complete a Commitment Form (including Terms and Conditions) via Insight or in a hardcopy format and return it to us by 31st March. The Commitment Form is your contract with us and is a legal undertaking to provide the indicated tonnage you have agreed with us.

Commitment entry is always available via Insight. Hardcopy forms are distributed during November. Once we have received your form(s), sales may be made on behalf of the pool at any time.

Account Number:

Member Name:

Address:

Farm Assurance No:

Certification Body:

FBM:

Openfield™

Commitment Form 2023/2024

Please refer to The Grain Marketing Guide when completing this form.

Pool Committed Tonnage									
Please indicate tonnage for each marketing option as applicable.									
Commodity/Variety	Early Harvest OSR/Barley (Winter)	Harvest (Aug-Sep)	Autumn (Oct-Dec)	Planted Area for OSR (Spring & Annual Pools ONLY)	Spring (Jan-Mar)	Late Marketed Spring (Jan-Mar)	Annual (Apr-Jul)	Late Marketed Annual (Apr-Jul)	Comments

Producers Direct/Tracker Tonnage				
Commodity/Variety	Tonnes	Designated Month	Location (If tonnage is in central store please name store)	Comments

I wish to take out the insurance cover between Openfield Marketing Ltd and Openfield Agriculture Ltd for all crops marketed from harvest 2023.

I have read and accept the terms of this insurance policy provided by AIG (please tick)

I confirm that this Commitment Form has been completed with my most accurate estimate of the tonnage I have committed to be marketed by Openfield Marketing Limited on my behalf. In addition, I confirm that this Commitment Form is completed pursuant to the contract between Openfield Marketing Limited and me constituted by the Terms and Conditions of Trading, as set out overleaf and in the Grain Marketing Guide.

Signed: _____ Date: _____

Please sign and return to FREEPOST OPENFIELD by 31 March 2023.

5. OpenfieldInsight

Openfield's self-service farmer portal, Insight is a tool designed to make your life easier, login in at www.insight.openfield.co.uk

- Through a single login you can view your Grain Sales, Fertiliser Purchases and Seed Purchases in one place
- Enquire about deliveries scheduled for the next week or review movements that have already taken place to check tipped weights and weighbridge tickets etc.
- Set email or text alerts for collections
- View the real-time location of any Openfield lorry assigned to you
- If you want a copy of an invoice or a contract confirmation, these can be accessed and downloaded easily
- View your samples or request a sample, you can even view samples from previous crop years if you are looking for comparisons
- View you current available fund value and request advances
- Visit the site using your computer, mobile or tablet.



If you are not already signed up to Insight please visit our website at www.openfield.co.uk or contact your Farm Business Manager.

If you have any suggestions for new features or enhancements that you would like to see added to Insight then please contact us at itsupport@openfield.co.uk.

6. Have you tried our **App**, or listened to our **Podcast**?

Free download from the App Store or Google Play. Just search for "Openfield Insight".

How does it work

- Access three years' worth of **account details**, including movement periods, contract prices and tonnage
- View **loading schedule's** planned collections, variety, tonnage, timing and haulage contacts
- Anticipate **collections** are on their way to farm and set email or text alerts*
- Follow the **London wheat** futures
- Send **chat messages** with your questions
- Use our **seed selector** to help identify varieties that meet your specific needs.

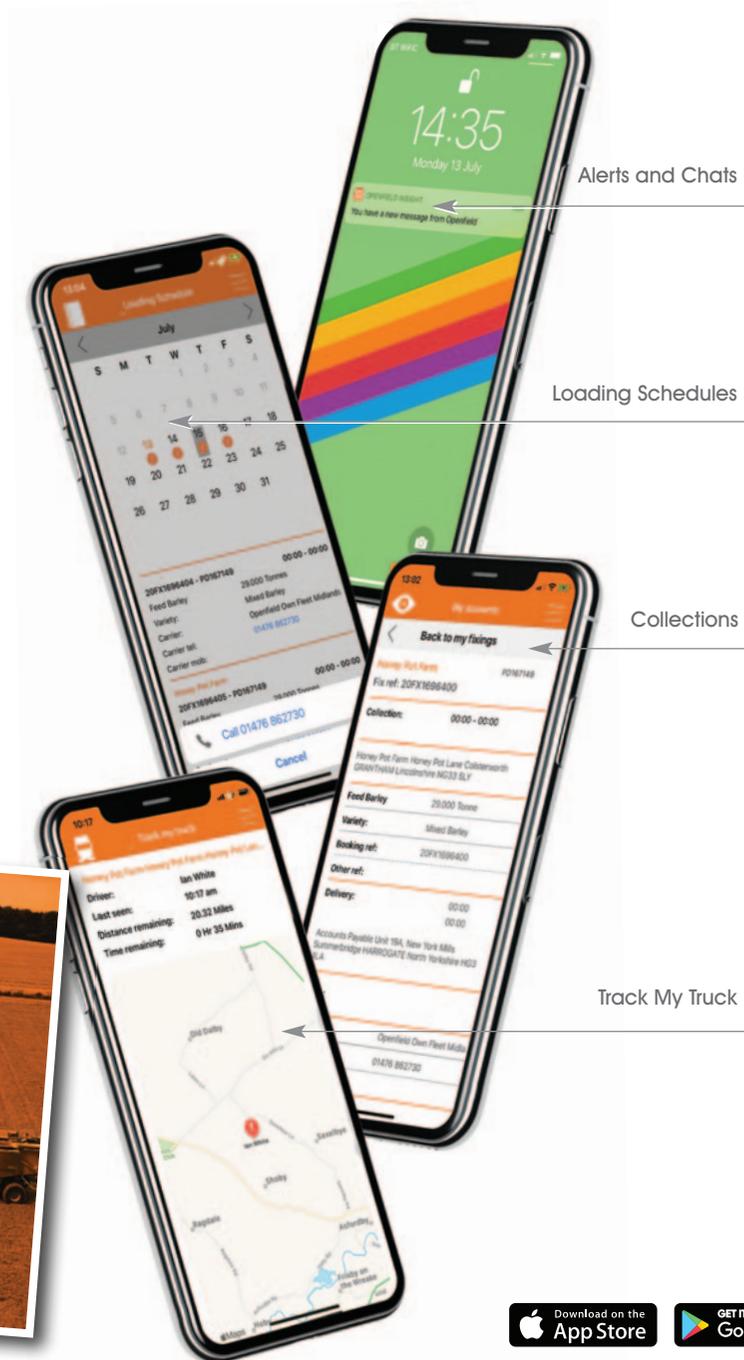
The Openfield Partnership: More than just grain

Our weekly grain market report has just gone digital and is now available as a podcast.

Why not listen to our latest views* on the Wheat, Maltng Barley, OSR and Pulses markets and get the latest prices too?

Simply search for "Openfield – OpenView" on Spotify, ACAST, iTunes and Amazon Music.

*Content is updated every Thursday evening to ensure you're always in the know.



*available when a lorry is using our tracking tool software.



Pinpoints your seed needs in seconds

7. OpenfieldSeedSelector

A simple to use interactive online tool
Enables you to select varieties for your specific needs

From soil suitability, drilling window and second wheat performance to agronomic characteristics and market appeal.

How does it work

- By answering a few quick questions, we help growers identify varieties that can help meet their specific needs
- The quick and easy to use functionality eases the stress of the variety selection process
- Backed up by a network of variety seed trials across the UK making Openfield a leader in independent variety assessment.

Benefits

- Relevant to your requirement
- Functional
- Quick and simple
- Intuitive and interactive
- Independent.

The screenshot displays the 'Seed selector' web application. On the left, there are several filter sections: 'Select seed group' (Water Wheat), 'Primary selector' (Rotational position: AR), 'Drilling window' (AR), 'Market' (AR), 'Sow results' (Yield: UK treated), and 'Secondary selector' (Ripening days +/- JB Diego, +/- earlier). The main area shows search results for 'WATER WHEAT' and 'WAS RATIO'. A blue circle highlights a detailed view of a variety, showing 'Second wheat, First wheat' with 'Heavy, Medium, Light' soil suitability, 'Late, Main' drilling window, and 'Mid Feb' ripening. The interface also includes 'Click to explore' buttons for each variety.

Returns appropriate results to your criteria in seconds

You can refine the filters to suit your specific requirements

Further detail simply viewed

Preview all characteristics, giving you headline performance

Results based on soil suitability, drilling window and second wheat performance

Regional performance covers all the UK

8. Moving your grain

When your grain is ready to move, a Farm Service Coordinator will call you to arrange this. If you have any specific requirements, you can record these on the FTF as well as requesting them at other times.

Unless you specify otherwise, we will assume the grain is available for the whole of the specified product period. And while there is no guarantee that we will be able to comply with all movement requests, we will make every effort to adhere to your instructions and give you reasonable notice of grain movement.

Grain Passports

In July we will issue you with Grain Passports based on the total tonnage you committed for last year. These will be supplied in either a bound book or in a loose format, and are intended to help you trace and keep track of loads collected from your farm. They are supplied in duplicate; one copy to be retained on the farm, one copy to be passed to the haulier.

Openfield Grain Passports are also available to download via Openfield Insight.

We will trace each load via an individual fixing reference number (also known as an FX number). This reference is issued to each driver. We ask that you write this number in the box provided on the passport. We will use this number in any written communication with you.

9. Allowances and Premiums

We will make every effort to notify you of allowances or premiums at the time of delivery, and it is possible that further collections from you will not happen until we have spoken to you. If we cannot contact you and we think it is reasonable the collections will carry on. Notification of allowances or premiums will usually be made by telephone, fax, e-mail or post.

10. Costs and Charges

The marketing commission we charge is set by the Board of Openfield Group Ltd.

The prices you are quoted are always paid net of marketing commission.



Openfield Crop Fund

Openfield has developed our unique Crop Fund for our members to maximise their grain marketing potential and provide a useful facility to help manage a farm's cash flow. The Crop Fund enables members to manage their cash flow and vary payments to meet their specific business needs.

Crop Fund: Key Benefits

- Release cash in advance of future Crop sales by committing your grain marketing to Openfield.
- It's flexible and easy to access.
- Available funds are based on your entire grain commitment to Openfield.
- It defines our estimate of value of your commitment and is a cash flow forecast.
- You can separate marketing strategy from cash requirements.
- Use it to arrange for seed and fertiliser purchases from us.
- It simplifies your year-end process for your farm accountant.

Advance Payments: Key Information

- July is your first opportunity to set up an Advanced Payment, starting from 1 August on the following basis:
 - 50%: 1 August - subject to Contract/Commitment Form
 - 65%: 1 October - following sampling and Final Tonnage Form
 - 80%: Following processing of Central Store intake or collection of grain from farm.
- Note Advanced Payments after 1 October can only be made if we hold an up to date Final Tonnage Form
- The Fund is provided to enable members to vary payments from those defined as Standard Payments.
- The value available is our latest estimate of the value of your commitment.
- Charges are transparent and calculated by using a simple percentage over base rate which includes all arrangement fees, interest, non-utilisation charges, etc

Payment Dates

- Advanced payments are made on the 7th, 14th, 21st and final day of each month.
- A regular payment option is available.
- Regular payments can be made each month for up to 11 months or for a selected period.

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T: 01476 862730 | info@openfield.co.uk | www.openfield.co.uk | @OpenfieldTM | @OpenfieldTM



Benefits

11. The Crop Fund

The Crop Fund is a sum of money that is available to you based on the amount of commitment you have made to us. It is only available for that crop year. It provides cash-flow forecasting for your business and Openfield is the only company to provide this service to its members.

The Crop Fund is provided to you to vary payments from those defined as standard payments.

The Crop Fund is updated frequently and we will send you this information in your monthly Fund Statement. You can also view this information via Insight at any time.

You may also use The Crop Fund to enter into a contra arrangement for the payment of seed and fertiliser and we will ask you to sign a separate agreement giving us permission to do this.

The Crop Fund shows our current view of the total value of your produce. It will be calculated as follows:

Pool Tonnes x Current Price Estimate	=	Gross Value	A	Until sampled and test results are known, the current price estimate will be based upon the feed value for that commodity. In the case of priced PD, the agreed price will be used. The Crop Fund will use the average price for each grade within a committed product and will not take account of regional variations in value until the final price calculation for each Pool.
Less Other Variations	=	Allowances/Adjustments	C	These variations can be either allowances or premiums (costs or credits) and VAT if applicable.
Costs	=	Other Deductions	B	The other deductions are levies and weighbridge charges and VAT.
Crop Fund Value	=	A-(B+C)		This is the net amount you will be paid based upon the above information.

Completion of Pools, PD and Tracker

At the completion of each Pool, PD or Tracker (as defined by the Standard Payment Schedule), you will be paid for any of your produce you have marketed and your crop fund will be reduced appropriately and will be consistent with your committed tonnage remaining in any Pools, PD or Tracker.

The monthly Fund Statement

Any variation to the Crop Fund, either caused by changes in commitment advised by you or any other transactions, will be advised on the monthly Fund Statement. This will include our latest estimate of price for each commodity committed. This statement will also include the funds available for Advance Payments (see Section 10) and your relevant cash-flow information. If you do not wish to receive the monthly Fund Statement, please advise your Farm Business Manager.

12. Advance Payments

Advance Payments are a unique payment scheme offered by us to help with your everyday cash-flow and budgeting. You can have Advance Payments or Regular Payments and they can be used in conjunction with any committed product, so you can take an Advance Payment against your fertiliser and seed purchases from us.

We calculate the amount you can borrow based on your committed tonnage and how much this tonnage will generate.

a) Payment dates

Advance Payments are credited to your account on either the 7th, 14th, 21st or final day of each month. Please indicate your preferred date on your Advance Payment request form.

b) Regular Payments

The 'Regular Payment' option will only be available for pool commitments.

It will require you to simply tick a box on your Advance Payment request that will be marked 'Regular Payments' and we will calculate an evenly spread cash-flow that relates to your product choices and commodities.

Once we have received your Commitment Form, an initial calculation will take place. This can be amended at any stage subject to available funds.

You can change from the Regular Payment to Advance Payments at any time; you simply have to let us know.

Regular Payments may be amended by Openfield should any variation to limits, as described below, take place.

How much of my Fund is available?	When?	Conditions
50%	From 1st August 2023	Receipt of Commitment Form
65%	From 3rd October 2023	Either receipt of Final Tonnage Form (FTF) or sampling has taken place. NB: No further advance payments will be made until we receive your FTF.
80%	Following processing of Central Store intake or collection of grain from farm	

You can apply for an Advance Payment via Insight, by completing an Advance Payment request when this is issued in July or contact us.

c) Maximum payments

Maximum payments

The Fund calculation will enable us to advise you of the maximum payment available, once we have received your Commitment Form.

If you simply require the maximum amount to be paid, tick the box on your Advance Payment request and fill in the date by which this is required or via Insight.

d) Variations to limits

Openfield may determine variations to the above limits and these will be given to you, in writing, as soon as possible. We may also reduce the limit or refuse the advance for an individual at our discretion and any variation to this limit will be notified to you in writing. Maximum individual advance limits may also be applied.

e) Eligibility

As the availability of Advance Payments is subject to the extent of the Company's banking facilities, all Advance Payments will be subject to funds being available and are at the absolute discretion of Openfield.

f) Repayment of advance payments

Under normal circumstances, Openfield will offset Advance Payments made from any payments to you for the sale of your produce. However, if no such payments are due or, to be made for whatever reason, you will be liable to repay the Advance Payment to Openfield on demand.

Please note that an Advance Payment is a loan which must be repaid by you to Openfield on demand. While under normal conditions we will arrange repayment by deduction from amounts payable to you, your repayment obligation is freestanding and is not linked to the sale of your committed product or payment in respect of it.

g) Interest charges

The interest rate for Advance Payments will be advised in July when the Advance Payment Request form is sent out.

h) Fund Statements

Your fund statement will include details of Advance Payments made and also any scheduled for the future. Interest accrued to date and your updated cash-flow information will also be included.

Frequently asked questions:

1. What are Late Pools?

We have established a Late Marketed Spring and Annual Pool. No sales for these will be made until after 1st October. A Commitment Form must be completed and signed for entry into these pools and will be accepted up until 30th September.

2. What happens if a shortfall of tonnage occurs?

If a commitment shortfall is likely, you should immediately tell us in writing, as any costs incurred as a result of the shortage will be your responsibility. In addition, you are liable to pay the commission that would have been paid had your committed tonnage been delivered. (These payments are subject to our discretion.)

3. What happens if I cannot make the collection requirements?

If you are unable to make available produce of a marketable standard or cannot meet the collection requirements received by Openfield from our customers, you may have your produce moved to a later pool period or month. In addition, any costs or consequences relating to such matters may be passed to you.

In the event of collections NOT being made during the designated month for any marketing choice – and where this has NOT been caused by the member concerned – Openfield will either make a payment to you as if the collection had been made in the correct month or, if such payment is delayed, an additional compensatory payment will be made to you as has been agreed with the buyer who has failed to accept delivery during the correct month.

Important: the legal stuff

This document is the “Grain Marketing Guide” as defined in the Terms and Conditions of Trading of Openfield Marketing Limited (the “Company”) which accompany this document. Any person who elects to trade with Openfield on the basis of the Pool, Producers Direct or Tracker as described in this document will be a “Producer” for the purposes of the Terms and Conditions and will be in a contractual relationship with the Company governed by the Terms and Conditions as supplemented by the specific terms of this document. By signing a Commitment Form, a Producer agrees to be bound by such Terms and Conditions and the terms of this Grain Marketing Guide. In addition, pursuant to the power conferred on the Company by the Terms and Conditions, the Producer agrees to become a shareholder in Openfield Group Limited.

Useful Contacts

Farm Business Team



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Member Services Team



Tania Ford
Member Services
Supervisor
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Seed, fertiliser, grain, storage.

As a British owned co-operative, we behave differently to other British businesses.

As a British owned co-operative, we behave differently to other British businesses.

We are proud to be Britain's only national grain marketing and arable inputs co-operative.

We are owned by around 4,000 British farmers who work to supply British grain to some of the biggest and most well-known brands in the UK.

We provide a secure business, which acts fairly, is efficient and creates value.

We handle about 17% of the UK's total grain market.

Openfield proudly supports British grain for British food and drink.