



Managing Agricultural Price Risk

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Managing Agricultural Price Risk

- *the philosophy*
- *current examples*
- *the disciplines required.*

M21 (1,039, 985.0, 985.0)

21 Micron Price Guide





21 micron indicator 1991 - present

Percentiles

Better than	435	517	549	585	621	652	672	700	792	875	1044
Amount of time %	100	90	80	70	60	50	40	30	20	10	0

- highest price 1044 cents per kg
- lowest price 435 cents per kg
- average 669 cents per kg
- current values around 1000 cents per kg
- currently in the top 3% of price range for the last 11 years.

Choices

- price some
- hold on for higher prices



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“This has to be a good place to start a pricing program!”





*“An enterprise is built by wise planning,
becomes strong through common sense, and
profits wonderfully by keeping abreast of the
facts.”*

Book of Proverbs 24 3-4.



Thank You