

Why Frontier pool marketing?

Frontier is the primary supplier to a number of the UK's leading consumer processors and has sole access to major export facilities and its own fleet services. This extensive network of delivery locations enables us to offer our pool members an unrivalled service and flexibility in the execution of their pool contracts. Alongside the logistical benefit, this enables us to market grains when each particular market sector is at its most active; always looking to add value to pool prices.

Once again, weather conditions during the 2021/22 growing season and at harvest have caused variable yields and quality across all crops throughout the country. The pool marketing team is working hard to place pool members' grains, pulses and oilseeds to the best available markets, whilst managing the volatile prices.

Oilseed and cereal planting for 2022 is underway and as we move through autumn, if the conditions are right, we would anticipate another exportable surplus of wheat and barley come harvest.







OSR pricing has moved from £300/t ex farm to £500/t in three harvests, with extreme variations in between. Wheat has moved from £150/t to over £200/t in the same time frame. It is an increasing challenge pricing at the right levels in the current marketplace but utilising the Frontier pools can help you manage the risk in these increasingly volatile market situations.

The Frontier pools can also support you with the marketing of your specialist crops such as malting barley, pulses, oats and linseed. Yields can vary widely season to season, adding complexity to marketing and making forward selling for individual farmers difficult. Our flexibility on tonnages supplied for these crops is helpful in these circumstances.

Recent Frontier pool marketing performance

	2020 CROP YEAR				2019 CROP YEAR				2018 CROP YEAR			
	Harvest	Oct - Dec	Jan - Mar	Apr - Jun	Harvest	Oct - Dec	Jan - Mar	Apr - Jun	Harvest	Oct - Dec	Jan - Mar	Apr - Jun
Feed wheat	160.34	170.75	175.13	181.80	130.09	135.04	143.57	145.27	160.07	162.03	167.36	168.06
Milling premiums	up to £25.00/t				up to £22.00/t				up to £15.00/t			
Barley	122.73	134.82	141.42	156.08	119.98	123.04	125.22	128.67	143.40	159.15	148.12	148.15
Malting premiums (Up to)	£12.00/t	£14.00/t	£19.00/t	n/a	£20.00/t	£17.50/t	£15.91/t	£20.00/t	£28.00/t + £40.00/t harvest			
	(brewing and distilling)				(brewing and distilling)				(brewing and distilling)			
Feed beans	196.23	204.21	215.40	212.00	194.92	198.50	-	-	190.36	212.47	243.00	247.00
HC premiums	£15	n/a	n/a	n/a	£25.00	£25.00	-	-	-	-	-	-
Oilseed rape	316.74	343.38	375.18	388.38	309.01	314.33	316.37	316.73	300.07	310.21	302.97	-
Oats	131.55	135.51	132.51	137.67	120.04	120.04	132.16	-	159.45	185.95	184.68	178.43

BENEFITS

-  Location premiums
-  Quality premiums
-  Helps manage risk in a volatile marketplace
-  Pre-payments for cashflow management
-  Choice of movement periods
-  Terms for harvest movement and later marketing



2020 wheat performance including premiums

	2020 CROP YEAR			
	Harvest	Oct - Dec	Jan - Mar	Apr - Jun
Feed wheat	£160.34	£170.75	£175.13	£181.80
Group 1	£25.00	£25.00	£22.00	£13.00
Group 2	£25.00	£23.00	£6.00	£5.00
11.3 protein	£6.00	£7.00	£10.00	£5.00
Group 3/4	£14.50	£14.00	£7.00	£5.00

Current Frontier pool opportunities

POOL	MOVEMENT PERIOD	PAYMENT DATE
Harvest - barley, oats, OSR (England)	1st July - 31st August 2022	28th September 2022
Harvest - barley, oats, OSR (Scotland)	1st August - 30th September 2022	28th October 2022
Harvest - wheat, pulses	1st August - 30th September 2022	28th October 2022
October - December	1st October - 31st December 2022	27th January 2023
January - March	1st January - 30th March 2023	28th April 2023
April - June	1st April - 30th June 2023	28th July 2023

We aim to keep the pools open until February 2022, but we reserve the right to close them at any time before then.

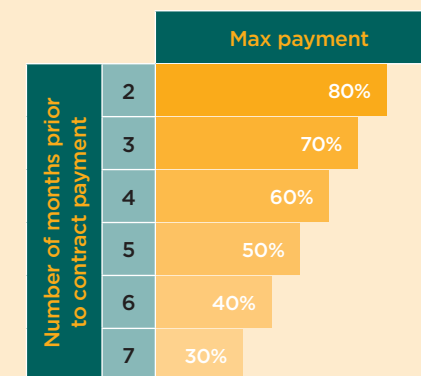
Marketing flexibility

Pool marketing is based on a movement period to suit the farmer's requirement. The marketing period starts when grain is committed and runs through to the end of the movement period. This provides up to 21 months of marketing flexibility depending on the pool period. The minimum commitment is 116 tonnes per pool period.

CASHFLOW MANAGEMENT

Competitive payment terms are available on all Frontier grain pools.

- Frontier can offer excellent terms on pool pre-payments:



- Competitive interest rates at 3.0% over BBR
- No admin fee on pre-payment of pools contracts.

