

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. 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.







The difficulties planting winter wheat last autumn left a 2020 UK wheat crop estimated to be below 10 million tonnes and a wheat market based on import prices. Wheat drilling for 2021 is well underway and although certain areas of the UK have endured adverse weather which has hampered drilling, it is thought the UK will produce a significant surplus. Pricing will revert to a market based on our ability to export and the Brexit outcome. Foreign exchange and possible tariffs are just some of the factors creating market uncertainty. Committing crops to the Frontier pools helps 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

	2019 CROP YEAR				2018 CROP YEAR				2017 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	130.09	135.04	143.57	145.27	160.07	162.03	167.36	168.06	130.20	131.12	133.35	138.16
Milling premiums	up to £22.00/t				up to £15.00/t				up to £15.00/t			
Feed Beans	194.92	198.50	-	-	190.36	212.47	243.00	247.00	154.26	143.77	153.00	159.00
Barley	119.98	123.04	125.22	128.67	143.40	159.15	148.12	148.15	112.02	121.01	126.30	137.80
Malting premiums (Up to)	£20.00/t	£17.50/t	£15.91/t	£20.00/t	£28.00/t + £40.00/t harvest				£30.00/t			
	(brewing and distilling)				(brewing and distilling)							
Oilseed Rape	309.01	314.33	316.37	316.73	300.07	310.21	302.97	-	297.40	304.26	291.20	290.19
Oats	120.04	120.04	132.16	-	159.45	185.95	184.68	178.43	118.20	125.19	122.53	-

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

2019 Wheat performance including premiums

	2019 CROP YEAR			
	Harvest	Oct - Dec	Jan - Mar	Apr - Jun
Feed Wheat	£130.09	£135.04	£143.57	£145.27
Group 1	£16.00	£18.00	£18.00	£20.00
Group 2	£9.00	£12.00	£16.00	£17.00
11.3 protein	£5.00	£9.00	£9.00	£7.00
Group 3/4	£5.00	£5.00	£6.00	£9.00

Current Frontier pool opportunities

POOL	MOVEMENT PERIOD	PAYMENT DATE
Harvest - Barley, Oats, OSR (England)	1st July - 31st Aug 2021	28th September 2021
Harvest - Barley, Oats, OSR (Scotland)	1st Aug - 30th Sept 2021	28th October 2021
Harvest - Wheat, Pulses	1st Aug - 30th Sept 2021	28th October 2021
October - December	1st Oct - 31st Dec 2021	28th January 2022
January - March	1st Jan - 30th Mar 2022	28th April 2022
April - June	1st Apr - 30th June 2022	28th July 2022

We aim to keep the pools open until February/March 2021, but we reserve the right to close them at any time before then.

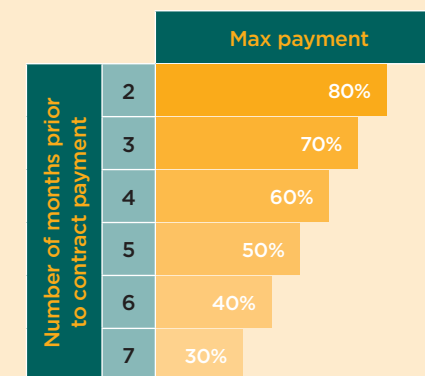
Marketing flexibility

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.