

There are three ways that producers can market organic wheat and barley:

- 1. Complete an Organic Fixed Spread Contract (OFSC) and sell the grain to a buyer (organic elevator, broker, mill or other end user).**
 - The producer calls the CWB at 1-800-275-4292 with shipment information and proof of organic certification.
 - We inform the producer of the applicable rate and invoice the producer.
 - The producer pays immediately by wire transfer, VISA, MasterCard or certified cheque.
 - Once payment is received, the CWB issues the producer or exporter an export licence.

- 2. Deliver to the CWB Organic Marketing Program**
 - The CWB is continuing its organic marketing program in 2011-12 and will offer an organic basis-pooling contract. Under this program, organic producers will receive a cash price upon delivery negotiated at the time the contract is signed, and will also be eligible for a potential payment at the end of the crop year. This potential payment will be derived from any spreads between the upfront cash prices paid to organic producers and actual CWB returns.
 - Availability of contracts is limited, and will be driven by market conditions.
 - Farmers can express interest in the CWB marketing program by submitting their contact information to the "CWB Organic Cash Buying Farmer Registry". This can be done by faxing the form below to 204-983-3841, attention Organic Marketing, or e-mailing organicfarmerdirectory@cwbc.ca. The CWB will contact those on the registry with offers for cash sales as opportunities arise.
 - [CWB organic marketing program registry form](#) (PDF 19KB)

- 3. Deliver to an organic elevator and receive the CWB pool price, plus a privately negotiated organic premium.**
 - The producer must sign a Series A delivery contract by October 31, 2011.
 - The producer is not allowed to switch between the pool and other options once committed.
 - This option is subject to delivery being accepted by a company with a CWB handling agreement.

- 4. Complete a Producer Direct Sale at the conventional price.**
 - The producer phones the CWB at 1-800-275-4292.
 - The producer must also sign a Series A delivery contract by October 31, 2011.
 - The producer is not allowed to switch between the pool and other options once committed.

For more information about selling organic wheat and barley, contact:

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