

When you deliver against your FlexPro contract, you receive the initial price for the actual grade delivered. This effectively reduces or raises your contract price by the spread between the initial price of the reference grade and the initial price of the delivered grain on the date of settlement.

If you are applying previous deliveries to your FlexPro contract, your contract price is adjusted based on the initial price spreads in effect when the deliveries are applied to your contract.

If you have delivery opportunity and a range of grades and/or proteins available to deliver against your FlexPro contract, you should watch initial price spreads to determine which will provide you with the best return. Changes to the Pool Return Outlook (PRO) spreads during the crop year should also be watched to determine trends. If there is an adjustment payment recommendation, the PRO spreads reflected at the time of the recommendation are used to set the new initial price. Knowing the trends in the PRO spreads will help you decide which grade and/or protein to deliver and the best timing of settlement.

Example

On August 30, a producer locks in 50 tonnes of a CWRS FlexPro contract at a price of \$200 per tonne. The producer has 50 tonnes of No. 1 CWRS 14.0 per cent protein and 50 tonnes of No. 3 CWRS 13.0 per cent protein available for delivery and must decide which grade to apply to the FlexPro contract and which to apply to the pool.

In late October, the CWB recommends an increase to the initial prices. An adjustment payment is expected in the middle of November. Since deliveries against the FlexPro contract are subject to the initial price spreads on the date of delivery, the producer reviews the CWB PROs and initial prices to determine which grade to apply to the contract. Remember, the adjusted initial prices will reflect the changes in the PRO spreads.

	Reference Grade No. 1 CWRS 13.5	No. 1 CWRS 14.0	Spread
Initial price	\$135	\$140	\$5
July PRO	\$195	\$200	\$5
October PRO	\$205	\$220	\$15

The PRO spread between 1 CWRS 13.5 per cent protein and 1 CWRS 14.0 per cent protein has improved by \$10 per tonne (\$15 - \$5) from July to October.

	Reference Grade No. 1 CWRS 13.5	No. 3 CWRS 13.0	Spread
Initial price	\$135	\$120	(\$15)
July PRO	\$195	\$180	(\$15)
October PRO	\$205	\$172	(\$33)

The PRO spread between No. 1 CWRS 13.5 per cent protein and No. 3 CWRS 13.0 per cent protein has deteriorated by \$18 per tonne (\$33 - \$15) from July to October.

Fundamentals suggest this trend will continue and that it will be reflected in the upcoming adjustment payments. The following table illustrates the consequences of delivering before and after the adjustment payment:

	No. 1 CWRS 14.0	No. 3 CWRS 13.0
FlexPro price	\$200	\$200
- Initial price of reference grade	\$135	\$135
= Additional payment	\$ 65	\$ 65
+ Initial price of delivered grade	\$140	\$120
= FlexPro price before adjustment payment	\$205	\$185
+ Change in PRO spread	\$ 10	(\$18)
= Estimated FlexPro price after adjustment payment	\$215	\$167

Based on the change in PRO spreads, the producer's FlexPro price would increase by \$10 per tonne for No. 1 CWRS 14.0 per cent protein following the adjustment payment and decline by \$18 per tonne for the No. 3 CWRS 13.0 per cent protein.