

## 1. DEFINITIONS

- a. "Actual Grade" is the grade and/or protein of the *Wheat* actually delivered by the producer as reported on the Producer Certificate as defined in the Canadian Wheat Board Act.
- b. "Adjustment Factor" is the value that adjusts the price to reflect the sales position of the pool account with respect to the current market value as specified in the *Pricing Schedule*.
- c. "Approved Methods of Acceptance" are as set out in paragraph 2.g. below.
- d. "Available Futures Months" are those published in the *Pricing Schedule*.
- e. "BPC" is the Basis Price Contract as provided for herein.
- f. "BPC Sign-up Expiry Date" is 9:00 p.m. Central Time (CT) January 31, 2012, or by such other date as the CWB designates. If the producer elects to have the Force Majeure provision form part of the Terms and Conditions of this Agreement for any class other than Canada Western Red Winter, the producer must sign up on or before 9:00 p.m. (CT) April 29, 2011 or by such other time as the CWB designates. If the producer elects to have the Force Majeure provision form part of the Terms and Conditions of this Agreement for Canada Western Red Winter wheat, the producer must sign up on or before 9:00 p.m. (CT) December 17, 2010 or by such other time as the CWB designates.
- g. "Basis" is the value identified as such in the *Pricing Schedule*.
- h. "Buyout Price" is the price available from the CWB from time to time at which the CWB will allow the producer to buy out their obligations under this Agreement. The formula by which the per-tonne *Buyout Price* is calculated shall be equal to:  
(current futures + current basis + current adjustment factor) - (producer's locked in futures + producer's locked in adjustment factor) + \$2.50 administration fee. If the formula results in a negative value, the *Buyout Price* is zero.
- j. "CWB Act" means *The Canadian Wheat Board Act*, as amended.
- k. "Contract Date" is the date on which the producer enters into a *BPC* and commits the *Net Tonnes*. If the producer elects to have the Force Majeure provision included in the Agreement, the producer must do so on the *Contract Date*.
- l. "Delivery Opportunities" are the opportunities for the delivery of *Wheat* through CWB delivery calls made by the CWB from time to time during the 2011-12 crop year. Delivery and settlement must occur within the 2011-12 crop year.
- m. "Exchange for Physicals" is the procedure by which a producer exchanges his or her futures contract for the CWB *Futures Price*.
- n. "Fax Form" means the following forms, as applicable: the "2011-12 Basis Price Contract (futures only) sign-up application", the "2011-12 Basis Price Contract sign-up application", the 2011-12 Basis Price Contract lock-in", the "2011-12 Basis Price Contract (futures only) target pricing application", the "2011-12 Basis Price Contract target pricing application", the "2011-12 Target pricing order cancellation", the "2011-12 Exchange for physicals (EFP)" and the "2011-12 Basis Price Contract basis rollover".
- o. "Feed Wheat" is Canada Western Feed, No. 4 Canada Western Red Spring, No. 3 Canada Western Soft White Spring, No. 4 Canada Western Hard White Spring and Canada Western General Purpose. Sample grades and mixed grain grades cannot be delivered against the *BPC*.
- p. "Feed Spread Adjustment" is the value identified as such in the *Pricing Schedule* that adjusts the *BPC* payment to reflect the spread between milling quality and feed values set out in paragraph 6.4.(a) for delivery of *Feed Wheat* based on the *Settlement Date*.
- q. "Force Majeure Deduction" means if the producer elected to include the Force Majeure provision in the Agreement, \$5 per *Net Tonne* will be deducted from payments owing by the CWB to the producer on account of the additional risk that is being assumed by the CWB.
- r. "Force Majeure Event" means an event such as severe flooding, hail, fire, drought, excess moisture, wind, hurricane, tornado, excess heat, insect damage, plant disease, wildlife damage, winterkill, frost, snow or any other event of any kind whatsoever beyond the control of the producer which limits the production of *Wheat*. Events which cause quality loss but do not limit the production of *Wheat* are not *Force Majeure Events*.
- s. "Futures Price" is the price, published by the CWB, that the producer can apply to all or a portion of the *Net Tonnes* by locking in that price pursuant to this Agreement.
- t. "Incremental Payment" is an amount identified as such in the *Pricing Schedule*.
- u. "Initial Payment" is the payment made by the CWB or its agents at the time of delivery for *Wheat* of the *Actual Grade* in accordance with the *CWB Act*.
- v. "Lock-in Deadline Date" is the date on which the *Basis* and *Futures Price* expires and the date by which the producer must lock in a *Basis* or *Futures Price*, as applicable, as specified in the *Pricing Schedule*.
- w. "Net Tonnes" is the number of net tonnes of *Wheat* that the producer has signed up under the *BPC* and has agreed to deliver to the CWB.
- x. "Basis Price Payment" is the amount that the producer will be paid for the *Net Tonnes* as set out herein in respect of the *BPC* as applicable, instead of any and all payments that would have been made to the producer in respect of the *Net Tonnes* through participation in the CWB Pool Account.
- y. "Pricing Damages" means the amount calculated using the *Buyout Price* as of July 31, 2012.
- z. "Pricing Schedule" is the schedule published by the CWB from time to time that identifies: the *Incremental Payments* being offered at that time; the *Basis* being offered at that time; the *Adjustment Factor* being offered at that time; the *Futures Prices* being offered at that time; the *Lock-in Deadline Dates*; the *Reference Grades*; the *Force Majeure Discount* and the applicable *Feed-Spread Adjustments*.
- aa. "Reference Grade" is as set out in the *Pricing Schedule*.
- bb. "Rollover Adjustment" is an adjustment that is made to the *Basis* when a producer enters into a rollover transaction to reassess the contracted *Basis* and is the difference between the contracted *Basis* month *Futures Price* and the *Futures Price* for the month that the contract is being rolled into on such date. In addition, an administration fee of \$1 per tonne will be charged for each *Rollover Adjustment*.
- cc. "Settlement Date" is the date on which a Producer Certificate, as defined in the Canadian Wheat Board Act, is issued in respect of *Wheat* priced under a *BPC*.
- dd. "Target Price" is the *Futures Price* or *Basis* at which the producer indicates to the CWB that he/she is willing to accept the offer. Sign-up *Target Prices* will be accepted net of the *Adjustment Factor*.
- ee. "Wheat" is all grades and classes of wheat except durum, sample grades and mixed grain.

## 2. OFFER AND ACCEPTANCE

- a. In accordance with these Terms and Conditions, the CWB offers to pay the producer the *Basis Price Payment* for the *BPC* as calculated according to the relevant payment formula set out in paragraph 6.4 below subject to the conditions outlined in paragraph 2.d. below (the "Offer").
- b. The CWB will offer the *Futures Price* for acceptance by the producer from September 1, 2010, until the earlier of 9:00 p.m. (CT) on January 31, 2012 or such time as the *Offer* is withdrawn by the CWB in its sole discretion. The CWB reserves the right to withdraw the *Offer* at any time and without prior notice.
- c. The CWB will offer the *Basis* for acceptance by the producer from February 28, 2011, until the earlier of 9:00 p.m. (CT) on January 31, 2012 or such time as the *Offer* is withdrawn by the CWB in its sole discretion. The CWB reserves the right to withdraw the *Offer* at any time and without prior notice.
- d. The CWB reserves the right to reject an individual's acceptance of the *Offer* in its sole discretion for any reason including where the producer has outstanding *Pricing Damages* on a previous payment options contract. The CWB may declare a producer ineligible to participate in this contract and may refuse to enter into a contract with such producer.
- e. The producer's acceptance of the *Offer* will not be valid unless it is made in strict compliance with one of the *Approved Methods of Acceptance*.
- f. The producer's acceptance of the *Offer* will not be valid unless it is actually received at the head office of the CWB prior to the withdrawal of the *Offer* or the expiration of the time for acceptance, whichever comes first.

- g. The *Approved Methods of Acceptance* are:
- Telephoning the CWB at 1-800-275-4292 and following the instructions of the CWB operator when asked to provide the producer's 10-digit CWB identification number and confidential Personal Identification Number (PIN) and indicating the number of tonnes and class of *Wheat* sign-up, lock-in, exchange for physicals or rollover transaction. The CWB's records of such telephone call, including any written confirmation, are conclusive and binding on the producer.
  - Faxing a *Fax Form* to the CWB at 1-204-983-8031. The *Fax Form* must be completed fully and accurately and the producer must sign it. In the event of any uncertainty as to the information provided by the producer in the *Fax Form*, the CWB may, in its sole discretion, reject the acceptance of the sign-up, the lock-in, exchange for physicals or rollover, as invalid. The *Fax Form* will be deemed to have been received at the time printed on the fax by the CWB's fax machine.
  - Logging onto CWB e-Services using the producer's user name and password and completing the sign-up transaction. The producer will indicate the number of tonnes and the class of *Wheat* that the Producer wants to sign up and then he will lock in a BPC. Upon confirmation of the transaction using e-Services the producer shall be bound by the Terms and Conditions of this Agreement.
  - The producer may designate his/her *Target Price* using any of the methods set out in (i), (ii) or (iii) above.

### 3. LOCKING IN BPC VALUES

#### 3.1. LOCKING IN THE BPC VALUE

- The producer must lock in the *Basis* or the *Futures Price* on the *Contract Date* in accordance with the *Pricing Schedule* in effect on that date; and
  - The producer must lock in the other component of the *BPC*, the *Futures Price* or *Basis* as applicable, as specified in the *Pricing Schedule* on or before the *Lock-in Deadline Date*.
- 3.2. The *Adjustment Factor* is automatically locked in on the *Contract Date*.
- 3.3. The producer must lock in the said values indicated in 3.1 above in accordance with the *Approved Methods of Acceptance*.

### 4. CWB'S OBLIGATIONS

The CWB agrees as follows:

- To guarantee that it will accept delivery of the *Net Tonnes* contracted pursuant to this Agreement for offers made by the producer prior to the announcement of Series A delivery contract acceptance for the 2011-12 crop year for all classes of wheat except Canada Western Extra Strong and Canada Prairie Spring White pursuant to which the CWB will accept delivery as set out in paragraph 4.b. below. If sufficient *Delivery Opportunities* are not provided during the 2011-12 crop year, the CWB will provide additional *Delivery Opportunities*. However, the CWB is not obliged to accept delivery of the *Net Tonnes* unless it is satisfied, in its sole discretion, that the producer took full advantage of all *Delivery Opportunities* for *Wheat*, as applicable, that were available to the producer during the 2011-12 crop year.
- To guarantee that it will accept delivery of the *Net Tonnes* contracted pursuant to this Agreement for offers made by the producer for Canada Western Extra Strong and Canada Prairie Spring White prior to the *BPC Sign-up Expiry Date*. If sufficient *Delivery Opportunities* are not provided during the 2011-12 crop year, the CWB will provide additional *Delivery Opportunities*. However, the CWB is not obliged to accept delivery of the *Net Tonnes* unless it is satisfied, in its sole discretion, that the producer took full advantage of all *Delivery Opportunities* for *Wheat*, as applicable, that were available to the producer during the 2011-12 crop year.
- For all classes except CWES and CPSW, any *Net Tonnes* contracted pursuant to this Agreement after the Series A delivery contract acceptance for the 2011-12 crop year is announced until January 31, 2012 or by such other date as the CWB designates, the delivery guarantee will only be in effect up to the Series A delivery acceptance levels. The CWB is not obligated to accept delivery of any *Net Tonnes* contracted above the Series A acceptance level; the producer must utilize any additional delivery opportunities provided through CWB delivery programs later during the 2011-12 crop year.
- To pay the producer in accordance with the terms herein contained in respect of the *BPC*.

### 5. PRODUCER'S OBLIGATIONS

- The producer undertakes to deliver the *Net Tonnes* in accordance with the CWB's *Delivery Opportunities* and this Agreement.
- The producer acknowledges that, except to the extent that any provisions may be inconsistent, this Agreement does not alter the producer's obligations under any delivery contract entered into between the producer and the CWB. The producer agrees that this shall be the case regardless of whether such delivery contract is entered into prior to or subsequent to the producer entering into this Agreement. In the event of such an inconsistency, the provisions of this Agreement will prevail.
- The producer undertakes to use his best efforts to deliver to the CWB the class of *Wheat* specified in this Agreement.

### 6. PRICING

- 6.1. Subject to paragraph 6.4(a)(i) below, the producer may lock in a *Basis* or a *Futures Price* for all or a portion of the *Net Tonnes* to which the price available at the time is to apply at the value indicated on the *Pricing Schedule* on such date.
- 6.2. The producer may execute an *Exchange for Physicals* to obtain the *Futures Price*.
- 6.3. Beginning February 28, 2011, the producer may roll forward or backward all or a portion of the *Net Tonnes* to other Available Futures Months (the "Rollover").

#### 6.4. Payment

- The *Basis Price Payment* for a *BPC* is calculated as follows for each *Net Tonne* of *Wheat*:
  - Add the aggregate *Basis* amount (including any adjustments to the *Basis* resulting from *Rollovers*, as applicable);
  - Add the *Incremental Payment* shown in the *Pricing Schedule* in effect on the *Contract Date* that corresponds to the *Settlement Date*;
  - Add the *Futures Price*;
  - Add the *Adjustment Factor* in effect on the *Contract Date*.

If the producer has locked in multiple deliveries, with respect to each delivery the *Futures Prices* and/or *Basis*, as applicable, will be applied on a first in, first applied basis;

- Adjust the CWB's grade and/or protein spread between the *Reference Grade* and the *Actual Grade*, including any discount for tough or damp grain, based on the *Initial Payment* on the *Settlement Date*;
- Subtract the *Feed Spread Adjustment*, if applicable, as specified in *Pricing Schedule* on the *Settlement Date*; and
- Subtract all deductions authorized under the *Canadian Wheat Board Act* or under this Agreement or otherwise required by law, including, without limitation; the *Force Majeure Deduction*, if applicable, deductions under the *Agricultural Marketing Programs Act*, the *Prairie Grain Advance Payment Act* and the *Spring Credit Advance Program*.

- b. If the *Basis Price Payment* less the *Initial Payment* results in a positive number the CWB agrees to forthwith pay same to the producer. If the *Basis Price Payment* less the *Initial Payment* results in a negative number such amount will be deducted from future payments owing to the producer.
- c. For greater certainty, the producer acknowledges that the only payment they will receive in respect of the *Net Tonnes* is the *Basis Price Payment*.

#### 6.5 Designating the *Net Tonnes*

- a. The producer may designate the *Net Tonnes* to be priced under the *BPC* on the *Contract Date* using any of the *Approved Methods of Acceptance* set out in section 2 above.
- b. The producer undertakes to designate at the time of delivery the *Net Tonnes* to be priced under the *BPC*. Such designation must be made on or before the *Settlement Date* and shall be made by informing the CWB's agent at the location where the *Wheat* is delivered of the existence of the *BPC*.
- c. Settlement must occur within the 2011-12 crop year.

#### 7. FORCE MAJEURE

- a. A producer who has elected to include the Force Majeure provision in this *Agreement* and who is unable to deliver all or a portion of the *Net Tonnes* as a result of a *Force Majeure Event*, will be relieved of his/her obligations thereunder to the extent of the production loss and will not be required to pay *Pricing Damages* relative to same.
- b. The CWB will use five-year average *Wheat* yields compiled by the provincial crop insurance agency that has jurisdiction over the producer's land to determine eligibility under the Force Majeure provision, including determining the reasonability of the producer's anticipated production and the extent of the producer's loss.
- c. A producer who has entered into a *BPC* with the Force Majeure provision must deliver against that contract in priority to all other contracts for like varieties of *Wheat* including, but not limited to, the pool, the *Wheat Storage Program* and the *Churchill Corridor Guaranteed Delivery Contract*.
- d. A producer must determine on the *Contract Date* whether to have included in the Terms and Conditions the Force Majeure provision.
- e. A producer may enter into a *BPC* containing the Force Majeure provision for Canada Western Red Winter on or before 9:00 p.m. (CT) December 17, 2010, or by such other time as the CWB designates. A producer may enter into a *BPC* containing the Force Majeure provision for any other class on or before 9:00 p.m. (CT) April 29, 2011, or by such other time as the CWB designates.
- f. A producer may only enter into a *BPC* with the Force Majeure provision for up to 50 per cent of his/her anticipated production. If the producer signs up tonnes in excess of 50 per cent of his/her anticipated production, the producer will be charged the *Force Majeure Deduction* on all of the *Net Tonnes*, however the provision will be of no force and effect for each *Net Tonne* which exceeds 50 per cent of his/her anticipated production.
- g. The producer will be charged the *Force Majeure Deduction* immediately upon sign-up in consideration for the inclusion of the Force Majeure provision in the *Agreement* to reflect the additional risk that is being assumed by the CWB.
- h. A *BPC* containing the Force Majeure provision is not assignable. A producer may assign the contract provided that he has paid the *Force Majeure Deduction* on each of the *Net Tonnes* and both he and the assignee have acknowledged that the Force Majeure provision is of no force and effect.
- i. A producer must notify the CWB within 15 days of the occurrence of a *Force Majeure Event*, and the producer must prove to the CWB's satisfaction that a *Force Majeure Event* occurred which limited the producer's production.
- j. Upon notification, the CWB will immediately relieve the producer of his/her obligations relative to this *BPC* to the extent of the production loss. If the producer fails to prove to the CWB's satisfaction that a *Force Majeure Event* occurred he/she will be responsible for the *Pricing Damages* as of the date the CWB was notified.

#### 8. DEFAULT

- a. The producer shall be deemed to be in default under the *BPC* if the producer fails, for any reason, to deliver all of the *Net Tonnes* through *Delivery Opportunities*. If the CWB, in its sole discretion, determines that the producer has fully utilized all of the available *Delivery Opportunities*, additional delivery opportunity will be provided.
- b. In the event that the producer is in default, the CWB may cancel the *BPC* and any or all other contracts to which the CWB and the producer are party.
- c. Further, the producer shall pay *Pricing Damages* to the CWB to compensate the CWB for its actual losses incurred as a result of the producer's default. Such *Pricing Damages* shall be equal to the *Buyout Price* in effect at the time of such default. The producer is responsible to deliver 100 per cent of the contracted *BPC* tonnage and any shortfall is subject to *Pricing Damages*.
- d. In the event that the producer is in default as a result of his/her failure to deliver the *Net Tonnes* the *Pricing Damages* assessed in accordance with this paragraph will be paid in addition to any liquidated damages which may be assessed pursuant to any delivery contract entered into with the CWB.
- e. The producer and the CWB agree that *Pricing Damages* determined in this manner are a genuine pre-estimate of the actual damages the CWB will incur as a result of the default by the producer and that such damages are not a penalty.
- f. *Pricing Damages* may be set-off by the CWB against any and all amounts that may become payable to the producer by the CWB, and/or against the proceeds of any and all deliveries made by the producer under the producer's delivery permit, or under any and all delivery permits in which the producer has an interest and is considered as a related producer. Any such delivery permit may be so endorsed.
- g. In the event that the producer ceases to make deliveries to the CWB, the CWB may, in its sole discretion, engage a collection agency to assist with the collection of the outstanding pricing damages.

#### 9. GENERAL PROVISIONS

- a. This *Agreement* constitutes the entire *Agreement* between the CWB and the producer with respect to the pricing of the *Net Tonnes*. There are no representations, warranties, terms or conditions, whether express or implied, beyond those contained herein. There shall be no changes or modifications to this *Agreement* unless they are made in writing, and signed by both the producer and the CWB. For the sake of clarity, the term "this *Agreement*" as used herein shall include the *Fax Form* and the *Pricing Schedule*.
- b. If any provision, or part thereof, of this *Agreement* is determined to be void, invalid, or unenforceable, it will be severed and will not void, invalidate, or make unenforceable any other provision of this *Agreement*.
- c. This *Agreement* shall be governed and construed in accordance with the laws of the Province of Manitoba and the courts of the Province of Manitoba shall have exclusive jurisdiction in the case of any dispute.
- d. The producer represents that they are of the age of majority in the province in which they reside. Where the producer is a corporation, partnership, cooperative or other business entity, the producer and the person signing on behalf of the producer represent that the person signing on behalf of the producer are of the age of majority in the province in which the producer resides.
- e. This *Agreement* shall enure to the benefit of the heirs, administrators, executors, legal representatives, successors and permitted assigns of the producer and the CWB. However, no assignment of this *Agreement* by the producer will bind the CWB without its prior written consent.
- f. If the producer is a corporation, partnership, cooperative or other business entity, this *Agreement* must be signed in the entity's name and the authorized officer, agent or partner(s) who sign(s) on behalf of the entity must state their position and authority. A Continuing Personal Guarantee

- form must be completed by the actual producers and landlords who appear on a delivery permit as a joint producer, trade name or partnership before a BPC contract will be accepted by the CWB.
- g. The producer shall fully indemnify the CWB for any and all legal expenses associated with the enforcement of this Agreement on a solicitor client basis.
  - h. If the payment received by the producer in respect of deliveries made against this Agreement exceeds the *Basis Price Payment*, the CWB has the right to set-off against any and all amounts that may become payable to the producer by the CWB, and/or against the proceeds of any and all deliveries made by the producer under the producer's delivery permit. Any such delivery permit may be so endorsed.
  - i. The exercise by the CWB of any right or remedy provided herein shall not affect any other remedy that the CWB may have for the same default. Nor shall the failure of the CWB to exercise any right or remedy be considered a waiver of any right or remedy it may have.
  - j. Any deliveries made against this Agreement may be made to the benefit of any producer listed under the producer's permit book.
  - k. Time shall be of the essence of this Agreement.
  - l. The producer may, at any time after entering into this Agreement, buy out his or her obligations hereunder by paying the CWB the *Buyout Price*.
  - m. The producer (assignor) may assign all of the rights and obligations of the producer under this Agreement to another producer (assignee) upon the receipt of written consent from the CWB subject to paragraph 7.(h). The producer will be charged an administration fee of \$15 per transaction.