

Best practices for getting the most out of Pioneer MarketPointSM resource

1. Enroll early – Pioneer MarketPointSM resource is an added benefit to Pioneer customers. Sign up for the free commodity text updates (\$100/year value).
2. When making seed purchase decisions, consider HTF or HAE (High Available Energy) end-use characteristics as an added benefit.
3. When organizing your planting plans, include where production will be stored as a criteria. Storing homogeneous HTF or HAE products separately in bins will set you up for maximum value in marketing. Multiple HTF or HAE hybrids can comprise a homogeneous bin.
4. All else being equal, if you can't store your entire crop, plan to store the HTF or HAE products first.
5. Attend our GRAIN QUALITY CERTIFICATION (GQ) meetings offered exclusively to MarketPoint resource participants, and learn from the experts about storing and selling quality grain for maximum value to end-users.

Enrollment Process

1. Go to marketpoint.pioneer.com and click ENROLL NOW.
2. Choose "Become a Member" on the log in page.
3. Type in your sales account number and access code.
(Provided by your Pioneer sales professional)



**When it comes
to marketing
high-quality grain,
we put you
in the driver's seat**

SALES ACCOUNT #

ACCESS CODE

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PIONEER
MarketPointSM
RESOURCE

Pioneer MarketPointSM resource - How does it benefit me?

Convenience

Pioneer MarketPointSM resource is a convenient, web-based tool allowing you to quickly and easily post offers to multiple buyers. You can also receive text messages from interested buyers with incoming private bids for your present and future corn production, as well as Chicago Board of Trade (CBOT) commodity futures price updates three times daily. *MarketPoint resource uses technology to help you do a better job staying on top of the best selling opportunities in your local market, in less time.*

	Feb '08	Mar '08	Oct '08
Ethanol Plant	\$4,800 (-0.10 CBH)	\$4,800 (-0.10 CBH)	\$5,150 (-0.10)
Livestock Producer	\$4,900 (-0.09 CBH)	\$4,900 (-0.09 CBH)	\$5,150 (-0.09)
Elevator	\$4,900 (-0.09 CBH)	\$4,900 (-0.09 CBH)	\$5,150 (-0.09)

The MarketPoint resource Grain Desk is your one-stop shop for trading your high-quality corn. All offers and resulting contracts are archived on the site, with every detail logged for you. *This automatic documentation can help keep you organized and save a lot of time in scheduling deliveries or tax preparation.*

Incremental profit

Most end-users prefer to buy as much corn directly from farmers as possible because it has been handled fewer times and blended less often. This creates a product with less foreign material and damage, and more consistency, which is good for getting the most out of every bushel. *Giving end-users visibility and direct access to your higher quality corn is worth more to them and creates more value for you.*

Pioneer[®] brand hybrids with above average ethanol yield potential (EYP) are designated as high total fermentable (HTF) ethanol hybrids. These ethanol corn hybrids deliver higher levels of fermentable starch, resulting in more ethanol yield per bushel than commodity corn. Commercial scale trials with industry leaders have demonstrated a 2 percent to 4 percent improvement in ethanol yields using Pioneer HTF hybrids. *Providing ethanol processors access to large volumes of HTF corn is worth more to them and creates more value for you.*



A number of factors, including increased demand for corn, have created unprecedented volatility in the daily CBOT futures prices. Daily trading ranges are wider than ever. MarketPoint resource helps you to "hit the daily highs" using electronic trading that executes offers with every tick, not only during the daytime trading session, but also throughout the overnight session (6 PM to 6 AM). Trading electronically with expanded hours helps you to "hit the daily highs" more consistently, and get the most the market has to offer any given day.

Differentiate and move from commodity to quality

MarketPoint resource uses the latest technologies in bin monitoring and storage to highlight quality characteristics and differentiate high-quality corn to end-users. MarketPoint resource also provides a special certification that recognizes growers who take exceptional care in understanding and delivering on the quality needs of corn processors. *Communicating this information to end-users makes your corn worth more to them and creates more value for you.*



Get started today.

PIONEER
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RESOURCE

The Better Way to Market.

Visit marketpoint.pioneer.com to learn more and enroll, or talk to your local Pioneer sales professional.