

Making an Offer

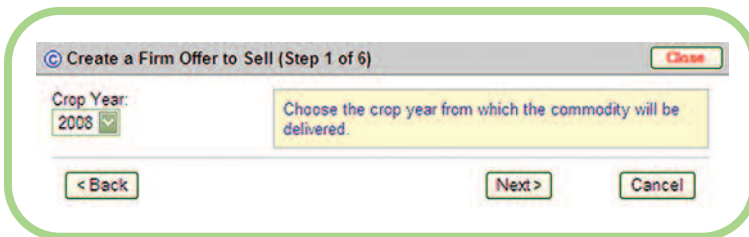
PIONEER
MarketPoint
RESOURCE

MAKING AN OFFER TO ONE OR MORE BUYERS WILL ALLOW YOU TO:

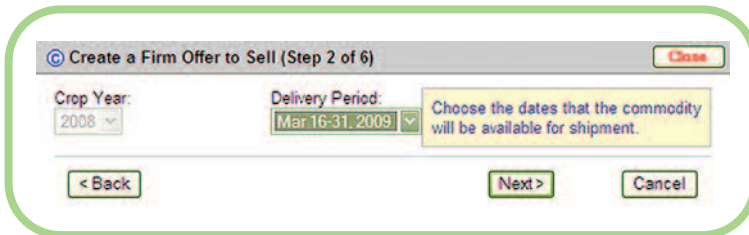
- Set a profitable target price
- Use market volatility to your advantage day and night to match your target
- Evaluate buyer bids on an “apples to apples” net farm perspective

Steps to Making an Offer:

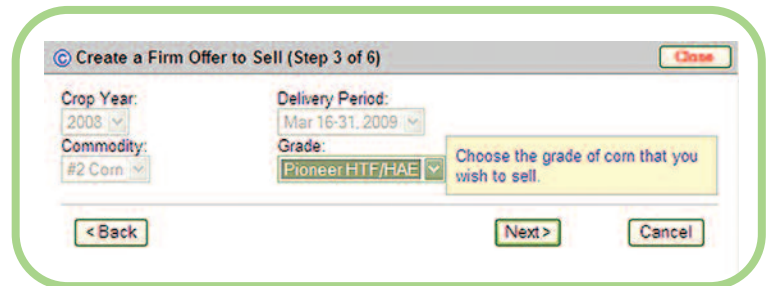
1. Login as a Returning User at marketpoint.pioneer.com, using your Username and Password.
2. From the MarketPoint resource Grain Desk home page, click on Make an Offer. The Make an Offer wizard will appear.
3. Select a crop year for your offer.



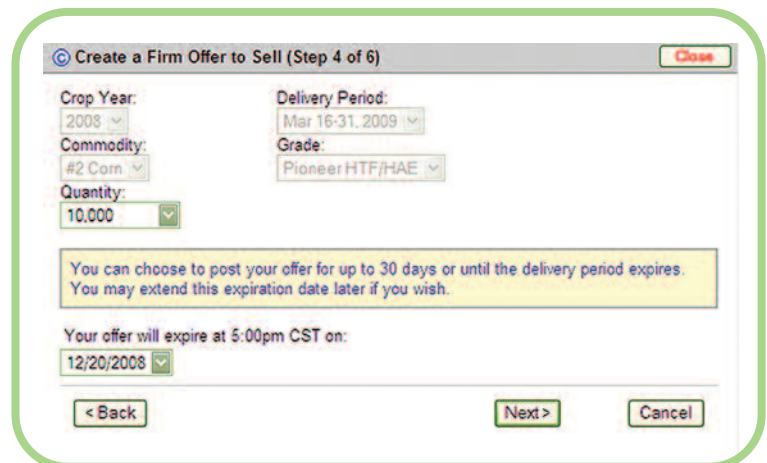
4. Select a delivery period within the crop year.



5. Select a grade of corn to offer. For Pioneer products, the grade may consist of HTF (High Total Fermentable) for ethanol, HAE (High Available Energy) for livestock producers, or HTF/HAE (above average for both end-uses). If the corn has multiple end use characteristics but is exclusively Pioneer, it may be represented as Pioneer Other. If the corn offered is another brand or mix of several brands, it can be represented as Yellow #2.



6. Select the quantity in bushels to offer and choose an expiration date. The default expiration is 30 days.



Continued on back. ►



7. Input your net on-farm target price and select the buyer or buyers you want to post the offer to. The system will add your default freight cost to your on-farm target price to establish the delivered target price for each buyer. As long as you've calculated your freight properly, no matter which buyer matches your price first, the net back to your farm will match your target.

© Create a Firm Offer to Sell (Step 5 of 6) Close

Crop Year: 2008 Delivery Period: Mar 16-31, 2009
 Commodity: #2 Corn Grade: Pioneer HTF/HAE
 Quantity: 10,000

On Farm Target Price(S): 4.00

Your offer will expire at 5pm CST on 12/20/2008.

Choose 1 or more locations. For each location, specify your target amount (per bushel). You will be able to edit your Target cost after your offer has been posted. If you choose multiple locations and your offer is purchased at one location, the offers to all other locations will be cancelled.

Company	Delivered Bid	Delivered Target
EEA - Omaha	\$3.64	<input checked="" type="checkbox"/> 4.15
LVF - Oakland	\$3.35	<input checked="" type="checkbox"/> 4.24

Select All Delivered Bids

< Back Next > Cancel

8. Finally, review the summary of your offer, and click on the Finish button to confirm. This is now a firm offer, but you can still cancel, change the freight, or change your target price any time before a buyer matches their bid to your asking price.

© Create a Firm Offer to Sell (Step 6 of 6) Close

Crop Year: 2008 Delivery Period: Mar 16-31, 2009
 Commodity: #2 Corn Grade: Pioneer HTF/HAE
 Quantity: 10,000

On Farm Target Price(S): 4.00

Your offer will expire at 5pm CST on 12/20/2008.

Selected delivery location(s) and target(s):

Company	Delivered Bid	Delivered Target
EEA - Omaha	\$3.64	<input checked="" type="checkbox"/> \$4.15
LVF - Oakland	\$3.35	<input checked="" type="checkbox"/> \$4.24

Select All Delivered Bids

Important

This is a confirmation of an offer to sell Corn for delivery to a specific location for a specific time. Your submission of this form is hereby confirmed in writing as to the Offered Price, Grade, Quantity Offered, Delivery Location and Delivery Time. If any of these specifics listed above are in error, please call immediately. You may cancel or change this offer any time prior to the actual sale. Once the buyer has filled this offer to sell, you must comply with the terms of the agreement. You cannot change your decision once the buyer has purchased Corn. This offer will expire on the date listed above.

< Back Finish Cancel

9. You can monitor your active offers with each tick during day and nighttime trading under the Listings Tab.

Home Listings Contracts Markets Update Profile Support
 My Listings APBs Area Buyers Pioneer Resources

Welcome Today is Wednesday, Nov. 26, 2008. You last logged in on Thursday, Nov. 20, 2008 at 09:21 AM. Logout

Updated: Wed, Nov 26 @ 11:32 AM Take an Offer...

Best Bids											
ID	Location	Qty	Delivery	Sym	Future	Basis	Bid	Ask	Diff	ToGo	
245	Columbus	15,000	Feb 16 - 28, 2009	ZC9H	3.6950	-0.1400	3.5550	3.8900	0.3350	22	
243	Farimont	5,000	Feb 16 - 28, 2009	ZC9H	3.6950	-0.2500	3.4450	3.9000	0.4550	22	
246	Hastings	5,000	Nov 16 - 30, 2008	ZC8Z	3.5250	-0.1700	3.3550	4.0300	0.6750	22	
244	Columbus	10,000	Apr 01 - 15, 2009	ZC9K	3.8100	-0.1000	3.7100	4.0900	0.3800	22	
241	Columbus	5,000	Feb 01 - 15, 2009	ZC9H	3.6950	-0.1400	3.5550	4.0900	0.5350	17	
247	Hastings	5,000	May 16 - 31, 2009	ZC9K	3.8100	-0.0700	3.7400	4.2800	0.5400	24	
248	Farimont	10,000	Oct 01 - 15, 2009	ZC9Z	4.1775	-0.1000	Pending	4.6900	Pending	24	

Offer

Offer ID: 244
 Quantity: 10,000 bu
 Grade: Yellow #2
 Delivery: 4/1/2009 - 4/15/2009
 Target: 4.00
 Expires: 2008-12-18 22 days left

Actions

Sell Now!
 Cancel

Offers

Buyer	Freight	Ask	Bid	Diff
Farimont	0.19	4.19	3.7100	0.4800
Hastings	0.28	4.28	3.5700	0.7100
Columbus	0.09	4.09	3.7100	0.3800
Maple Ridge	0.12	4.12	3.7100	0.4100