

WB JOHNSTON

**DYNAMIC PRICING PLATFORM
ONLINE OFFER SYSTEM**

**PROVIDED BY
FARMS TECHNOLOGY**

TOPICS


- How to **sign up**
- How to **check** the cash prices
- How to **make** offers
- How to **manage** those offers

HOW DO YOU SIGN UP?.

<http://www.jeinc.com/grain>

W.B. JOHNSTON GRAIN COMPANY, INC.

Home Locations About Us Farmer Marketing Agronomy Contact




Local Cash Bids June 16, 2010

Johnston Terminal Elevator ([change location](#))


#2 Corn	Jul 2010	0-6	\$3.145
#2 Corn	Dec 2010	0-6	\$3.3075
Milo	Jul 2010	0-6	\$3.105
Milo	Dec 2010	0-6	\$3.2075
Soybean	Jul 2010	9-0	\$8.735

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 [Make Offers Online](#)

Harvest has Begun...



Producer Quality Premium



JTE Farmer Customers
Call Us to Learn More >>


**If Our Doors Are Open,
We Will Price Your Grain**

Market Snapshot

Name	High	Low	Last	Chg
------	------	-----	------	-----

BECOME A MEMBER

<http://dpp.farmstech.com/wbj>
Click "Become a Member"

<p>Become a member • Forgot your password?</p> <p>User Name: <input type="text"/> Password: <input type="password"/> Login ◀</p> <p>Links Add Bookmark</p>	 <p>Dynamic Pricing Platform Powered by Farms Technology</p>
<p>Welcome to the Dynamic Pricing Platform (DPP) powered by Farms Technology, LLC. Click here to preview the benefits of being a DPP member. Membership is free. The DPP is a website set up for customers of WBJ. It allows grain sellers the ability to place firm offers in the system, good for up to 30 days, that are easily modified or canceled anytime prior to the bid and ask prices matching. As a seller, you can login anytime 24/7 to get instantaneous market price information against your firm offers. To get started, click on the Become a Member link at the top of the screen and fill out a brief form that will be passed to WBJ for review. Once accepted, you will receive an email notification and you will then be able to place firm offers. If you have any questions, comments or suggestions about the system please call us toll free at 888-393-6471 or email info@farmstech.com. Your feedback is greatly appreciated.</p>	<p>USDA Grain Reports</p> <p>Daily</p> <ul style="list-style-type: none">▶ Grain Reports by State▶ National Grain Market Summary <p>Weekly</p> <ul style="list-style-type: none">▶ US Export Sales▶ US Export Inspections▶ Crop Progress▶ Crop Weather▶ National Grain Market Review <p>Monthly</p> <ul style="list-style-type: none">▶ Crop Production▶ World Ag Supply & Demand▶ Feed Outlook▶ Oil Crops Outlook▶ U.S. Agricultural Trade Update <p>Quarterly</p> <ul style="list-style-type: none">▶ Grain Stocks
<p>Weather</p> <p>Shawness Mission, KS Weather (66211)</p>	<p>Links</p> <p>Exchanges</p> <ul style="list-style-type: none">▶ Chicago Board of Trade▶ Minneapolis Grain Exchange▶ Kansas City Board of Trade <p>Other</p> <ul style="list-style-type: none">▶ USDA▶ Farm Service Agency

AGREE TO THE TERMS & CONDITIONS

Check the box and click “I agree”

[Become a member](#) • [Forgot your password?](#)

User Name: Password: [Login](#) ◀

[Links](#)
[Add Bookmark](#)

 **dynamic**
ricing
platform

Powered by Farms Technology

Become a Member

W.B. JOHNSTON GRAIN CO. INC.
P.O. Box 1307
Enid, Oklahoma 73702-1307
Phone: 580-233-5800; Facsimile: 580-234-8712

MASTER TRADING AGREEMENT

W.B. JOHNSTON GRAIN CO. INC. (the "Company") and

(the "Customer")

enter into this Master Trading Agreement ("Agreement") because Company and Customer contemplate that they may enter into various transactions (collectively "Contracts") including:

A.) sales including spot cash sales by Company to Customer of products related to Customer's farming and/or ranching business or incidental to Customer's business; and

B.) sales by Customer to Company of agricultural commodities including spot cash sales, cash forward contracts, delayed price and deferred payment contracts; and

C.) services by Company to Customer related to sales or purchases.

I have read and agree to the terms above.

COMPLETE THE REGISTRATION FORM

- Fill out all fields with a red asterisk
- If you farm under a corporation, type the name of that corporation under “Company Name”
- Check mark all locations that you would like to see bids for
- You will be able to “Make an Offer” to any locations you check
- At the bottom of the page, create a unique username and password for the DPP

Become a Member

Complete the fields below, then click the Submit button to register. Fields marked with a * are required.

First Name:

*

Last Name:

*

Email Address:

*

Phone:

*

Company:

Fax:

Address:

*

Cell:

*

City:

*

State:

*

Postal Code:

*

Country:

*

Referral:

Select the locations and commodities you are interested in selling: *

(Note to low-bandwidth users: The more locations/commodities you choose, the longer the load times for each page)

Albin - #2 Corn	<input checked="" type="checkbox"/>	Johnston Terminal Elevator - Soybean	<input type="checkbox"/>
Albin - Milo	<input type="checkbox"/>	Johnston Terminal Elevator - Wheat (HRW)	<input checked="" type="checkbox"/>
Albin - Soybean	<input type="checkbox"/>	Knowles - Wheat (HRW)	<input type="checkbox"/>
Albin - Wheat (HRW)	<input checked="" type="checkbox"/>	May - Wheat (HRW)	<input checked="" type="checkbox"/>
Billings - #2 Corn	<input type="checkbox"/>	Mutual - #2 Corn	<input type="checkbox"/>

SUBMIT THE REGISTRATION FORM

Click “Submit” to send your application to WB Johnston

<input type="checkbox"/>	Gruver - Milo	<input type="checkbox"/>	Waka - Milo	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Gruver - Wheat (HRW)	<input type="checkbox"/>	Waka - Soybean	<input type="checkbox"/>
<input type="checkbox"/>	Hunter - #2 Corn	<input type="checkbox"/>	Waka - Wheat (HRW)	<input type="checkbox"/>
<input type="checkbox"/>	Hunter - Milo	<input type="checkbox"/>	Wakita - #2 Corn	<input checked="" type="checkbox"/>
<input type="checkbox"/>	Hunter - Soybean	<input type="checkbox"/>	Wakita - Milo	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Hunter - Wheat (HRW)	<input type="checkbox"/>	Wakita - Soybean	<input type="checkbox"/>
<input type="checkbox"/>	Johnston Terminal Elevator - #2 Corn	<input type="checkbox"/>	Wakita - Wheat (HRW)	<input type="checkbox"/>
<input type="checkbox"/>	Johnston Terminal Elevator - Milo	<input type="checkbox"/>		

Desired User Name:
 *

Password:
 *

Confirm Password:
 *

Your password must be at least 6 characters long and must contain at least one number and one letter.

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1.888.393.6471

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Once your application has been submitted and is approved by a merchandiser, you will receive an email to confirm your account.

LOGIN

After your account has been approved, enter your username and password to login.

[Become a member](#)

• [Forgot your password?](#)

User Name:

tseller1

Password:

●●●●●●

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Welcome to the Dynamic Pricing Platform (DPP) powered by Farms Technology, LLC. Click here to preview the benefits of being a DPP member. Membership is free. The DPP is a website set up for customers of WBJ. It allows grain sellers the ability to place firm offers in the system, good for up to 30 days, that are easily modified or canceled anytime prior to the bid and ask prices matching. As a seller, you can login anytime 24/7 to get instantaneous market price information against your firm offers. To get started, click on the Become a Member link at the top of the screen and fill out a brief form that will be passed to WBJ for review. Once accepted, you will receive an email notification and you will then be able to place firm offers. If you have any questions, comments or suggestions about the system please call us toll free at 888-393-6471 or email info@farmstech.com. Your feedback is greatly appreciated.

Weather

[Shawness Mission, KS Weather \(66211\)](#)

USDA Grain Reports

- Daily
 - ▶ [Grain Reports by State](#)
 - ▶ [National Grain Market Summary](#)
- Weekly
 - ▶ [US Export Sales](#)
 - ▶ [US Export Inspections](#)
 - ▶ [Crop Progress](#)
 - ▶ [Crop Weather](#)
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 - ▶ [Feed Outlook](#)
 - ▶ [Oil Crops Outlook](#)
 - ▶ [U.S. Agricultural Trade Update](#)
- Quarterly
 - ▶ [Grain Stocks](#)

CHECKING PRICES AND MAKING OFFERS

- Click on the “Markets” Tab
- The Cash Prices will flash and update every minute, on a ten minute delay when markets are open
 - 6:00p.m.– 7:15a.m. and 9:30a.m. to 1:15p.m.

The screenshot shows a web application interface with a navigation bar at the top containing tabs: Home, Offers, Contracts, **Markets**, Sell Grain, Support, and Info. Below the navigation bar, there are sub-tabs: Bidsheet, Pit Quotes, Electronic Quotes, and Charts. A 'View/Print Bidchart' section includes a 'Make an Offer...' button, 'Get Realtime Quotes...' and 'Print...' buttons, and a dropdown menu for 'All Locations'. The main content area displays three tables for different corn grades: Billings - #2 Corn, Eddy - #2 Corn, and Gruver - #2 Corn. Each table has columns for Info, Delivery Period, Future Contract, Basis, Future Amt, Change, and Cash Bid. The 'Markets' tab is highlighted with a red arrow. Two green arrows point to the 'Quick Offer...' buttons in the first two rows of the Billings table.

Billings - #2 Corn						
Info	Delivery Period	Future Contract	Basis	Future Amt	Change	Cash Bid
Quick Offer...	05/01/10-05/31/10	ZC10N	-0.60	3.7100	-0.0200	3.1100
Quick Offer...	10/01/10-11/30/10	ZC10Z	-0.60	3.8725	-0.0200	3.2725

Eddy - #2 Corn						
Info	Delivery Period	Future Contract	Basis	Future Amt	Change	Cash Bid
Quick Offer...	05/01/10-05/31/10	ZC10N	-0.60	3.7100	-0.0200	3.1100
Quick Offer...	10/01/10-11/30/10	ZC10Z	-0.60	3.8725	-0.0200	3.2725

Gruver - #2 Corn						
Info	Delivery Period	Future Contract	Basis	Future Amt	Change	Cash Bid
Quick Offer...	05/01/10-05/31/10	ZC10N	-0.25	3.7100	-0.0200	3.4600
Quick Offer...	10/01/10-11/30/10	ZC10Z	-0.10	3.8725	-0.0200	3.7725

MAKE AN OFFER

The screenshot shows a web browser window titled "FarmsTech.com Dynamic Pricing Platform - Windows Internet Explorer". The address bar shows the URL "https://dpp.farmstech.com/popup.asp?submode=offerCreate". The page content is titled "Create a New Offer" and includes a "Close" button. The main instruction is "Please select the type of offer you wish to create:". There are three radio button options:

- Firm (Cash) Offer: A firm offer can be cancelled, updated or accepted at any time prior to the buyer's bid matching your offer price.
- Futures Fixed Offer: You need special approval from your buyer to create a futures fixed offer. In a futures fixed offer, you specify a delivery location and period and a futures target price. If the market hits your target, a contract is generated and you can use the DPP to fix your basis for some or all of the bushels offered at any time prior to the first day of delivery. Futures Fixed is also referred to as Hedge-To-Arrive (HTA) by some buyers.
- Basis Fixed Offer: You need special approval from your buyer to create a basis fixed offer. In a basis fixed offer, you specify a delivery location and period and a basis target price. If the market hits your target, a contract is generated and you can use the DPP to fix your futures for some or all of the bushels offered at any time prior to the first day of delivery.

At the bottom of the form are three buttons: "< Back", "Create New Offer >", and "Cancel". The browser status bar at the bottom shows "Done", "Internet", and "100%".

Select your offer type.

- Firm Cash Offer
- Futures Fixed Offer*
- Basis Fixed Offer

Click "Create New Offer"

***Note: W.B. Johnston is not using Futures Fixed contracts at this time. Please choose only Firm Cash Offer and/or Basis Fixed Offer.**

If Futures Fixed Offers are chosen, this will be corrected by the merchandiser approving your account.

MAKE AN OFFER

FarmsTech.com Dynamic Pricing Platform - Windows Internet Explorer
https://dpp.farmstech.com/popup.asp?mode=seller&submode=bidOfferCreate

Create a Firm Offer to Sell (Step 1 of 4) Close

Commodity: Wheat (HRW) ▼	Offer Quantity (bu): 15000	Choose the commodity to offer for sale, and enter the quantity in bushels.
Delivery Start: 5/1/10 mm/dd/yy	Delivery End: 08/31/2010 mm/dd/yy	Choose the dates that the commodity will be available for shipment.

After you click the "Next" button, you will be able to choose from any of the delivery periods that overlap your desired start and end dates.

< Back Next > Cancel

ASP Debug

- Select your Commodity
- Enter how many bushels you would like to deliver on this offer
- Enter the period in which you would deliver this grain
- Click Next

MAKE AN OFFER

FarmsTech.com Dynamic Pricing Platform - Windows Internet Explorer

https://dpp.farmstech.com/popup.asp?mode=seller&submode=bidOfferCreate

Create a Firm Offer to Sell (Step 2 of 4) Close

Commodity: Wheat (HRW) Offer Quantity (bu): 15,000

Select a Delivery Period:

Please select a delivery period during which your commodity will be delivered if your offer price is met. In the next step, you will be able to select one or more delivery locations for your selected period.

Cash bids are shown only for comparison. These bids may change at any time.

	Delivery Period	Delivery Locations (latest cash bids)
<input checked="" type="radio"/>	05/01/10-05/31/10	Albin (\$4.2550); Billings (\$4.2650); Carnegie (\$4.1950); Eddy (\$4.2650); Fairview (\$4.3250); Gruver (\$4.3450); Hunter (\$4.3150); Mutual (\$4.1450); Renfrow (\$4.2550)
<input type="radio"/>	06/01/10-07/31/10	Albin (\$4.2450); Billings (\$4.2450); Carnegie (\$4.2950); Eddy (\$4.2450); Fairview (\$4.4450); Gruver (\$4.3450); Hunter (\$4.3450); Mutual (\$4.2450); Renfrow (\$4.2450)

< Back Next > Cancel

- Select your delivery period
- Click Next

MAKE AN OFFER

Create a Firm Offer to Sell (Step 3 of 4) Close

Commodity: Wheat (HRW) Offer Quantity (bu): 15,000

Selected Delivery Period: 06/01/10-07/31/10

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.

Select delivery location(s) and specify target amount:

	Company	Location	Bid	Target
<input type="checkbox"/>	WB Johnstons	Albin	\$4.2450	
<input type="checkbox"/>	WB Johnstons	Billings	\$4.2450	
<input type="checkbox"/>	WB Johnstons	Carnegie	\$4.2950	
<input checked="" type="checkbox"/>	WB Johnstons	Eddy	\$4.2450	4.50
<input type="checkbox"/>	WB Johnstons	Fairview	\$4.4450	
<input checked="" type="checkbox"/>	WB Johnstons	Gruver	\$4.3450	4.55
<input type="checkbox"/>	WB Johnstons	Hunter	\$4.3450	
<input type="checkbox"/>	WB Johnstons	Mutual	\$4.2450	
<input type="checkbox"/>	WB Johnstons	Renfrow	\$4.2450	

You can choose to post your offer for up to 30 days or until the delivery period expires. You may extend this expiration date later if you wish.

Your offer will expire at 5:00pm CST on: 6/5/2010

< Back Next > Cancel [ASP Debug](#)

- Check any of the locations that you would like to make the offer to.
- Enter your target price in the far right column (don't forget your decimal)
- Your offer will stay good for up to 30 days (you may extend your offer as it gets closer to expiration)
- Click Next

MAKE AN OFFER

Create a Firm Offer to Sell (Step 4 of 4) Close

Commodity: Wheat (HRW) Offer Quantity (bu): 15,000

Selected Delivery Period:
 06/01/10-07/31/10

Selected delivery locations and targets:

	Company	Location	Bid	Target
<input checked="" type="checkbox"/>	WB Johnstons	Eddy	\$4.2450	\$4.50
<input checked="" type="checkbox"/>	WB Johnstons	Gruver	\$4.3450	\$4.55

Your offer will expire at 5:00pm CST on 6/5/2010.

Important

This is a confirmation of an offer to sell HRW Wheat 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, 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 HRW

[ASP Debug](#)

- Confirm that your commodity, bushel quantity, and target prices are correct.
- Review the expiration date and time
- Review the confirmation text
- Click Finish!

MANAGE AND MONITOR YOUR OFFER

Home **Offers** Contracts Markets Support Info

▶ Current Offers ▶ Cancelled Offers ▶ Marketing Help

View/Edit Offer View/Edit Comment

Firm
 Delayed Pricing
 Futures Fixed
 Basis Fixed
 Wait for Hedge

Make an Offer... Archive...

Sort by: Bid Difference ↓ Show: Offers & Contracts Any Difference Show All **Filter is Off**

This page will auto-refresh during market hours.
Last updated at 5/6/2010 9:40:34 AM CST

With a free account, bids are delayed 10 minutes or more. Please contact us at dpp@farmstech.com or phone toll-free 1.888.393.6471 if you are interested in receiving real-time futures and cash quotes on the DPP. Note that offers are always monitored and executed in real-time by the DPP.

Offer#	Info	Comment	Qty	Delivery Period	Cont	T	Future	Basis	Bid	Target	Difference	To go
			15,000	11/01/10-11/30/10	ZC10Z	Ⓢ	3.8725	-0.5700	3.3025	3.5000	0.1975	19
			25,000	11/01/10-11/30/10	ZC10Z	Ⓢ	3.8725	-0.5700	3.3025	3.6000	0.2975	19
			25,000	03/01/11-03/31/11	ZC11H	Ⓢ	3.9850	-0.4600	3.5250	3.9800	0.4550	19
			25,000	03/01/11-03/31/11	ZC11H	Ⓢ	3.9850	-0.4600	3.5250	4.0000	0.4750	19
			10,000	05/01/10-05/31/10	ZC10N	Ⓢ	3.7000	-0.3000	3.4000	3.4000	Sold	04/29/2010
			50,000	06/01/10-06/30/10	ZC10N	Ⓢ	3.6625	-0.3600	3.3025	3.3025	Sold	04/07/2010
			30,000	03/01/10-03/31/10	ZC10K	Ⓢ	3.7400	-0.4500	3.2900	3.2900	Sold	03/08/2010
			10,000	06/01/10-06/30/10	ZC10N	Ⓢ				3.4000	Cancelled	04/14/2010
			30,000	07/01/10-07/31/10	ZC10N	Ⓢ				3.3900	Cancelled	03/30/2010
			5,000	03/01/10-03/31/10	ZC10K	Ⓢ				3.5500	Cancelled	02/16/2010
			20,000	03/01/10-03/31/10	ZC10K	Ⓢ				3.5700	Cancelled	02/16/2010
			30,000	04/01/10-04/30/10	ZC10K	Ⓢ				3.4500	Cancelled	03/29/2010

If an offer has a wait symbol **W** by the offer #, then the buyer must get the hedge order filled before the offer is marked sold. If you accept the bid on an offer that has a wait symbol **W**, you may need to wait for the market to open and the hedge order to fill before the offer will be marked sold.

•Click on the “Offers” tab

•Difference shows how close your offer is to trading

•“To Go” shows how many days until expiration

•“Bid” shows buyers bid price

•“Target” shows your asking price

MANAGE AND MONITOR YOUR OFFER

Home **Offers** Contracts Markets

▶ **Current Offers** ▶ Canceled Offers ▶ Marketing Help

View/Edit Offer View/Edit Comment
C Firm D Delayed Pricing F Futures Fixed B Basis Fixed W Wait for Hedge

Sort by: Bid Difference ↓ Show: Offers & Contracts Any Difference

This page will auto-refresh during market hours.
Last updated at 5/6/2010 9:00:01 AM CST

With a free account, bids are delayed 10 minutes or more. Please contact us at dpp@farmstech.com or phone to interested in receiving real-time futures and cash quotes on the DPP. Note that offers are always monitored and

FarmsTech - Decatur #2 Corn

Offer#	Info	Comment	Qty	Delivery Period	Cont	T	Future	Basis
35853			5,000	10/01/10-10/31/10	ZC10Z	F		
34885			10,000	10/01/10-10/31/10	ZC10Z	B		
34095			5,000	07/01/10-07/31/10	ZC10N	C		
35843			10,000	10/01/10-10/31/10	ZC10Z	F		
35842			2,500	07/01/10-07/31/10	ZC10N	C		
34060			20,000	10/01/10-10/31/10	ZC10Z	C		
34058W			25,000	07/01/10-07/31/10	ZC10N	F		

FarmsTech - Peoria #2 Corn

Offer#	Info	Comment	Qty	Delivery Period	Cont	T	Future	Basis
34062W			50,000	10/01/10-10/31/10	ZC10Z	F		
34884			10,000	07/01/10-07/31/10	ZC10N	C		
29278			5,000	07/01/10-07/31/10	ZC10N	C		

If an offer has a wait symbol **W** by the offer #, then the buyer must get the hedge order filled before the offer is an offer that has a wait symbol **W**, you may need to wait for the market to open and the hedge order to fill before

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- Click on the “Offers” Tab
- Click on the “Info” icon to manage your offer

MANAGE AND MONITOR YOUR OFFER

FarmsTech.com Dynamic Pricing Platform - Windows Intern...

https://dpp.farmstech.com/popup.asp?submode=offerDetail&bidOfferID=33374

Offer | Comments

Update Offer #34095

Buyer: FarmsTech
Commodity: #2 Corn
Created: 1/22/2010 12:43:39 PM

Qty: 5,000
Delivery Period: 07/01/2010-07/31/2010
Grade: Yellow #2

Cash (Firm) Offer:

Location	Basis	Quote	Bid	Target	Cancel
Decatur	\$-0.59	\$3.71	\$3.12	3.45	<input type="checkbox"/>

Expires at 5:00pm CST on: 6/5/2010

Update...
Cancel Checked...
Accept Bid...
Close Window

- Use the offer management box to update your offer
- Edit your target price
- Edit the expiration date
- Accept the buyer's bid and "Sell Now"
- Cancel your offer

QUESTIONS & TECHNICAL SUPPORT

The merchandisers at W.B. Johnston will be happy to assist you in entering your offers.

Please call with any questions:
(580) 233-5800 or (800) 375-1382

For your protection W.B. Johnston Grain does not have access to your login information, however the team at farms technology spends their day assisting producers in logging in and creating offers.

Feel free to call them at:
(888) 393-6471