

# LETTERS

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## **Kudos For Promoting Forward Selling**

I just read the article published in the October issue of *The Corn And Soybean Digest*: "Sell Grain Year-Round."

The article was well written and hit home, especially with our business. We have a financial consulting/market advisory business called Ag Performance located in Buffalo Center, IA. We work with accurate cash flows to determine profitable marketing opportunities when they arise. It especially caught my eye when I read that the Missouri grower in the article is 20% sold on his corn for March delivery. Good for him.

Our biggest struggle in our business is trying to get farmers to forward contract, so when I read your article I said "Yes! Nice to see there are more experts that agree with what we have been saying for years."

*Pam Yegge*

*Crop Insurance Dept. Manager*

*Ag Performance, Buffalo Center, IA*