



GRAIN WEBINAR

Harvest Prep

Getting Merchant Ag ready for this season

Host: Alan Brady, VP Business Management

PROPRIETARY AND CONFIDENTIAL



Agenda

Roughly 80 minutes — here's the plan

1

Top 5 Things Every Grain Team Should Remember

The operational habits that keep grain moving during peak season

2

Top 10 Harvest Support Questions — and how to answer them

The calls we get most, with the fix and the exact screen path

3

New Grain Features to Put to Work This Harvest

Grade Averaging · Contract Offer Management · Portal E-Signature

SECTION 1

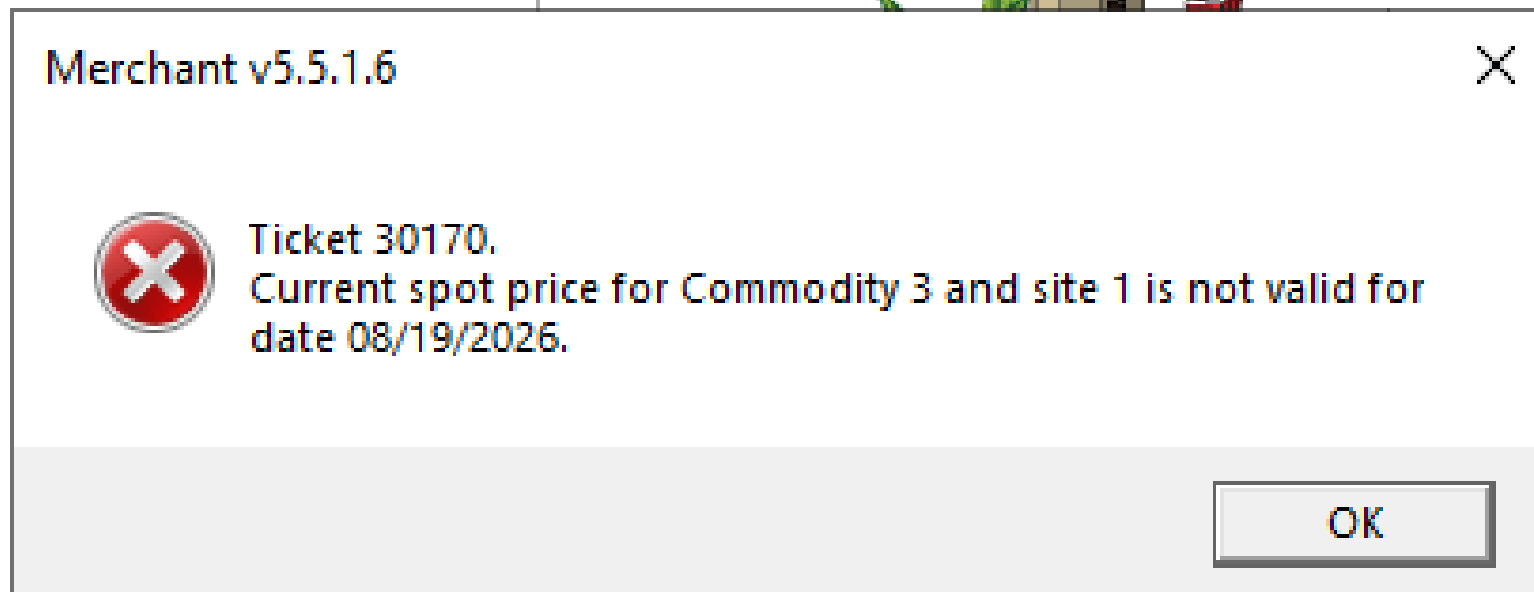
Top 5 Things Every Grain Team Should Remember During Harvest

#1

HARVEST ESSENTIAL #1

Set your Cash Spot

- ✓ "Current spot price ... is not valid" = no spot set, or it expired
- ✓ Set it in Commodity › Maintenance › Access Futures Months — check Current Spot for each site
- ✓ Missing the delivery period? Link it (+Delivery Period → +All Sites) or create one
- ✓ Tip: Schedule Spot Prices so prices are ready before the scale opens



#2

HARVEST ESSENTIAL #2

Master Group Application Changes

- ✓ Your power tool for fixing where a ticket applied — open storage, contract, or cash spot
- ✓ Correct Intent wipes the ticket clean; charges restart from the ticket date
- ✓ Change Intent takes effect today forward
- ✓ Storage: Correct Intent bills from the ticket date; Change Intent bills from today on

Group Application Changes

Search Clear

Intent Correct Applications
Producer Correct Applications
Commodity Change Applications
Site Create DP Contract
Purchase From Storage

Ticket Type Inbound Application Adjustment F12
Application Type Any Split F12
Contract Type Any Contract F12
Contract Sub Type Any Field F12

Transport Mode Truck
Start Date
End Date

Include Gr

Ticket ID	Ticket Date	Applied Date	Site	App Type	Reference	Contract Type	Contract SubType	Freight/ Vendor	Producer/ Customer Reference	Vehicle Reference	Trailer/ License	Ticket Percent	Quantity Net	Quantity Settled	Quantity Remaining	Price	Remaining Value
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Enter search criteria and click search to begin

#3

HARVEST ESSENTIAL #3

Run a daily ticket-check routine

- ✓ Check Ticket Detail & Ticket Audit for tickets still in Active status (still in Enter Scale Ticket)
- ✓ Confirm every ticket is applied — Open Storage, Contract, or Cash Spot
- ✓ Clear active / unapplied tickets daily so Position and DPR stay accurate
- ✓ Weight Capture has hot keys — learn them to speed up intake

The screenshot shows the 'Ticket Detail' window with the 'General' tab selected. The 'Template' is set to 'DEFAULT'. The 'Priced Status' is 'Any', 'Ticket Type' is 'Any', and 'Transportation Mode' is 'Any'. The 'Ticket Status' dropdown menu is open, showing 'Any', 'Active', 'Applied', 'Settled', and 'Void'. The 'Active' and 'Void' options are highlighted with red boxes. The 'Application Type' dropdown shows 'Any', 'Custom Weigh', 'In-Transit - Outbound', 'Unapplied', and 'Cash/Spot - Inbound'. The 'Application Status' dropdown shows 'Any', 'Active', 'Applied', 'Settled', and 'Rejected'. The 'Contract Pricing' is set to 'F12' and 'License Numbers' is 'Any'.

The screenshot shows the 'Ticket Audit' window with the 'General' tab selected. The 'Template' is set to 'DEFAULT'. The 'Ticket Sequence' dropdown shows 'Any', 'Inbound Truck', 'Outbound Truck', 'Custom Weigh', 'Inbound Rail', 'Outbound Rail', 'Inbound Barge', 'Outbound Barge', and 'Miscellaneous'. The 'Ticket Date' is set to '08/19/2026' through '08/19/2026'. The 'Site' is set to 'F12'. The 'Include Weights' and 'Show Ticket Comments' checkboxes are highlighted with a red box. The 'Print Filters' checkbox is unchecked. The 'Print', 'Preview', and 'Close' buttons are visible at the bottom.

#4

HARVEST ESSENTIAL #4

Review your discount schedules now

- ✓ Update discount schedules before harvest volume hits
- ✓ Set the default (Access Discount Schedules; F6 Customer › Ship-To › C&G tab)
- ✓ Add a Level 0 so very low values are not rejected ("grade factor out of range")
- ✓ Changed a schedule? Existing tickets must be refreshed — there is no mass change

Access Discount Schedules

Search Clear

Commodity Management Group Status Site Management Region

Schedule	Schedule	Status	Commodity	Site	Mgmt Group	Mgmt Region	Created	Created By	Modified	Modified By
Factor	Corn Standard	Active	3 F12 Yellow Corn	F12	F12	F12	12/23/2019 03:06	ALB	12/26/2019 11:24	ALB
Level	Factor	Calculation	Grade Entry	Factor Name	Auto Settle					
	MO F12	% of Gross Weight	Numeric	Moisture	☒					
	DM F12	\$ / Net Quantity	Numeric	Damage	☐					
	TW F12	\$ / Net Quantity	Numeric	Test Weight	☐					
	FM F12	\$ / Net Quantity	Numeric	Foreign Material	☐					
	MY F12	\$ / Net Quantity	Yes / No	Musty	☐					
	ID F12	\$ / Net Quantity	Yes / No	Infested	☐					
	SR F12	\$ / Net Quantity	Yes / No	Sour	☐					
	MD F12	\$ / Net Quantity	Yes / No	Moldy	☐					
Up	Soybean Standard	Active	1 F12 Soybeans (Yellow)	F12	F12	F12	12/23/2019 03:09	ALB	03/11/2026 12:39	ALB
Down	Wheat Standard	Active	2 F12 Wheat (Hard Red Spring)	1 F12 Nashville	F12	F12	12/23/2019 03:10	ALB	12/30/2019 08:15	ALB
	Corn Storage	Active	3 F12 Yellow Corn	F12	F12	F12	12/23/2019 03:10	ALB	07/12/2022 04:06	ALB
	Soybean Storage	Active	1 F12 Soybeans (Yellow)	F12	F12	F12	12/23/2019 03:11	ALB	12/26/2019 10:47	ALB
	ADM Milling Soft Red Winter	Active	2 F12 Wheat (Hard Red Spring)	F12	F12	F12	12/26/2019 11:24	ALB	12/26/2019 11:50	ALB
	ADM Corn Discount	Active	3 F12 Yellow Corn	F12	F12	F12	12/26/2019 12:13	ALB	12/26/2019 01:27	ALB
	Wheat Soft Red Winter	Active	6 F12 Wheat (Soft Red Spring)	F12	F12	F12	12/27/2019 08:19	ALB	12/27/2019 02:51	ALB
	Rye Standard	Active	R F12 Rye	F12	F12	F12	12/27/2019 08:20	ALB	12/27/2019 02:52	ALB
	Barley (Malted)	Active	B F12 Barley (Malted)	F12	F12	F12	12/27/2019 08:20	ALB	12/27/2019 02:51	ALB

Print

#5

HARVEST ESSENTIAL #5

Manage & roll your contracts

- ✓ Roll contracts / update shipment periods before month-end
- ✓ Keep futures months and delivery periods current so tickets will apply
- ✓ Watch the position Expired column — roll contracts and basis to current
- ✓ Over-applied? Amend qty / underfill to fix (needs security rights)

Group Contract Changes

Search

Search Clear

Source
Purchase

Contract Type
Fixed Price

Contract Sub Type
Any

Site
F12

Commodity
F12

Delivery Period
F12

Producer
F12

FOB Point
F12

Originator
F12

Shipment Period Begin
through

Shipment Period End
through

☒ Include Signed

☐ Contracts Within Underfill Tolerance %

Post Reset

☐ Delivery Period

☐ Shipment Period Begin

☐ Shipment Period End

☐ FOB Point

☐ Freight Rate

☐ Underfill to Delivered Qty

☐ Additional Other Terms

☐ Additional Comments

SECTION 2

Top 10 Harvest Support Questions & How to Answer Them

#1

“It says ‘no active cash spot price’ and now I can’t do ANYTHING!”

THE ANSWER

▶ [click to reveal](#)

Why it happens: The futures month rolled or expired and the current spot was never moved forward.

The fix:

- ✓ Set / roll the current cash spot price
- ✓ Check the cash-spot box on the active futures month for each site
- ✓ Link or add the delivery period if it is missing

Where to click: Commodity › Maintenance › Access Futures Months

#2

“My discounts are all wrong — I changed the schedule and nothing happened!”

THE ANSWER

▶ *click to reveal*

Why it happens: Existing tickets keep the rate they had when created.

The fix:

- ✓ Change the default schedule (Access Discount Schedules; F6 Customer › Ship-To › C&G tab)
- ✓ Refresh each ticket with Group Application Changes
- ✓ Add a Level 0 so low values are not rejected

Where to click: Commodity › Setup › Access Discount Schedules

#3

“Why won’t my scale ticket apply to the contract?!”

THE ANSWER

▶ [click to reveal](#)

Why it happens: The ticket date is outside the shipment period, or the DP contract is not approved.

The fix:

- ✓ Make the ticket date and shipment period overlap — use grace days if it is close
- ✓ Create AND approve the DP contract first
- ✓ Apply through Group Application Changes

Where to click: Enter Scale Ticket › Group Application Changes

#4

“My grain bank won’t balance — where did the producer’s bushels go?”

THE ANSWER

▶ [click to reveal](#)

Why it happens: A move was made without a matching offset, so inbound no longer equals outbound.

The fix:

- ✓ Every move needs a matching inbound + outbound offset
- ✓ To remove grain bank, make an outbound ticket and offset it

Where to click: Producer-Owned Outbound Settlement / Producer Ownership Transfer

#5

“My position report has an ‘Expired’ column that won’t go away!”

THE ANSWER

▶ [click to reveal](#)

Why it happens: Contracts or basis were not rolled to the current month.

The fix:

- ✓ Roll contracts and basis to the current month
- ✓ Do it at the pricing level via Enter Basis Spread
- ✓ Offset any expired futures

Where to click: Enter Basis Spread / Merchandising Position Monitor

#6

“I over-applied my contract — how do I fix it?”

THE ANSWER

▶ [click to reveal](#)

Why it happens: **It shouldn't (at least not yet (overapply coming soon!))** - More bushels were applied than the contract holds.

The fix:

- ✓ Amend the qty up, move tickets, price, then underfill back
- ✓ Reallocating to another site needs a second site set up
- ✓ Underfill needs security rights — grant them once

Where to click: Contract › Amend Qty / Underfill

#7

“My storage charges are wrong!”

THE ANSWER

▶ [click to reveal](#)

Why it happens: A rate change did not reach old tickets, or storage kept accruing after grain moved.

The fix:

- ✓ Make a NEW adjustment for a rate change (decision days) and set it default
- ✓ Roll forward to apply it to existing tickets
- ✓ The end date only updates after you Post

Where to click: Access Adjustments / Group Application Changes

#8

“How do I split this check between the grower and their bank?”

THE ANSWER

▶ [click to reveal](#)

Why it happens: Splits, payees and lienholders must be set before the settlement posts.

The fix:

- ✓ On the scale ticket use Load Split — the split ID drops into the middle of the ticket
- ✓ Add the lienholder as a customer (the bank or CCC)
- ✓ A split divides Proof of Yield; an ownership transfer does not

Where to click: Load Split on the ticket / Commodity › Maintenance › Access Lienholder

#9

"My direct-ship ticket won't save!"

THE ANSWER

▶ [click to reveal](#)

Why it happens: Not all three weights were entered, or inbound and outbound were not separate.

The fix:

- ✓ Enter ALL THREE weights on a direct ship
- ✓ Enter the inbound and outbound separately
- ✓ Make sure a valid current spot price exists

Where to click: Enter Scale Ticket (Direct Ship)

#10

“I just need a report that shows ___ ... which one is it?”

THE ANSWER

▶ *click to reveal*

Why it happens: We have a lot reports....

Top 7 you need to know backwards and forwards

- ✓ Ticket Info and Balancing → **Ticket Detail**
- ✓ Bushels & prices → **DPR Activity Audit**
- ✓ Checks / PUR → **Settlement Detail**
- ✓ Unsettled bushels → **Ticket Aging**
- ✓ Grain bank → **Producer Status**
- ✓ Purchase Basis → **Average Buy Basis**
- ✓ Contract info and balancing → **Contract Detail**

Where to click: Commodity › Reporting (keep the cheat-sheet handy)

SECTION 3

New Grain Features to Put to Work This Harvest



3 features to put to work now

1

Grade Averaging

Blend loads to hit a grade target — fewer rejected loads, happier producers

2

Contract Offer Management

Push price offers producers can accept themselves — fewer calls at the bid

3

Portal E-Signature

Producers sign grain contracts online — no printing, no chasing signatures

Full Major (5.5.0.x) and Minor (5.5.1.x) feature lists next →

Merchant Ag 5.5.0.x — Major features

Installed in this major release

- ✓ Contract Expansion — Specialty Contracts
- ✓ Offer Management
- ✓ Online Contract E-signature
- ✓ Market Prices Screen update
- ✓ Contract Creation
- ✓ Grade Averaging modifications
- ✓ New pricing integrations — Bushel Pricing
- ✓ Barchart real-time pricing feed



Live Software Demo

Merchant Ag 5.5.1.x — Minor features

**We install these by request only*

- ✓ Customizable DPR (Position Dashboard)
- ✓ Group Ticket Changes now split tickets
- ✓ Inventory Position — new run modes for activity
- ✓ Mark to Market modifications & multiple snapshots
- ✓ Pricing added to DPR Activity Audit
- ✓ Raw data export on Ticket Detail

Merchant Ag 5.5.1.x — Customizable DPR

The screenshot displays the 'Position Dashboard' interface with the 'Customize Dashboard Lines' dialog box open. The dialog box is divided into two main sections: 'Available Elements' and 'Selected Lines (display order)'. The 'Available Elements' section contains a list of items with a 'Detail' button next to each. The 'Selected Lines (display order)' section shows the items that have been added to the dashboard, also with a 'Detail' button next to each. The background interface includes a 'General' tab, a 'Search' button, a 'Clear' button, a 'Customize Lines' button (highlighted with a red box), a 'Decimal Precision' dropdown, an 'As of Date' dropdown, a 'Date Range' dropdown, a 'Suppress Blank Rows' checkbox, and a 'Management Region' dropdown. The 'Template' field is set to 'Testing1'.

Position Dashboard

Information Save Template

Template Testing1 F12 Testing1

General

Search Clear Customize Lines Decimal Precision 0

DPR Type Position Commodity F12 As of Date Date Range Suppress Blank Rows Management Region F12

Licenses Combine Alternate Hedge Commodities Division By Location

Customize Dashboard Lines

Available Elements

Find:

- Inventory
- Collateral Warehouse Receipts Detail
- Condo Detail
- Forwarded Storage Detail
- Grain Bank Detail
- In-Transit Detail
- Inventory On Hand Detail
- Inventory On Hand - Unlicensed Detail
- Open Storage Detail
- Priced Unpaid - Settled - Deferred Payment Detail
- Priced Unpaid - Settled - Not Deferred Payment Detail
- Priced Unpaid - Unsettled Detail
- Purchase - DP - Delivered Detail
- Purchase - Non DP - Delivered - Unpriced Detail
- Storage - Outside Terminal Detail
- Total Available Inventory - Licensed Total

Selected Lines (display order)

1. Inventory On Hand Detail
2. Purchase - DP - Delivered Detail
3. Priced Unpaid - Settled - Not Deferred Payment Detail
4. Total Company-Owned Inventory at Risk Total
5. Purchase - Futures Only - Undelivered Detail
6. Purchase - Basis Only - Undelivered Detail
7. Purchase - Bushels Only - Undelivered Detail
8. Purchase - Futures Only - Delivered Detail
9. — blank line —
10. Purchase - DP - Undelivered Detail
11. Purchase - Fixed Price - Undelivered Detail
12. Purchase - Futures Only - Delivered Detail

OK Cancel

Merchant Ag 5.5.1.x — M2M Enhancements

Find Results

Edit Compact

Date	Name	Posting Period	Status
08/16/2026	Aug 2026 - 08/16 16:33	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:34	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:34	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:35	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:35	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:37	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:38	Aug 2026	Entered
08/16/2026	Aug 2026 - 08/16 16:39	Aug 2026	Entered
08/31/2026	8.7	Aug 2026	Reversed
08/31/2026	August 2026	Aug 2026	Entered
08/31/2026	August 2026	Aug 2026	Entered

Access Mark to Market Events

8.7 x

Post

Name 8.7

Posting Period Aug 2026

Status Reversed

Date Posted 08/15/2026 Created 08/07/2026 05:57 by EFC

Date Reversed 08/15/2026 Modified 08/15/2026 09:34 by EFC

Futures	Hedge Ownership	Options	Delivered Unpriced Liability	Delivered Unpriced Receivable	De
Prices	Option Prices	Inventory	Delayed Price Inventory	Inventory Discounts	Undelivered Purchase Contracts

Search Clear Export to Excel Export Template Import Prices

Futures Month F12 Commodity F12

Delivery Period F12 Site F12

			Dec 22	Dec 23	Dec 26	Dec 45			
			2022-01	Dec2-Jan2	21-22	2022	2023	2026	2045
		Futures						12.50000	12.50000
	1	Basis						0.00000	-0.45000
		Cash						12.50000	12.05000
		Futures						11.25000	11.50000
	2	Basis						0.00000	-0.33000

Merchant Ag 5.5.1.x — Ticket Detail Export

Print

Export To Excel

Export To PDF

Export Raw Data

	X	Y
nt	Cash Price	Average Cash Price
00	3.5500	3.5500
00	0.0000	3.5500
21	0.0000	3.5500
36	0.0000	3.5500

38280	03	David Webb	Unapplied
0000070	00	Brady Farms	Unapplied
Tickets			
Grades & Discounts			
Adjustments			
Values			
Accessibility: Good to go			

Merchant Ag 5.5.1.x — DPR Activity Audit

	O	P	Q	R	S	T	U	V
g	TTR	Futures Month	Delivery Period	Futures	Basis	Cash Spot	Quantity	Is Manual Entry
		1603	1603A	5.17	0.00	5.17	1,000.0000	False
		1603	1603A	5.17	0.00	5.17	983.3333	False
		1605	Feb'16	3.80	-0.26	3.54	1,517.8571	False
		1605	Feb'16	3.71	-0.26	3.45	1,062.5000	False
		1605	Feb'16	3.71	-0.26	3.45	1,062.5000	False
		1605	Feb'16	3.71	-0.26	3.45	-151.7857	False
		1605	Feb'16	3.71	-0.26	3.45	-303.5714	False
		1605	Feb'16	3.71	-0.26	3.45	-75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	75.8928	False
		1605	Feb'16	3.71	-0.26	3.45	75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	-75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	-75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	1,062.5000	False
		1605	Feb'16	3.71	-0.26	3.45	-151.7857	False
		1605	Feb'16	3.71	-0.26	3.45	-75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	75.8929	False
		1605	Feb'16	3.71	-0.26	3.45	-75.8929	False

Merchant Ag 5.5.1.x — Group Ticket Changes

Group Ticket Changes

Search

Search

Clear

Ticket Type

Inbound

Transport Mode

Truck

Producer

1000007000

F12

Commodity

3

F12

Site

F12

Field

F12

Date

through

☐ Include Settled

Split ID

F12

☐	Ticket ID	Date	Site	Field	Customer Ref	Total Quantity	Primary%	Split	Driver	Vehicle Ref	Last Hauled	Farm
☐	9990015	08/02/2026	1	01		1,005.7142	100.000		alan	red trk		
☐	9990016	08/02/2026	1	01		1,005.7142	100.000		alan	red trk		
☐	9990017	08/02/2026	1	01		1,005.7142	100.000		alan	red trk		
☐	9990018	08/02/2026	1	01		1,005.7142	100.000		alan	red trk		
☐	9990019	08/02/2026	1	01		1,005.7142	100.000		alan	red trk		
☐	9990020	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990021	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990022	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990023	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990024	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990025	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990026	08/02/2026	1			1,005.7142	100.000		alan	red trk		
☐	9990027	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990028	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990029	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990030	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990031	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990032	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990033	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		
☐	9990034	08/02/2026	1			1,005.7142	30.000	Hegwood	alan	red trk		

Ticket Information Changes

Post

Reset

☐ Driver

☐ Vehicle Ref

☐ Last Hauled

☐ Producer Ref

☐ Farm

☐ Field

☒ Split ID

F12

☐ Comments

Merchant Ag 5.5.1.x — New Inventory Position Types

Inventory Position Monitor

General

Search Clear Decimal Precision

DPR Type

Commodity

Site

Futures Month

Information Save Template

Template DEMO

Decimal Precision

Transaction Date

Suppress Blank Rows ☒

Management Region

Management Group

Licenses

Division

By Location ☐

Delivery Period

	Oct 2025		Nov 2025		Dec 2025		Jan 2026		Feb 2026	
	Activity	Position	Activity	Position	Activity	Position	Activity	Position	Activity	Position
1. Inventory On Hand	2,234	672,901	1,143	674,044	4,697	678,741	1,091	679,831	1,435	681,26
3. Total Inventory On Hand - Licensed	2,234	672,901	1,143	674,044	4,697	678,741	1,091	679,831	1,435	681,26
6. Total Inventory - Licensed	2,234	672,901	1,143	674,044	4,697	678,741	1,091	679,831	1,435	681,26
8. Open Storage		36,728		36,728	1,358	38,086		38,086		38,08
9. Warehouse Receipt Storage - Producer		2,298		2,298		2,298		2,298		2,29
10. Grain Bank		4,894		4,894	-250	4,643		4,643	500	5,14
11. Condo		178,286		178,286		178,286		178,286		178,28
12. Total Producer Obligations		222,206		222,206	1,108	223,314		223,314	500	223,81
16. Total Other Obligations										
17. Total Obligations		222,206		222,206	1,108	223,314		223,314	500	223,81
18. Total Available Inventory - Licensed	2,234	450,695	1,143	451,838	3,589	455,427	1,091	456,518	935	457,45
22. Total Company-Owned Shippable Inventory	2,234	450,695	1,143	451,838	3,589	455,427	1,091	456,518	935	457,45

WE'VE GOT YOU

Grain Support



Phone 615-864-8547

Email AgribusinessGrainSupport@ever.ag