

TARGET PRICE AGREEMENT

Set your price and we'll watch the market for you.



With a TPA contract, you can set the price while Viterra does the work of watching the markets.

What is it?

A Target Pricing Agreement (TPA) with Viterra allows you to select the price you would like to achieve for a certain quantity and quality of grain or oilseeds without having to monitor the ups and downs of the market.

How does it work?

Determine your desired price and create a TPA. A TPA can be created by visiting your local delivery point, calling your Viterra rep or accessing your myViterra account online. Viterra will monitor prices until your target is hit and advise you that a purchase contract has been issued for your grain. There is no obligation to deliver your grain or oilseeds unless your target price is reached.

What are the advantages of a TPA?

- You set a target price that meets your business needs.
- You don't have to watch the markets.
- Keeps your marketing options open.
- Delivery is not required until the target price is triggered.
- You can change or cancel the target price prior to triggering at no cost.

What should you know?

- You have no price protection if prices go down.
- The price may be triggered in a rising market.
- Once the TPA has been triggered, delivery is required.
- The TPA must be cancelled if the grain is marketed elsewhere.
- Your target price could be triggered throughout the day while the market is trading.

When is it used?

Use a target price agreement when you know the price you require to achieve your marketing objectives. A TPA is particularly useful when you are unable to monitor the markets.

