Soybean Marketing Methods and Characteristics of Arkansas Grain Handlers

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ABSTRACT

Arkansas producers should acquaint themselves with all marketing methods available to them. Of particular importance is the pervasiveness of price risk within the current economic climate. This bulletin provides insights into the current structure of the grain marketing industry, soybean handler characteristics, and the availability and use of marketing alternatives in Arkansas. Arkansas soybean handlers were surveyed in 1998 to determine the marketing practices of both handlers and producers for the 1996 crop year. Particular emphasis was placed on the types of contracting methods offered by these handlers. Both facility size and corporate structure were found to play a significant role in determining the types of marketing contracts offered as well as the frequency of usage by producers.

KEY WORDS

Grain handlers, Marketing, Soybeans

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