

How we calculate the Top Producer-Prudential Track Records

Scott Harms, manager of the Ag Hedging program at Prudential, keeps track of all recommendations, as well as fill prices on futures and options trades and current value of existing positions. Because his program actually trades the advice for its clients, these represent the actual prices received.

All cash sales made prior to harvest (Oct. 1) are based off December futures for corn and November futures for soybeans, with a 20¢ basis deducted to calculate the value of cash sales.

Sales made Oct. 1 or later in the crop year are priced at USDA's Central Illinois average cash price.

Top Producer also applies a sliding value reflect carry costs on stored grain (see table).

Dates	Corn (¢/bu.)	Soybeans (¢/bu.)
Prior to Nov. 15 of crop year	12	20
11/16-12/15	9	15
12/16-1/15	6	10
1/16-2/15	3	5
2/16-3/15	0	0
3/16-4/15	-3	-5
4/16-5/15	-6	-10
5/16-6/15	-9	-15
6/16-7/15	-12	-20
7/16-8/15	-15	-25
8/16-9/15	-18	-30

Advisers are permitted to make sales as far in advance of a crop's harvest as they wish. Any crops still unpriced on Aug. 31 following harvest (USDA's last day of the marketing year) are marked to market at the Central Illinois average cash price that day.