



2020 USG Wheat Pricing (Mid-South)

The 2020 suggested **minimum** *WHOLESALE UNTREATED* price for all USG wheat varieties has been established at

\$9.75 /unit plus USG Royalty

Please feel free to raise your price to meet the market in your area.

USG Suggestion: Lower the price 75¢ to \$9.00 per unit plus royalty if purchased before Sept 1, 2020!

Enclosed is the royalty price chart that you would combine with the \$9.75 to get the total wholesale price. You may increase your price as your local market allows. We ask that you stay above the minimum to keep value in USG products. NOTE: There are 2 different prices. East and Mid-South. East is anyone East of the Appalachian Mountains including the states of DE, MD, VA, NC, and SC. Mid-South is for any Dealer West of the Appalachian Mountains including AR, MO, MS, KY, TN, AL, and GA.

This year we want to enact a **Dealer Transfer Price of \$8.50**. This is the price you would sell USG wheat to another USG Licensee. The purchasing USG dealer will be responsible for royalty payment to USG. This price is to help start negotiations if you need to sell to or buy from a USG dealer.

In a continuing effort to provide each licensee with the products they need, USG will reimburse partial freight costs. 1/2 the shipping cost up to \$1 per unit for first 2 loads. The second 2 loads 1/4 the shipping costs up to 75¢ per unit. The next 2 loads are 1/4 the shipping costs up to 50¢ per unit. Shipping may be arranged through the USG office or by prior approved methods.

All royalties are due in December. A list of varieties with their respective royalty charge is included with this letter.

We feel that wheat will be tight by the interest we are getting from brokers at this time along with the yield loss from freeze and sprouting heads. If you have any extra to move, please contact Stacy or Matthew at the USG office. We will be the central point for those wanting to buy, sell, or transfer.

Stacy Burwick
President, USG