

Objective: Students will gain knowledge of what a grain market is. Students will learn what marketing options producers have and how a co-op can assist them in selling their products.

Knowledge Testing: Each student will be provided worksheets to test their knowledge of grain markets. For further knowledge testing, visit our Kahoot! account for fun, interactive quizzes.

Kahoot!



Materials

Grain Markets, Summary

Grain Markets, Grain Bushels

Grain Markets, Exports

Grain Markets, Product Export

Free materials are provided on our website at www.growingagriculturetogether.com

Checklist

- Watch "What is Grain? Grain Markets"
- Grain Markets, PowerPoints
- Grain Markets, Summary
- Grain Markets, Grain Bushels
- Grain Markets, Exports
- Grain Markets, Product Export

For more information visit www.growingagriculturetogether.com or check us out on...

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GRAIN MARKETS

Farmers must decide how to market their grain after harvesting their crop. Choices include – putting grain in a bin on the farm to use or store, delivering to a local end-user, or delivering to a local elevator. The farmer who delivers their grain directly to the elevator either pays the elevator to store it for them or the farmer sells the grain to the elevator, and the elevator pays the farmer.

MARKETING OPTIONS:

1

STORE THE GRAIN

A farmer stores grain on the farm in hopes of better prices in the future

2

SELL IT TO PROCESSOR

A farmer receives payment for the grain sold

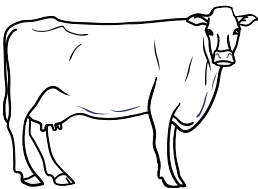
3

SELL IT TO A CO-OP

A farmer receives payment for the grain sold and patronage

DELIVERY TO AN END-USER

When a farmer sells grain to a co-op, the grain merchandiser at the cooperative has to find an end-user to purchase the grain. Some of top end-users in the US are feed lots, feed mills, soybean processing plants, and ethanol plants.



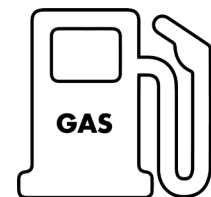
FEED MILL

Grain is processed to produce feed for livestock



SOYBEAN PLANT

Soybeans are processed for feed, cooking oil, and more



ETHANOL PLANT

Corn is processed for ethanol

GRAIN EXPORTS

Grain can also be shipped out of the United States. Grain merchandisers must coordinate trucks or trains to pick up the grain from locations for delivery to a ship so that it can be exported to end-users in other countries.



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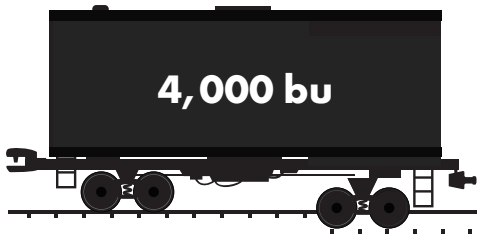
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GRAIN BUSHELS

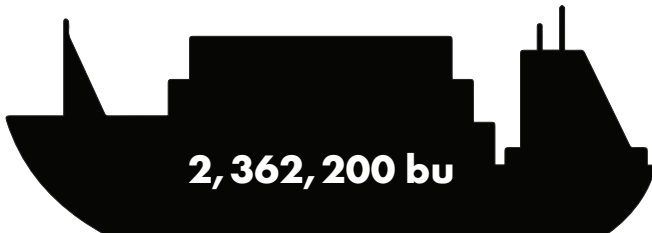
To transport grain from an elevator to an end-user, a merchandiser must coordinate trains and trucks to pick up the grain from a location to deliver it to its final destination or to its next stop via a barge or ship. But before they can schedule transportation, they need to know how many bushels they need to transport. Using the given units below, solve the math problems to the right. (Note: Units are estimated on the left. Dry corn is much heavier than wet corn which can cause variances in bushels per load.)



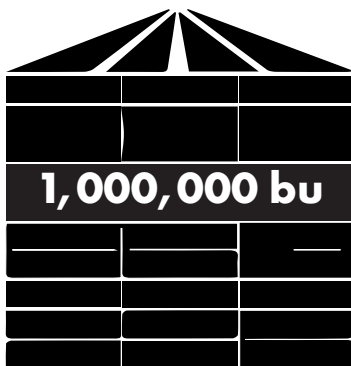
One semi = 910 bushel of corn



One rail car = 4,000 bushel of corn



One ship = 2,362,200 bushel of corn



One large bin = 1 million bushel of corn

1. A co-op filled a large grain bin and is ready to sell it all to an end-user. How many semis could they fill with those bushels? Round to the nearest whole number.

Answer: _____

2. If the co-op decided to sell the same amount of grain as above, but wanted to transport it via train instead, how many rail cars could they fill? Round to the nearest whole number.

Answer: _____

3. The co-op can only order a train that is 115 rail cars long. If the co-op wanted to sell two large bins worth of grain, how many trains would they need to order? Round to the tenths.

Answer: _____

4. If 115 rail car trains were to be loaded on a ship to go overseas, how many trains would be needed to fill the ship? Round to the tenths.

Answer: _____



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Name: _____

GRAIN BUSHELS

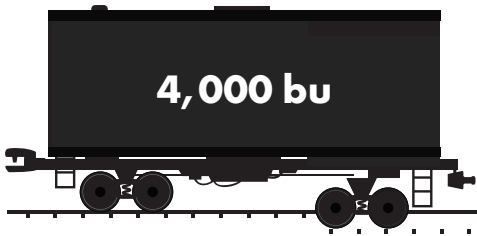
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One semi = 910 bushel of corn

1. A co-op filled a large grain bin and is ready to sell it all to an end-user. How many semis could they fill with those bushels?
Round to the nearest whole number.

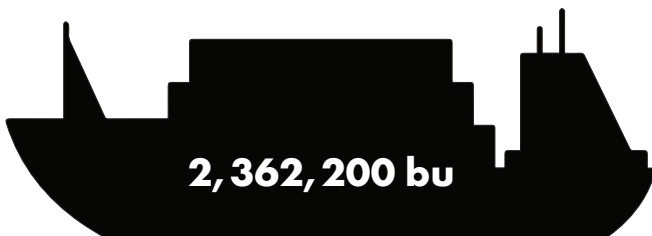
Answer: 1,098 semis



One rail car = 4,000 bushel of corn

2. If the co-op decided to sell the same amount of grain as above, but wanted to transport it via train instead, how many rail cars could they fill? Round to the nearest whole number.

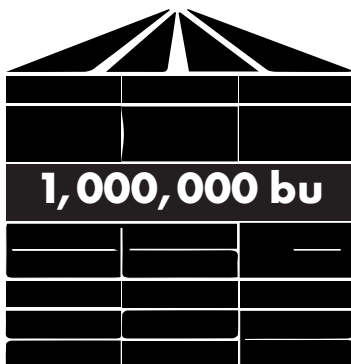
Answer: 250 rail cars



One ship = 2,362,200 bushel of corn

3. The co-op can only order a train that is 115 rail cars long. If the co-op wanted to sell two large bins worth of grain, how many trains would they need to order? Round to the tenths.

Answer: 4.3 trains



One large bin = 1 million bushel of corn

4. If 115 rail car trains were to be loaded on a ship to go overseas, how many trains would be needed to fill the ship? Round to the tenths.

Answer: 5.1 trains

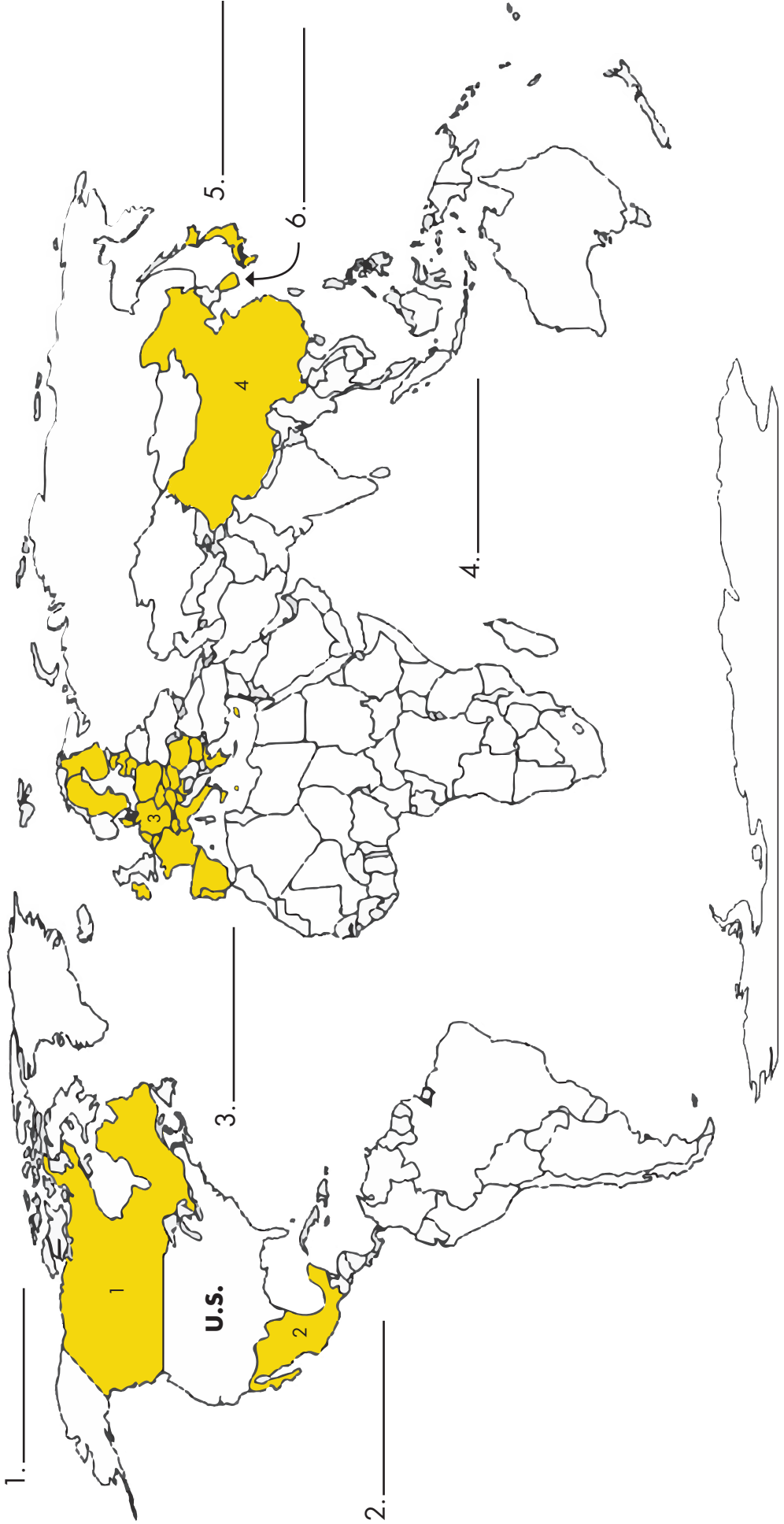


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Together.

Name: _____

American farmers are selling more of their high-quality products to the rest of the world than ever before in the history of the United States. Look at the map below. Some of the top countries that the United States exports to, Canada, China, the European Union, Japan, Mexico, and South Korea, are colored yellow. Write the correct name of the country on the lines provided.

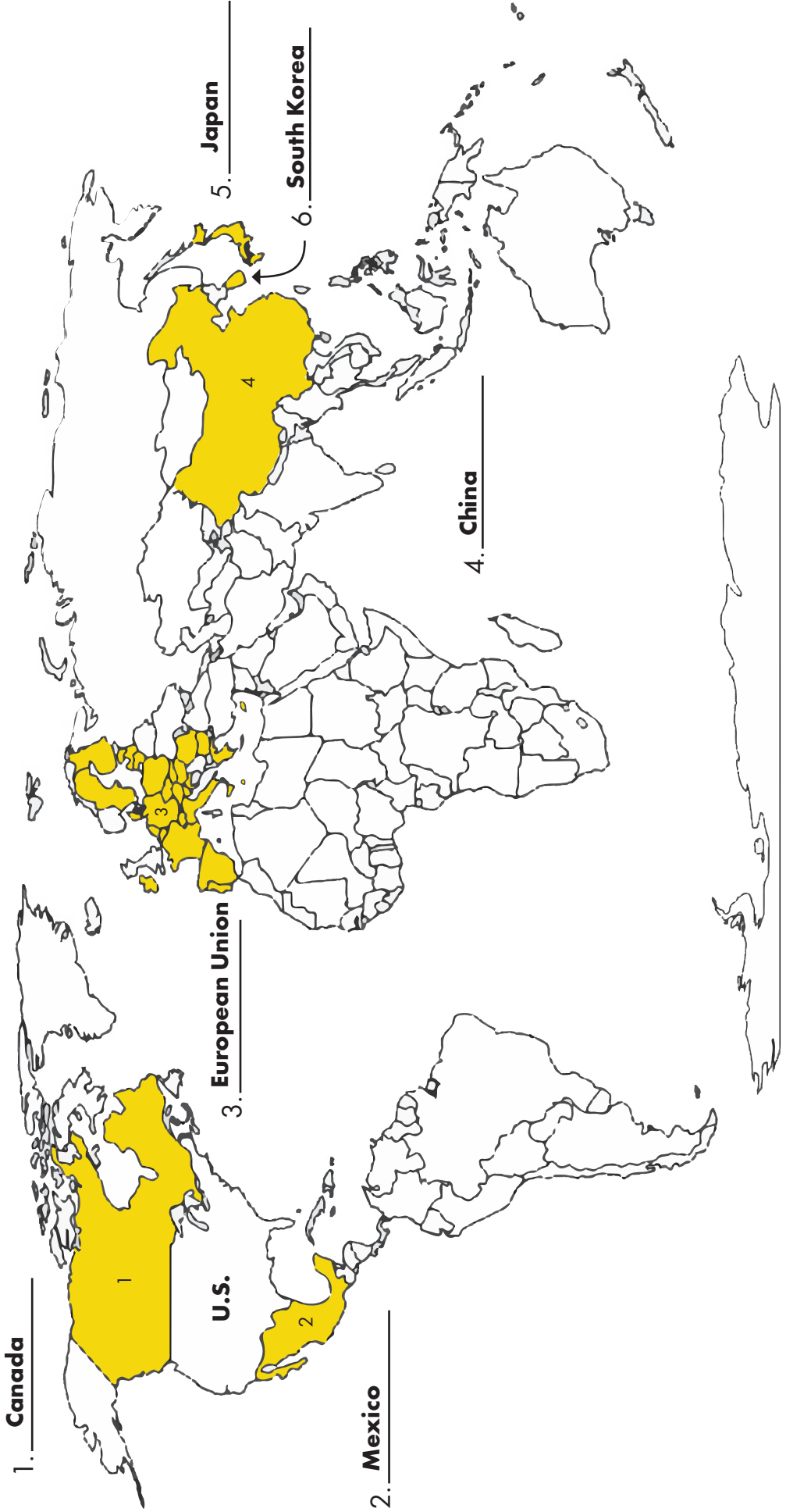


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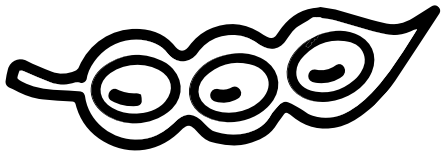
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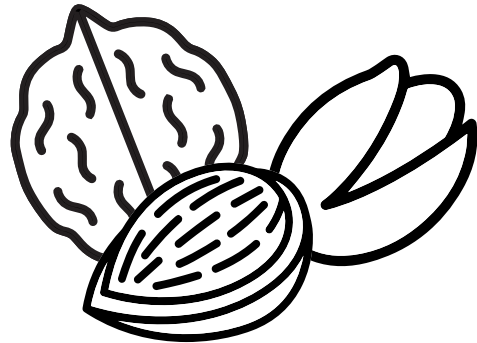
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MARKET EXPORTS

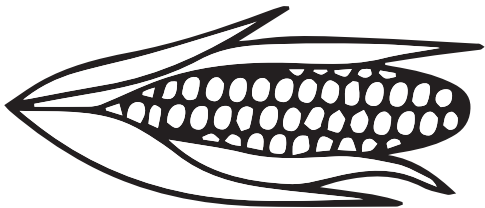
Grain, and other agricultural goods, can be sold and shipped out of the United States to other countries that will consume or process the grain. The top five agricultural exports from the US are: soybeans, corn, tree nuts, beef and cotton. Look at the pictures below. Using the pictures, find the missing letter to complete each word.



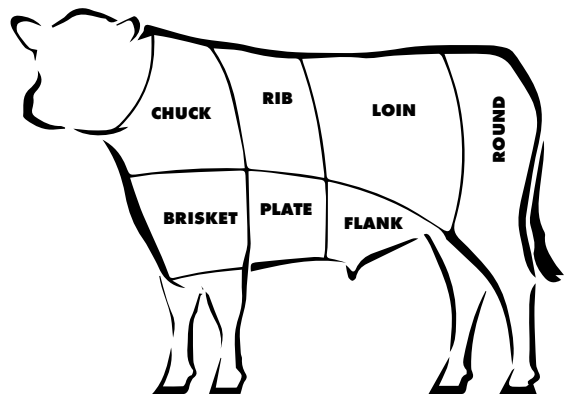
Soy__eans



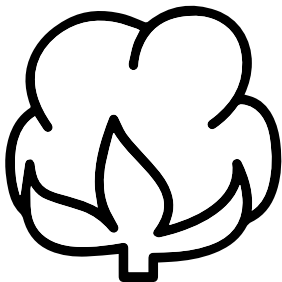
Tree ____uts



____orn



B ____ef



Cot__on

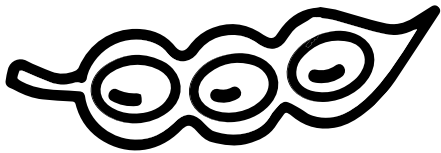
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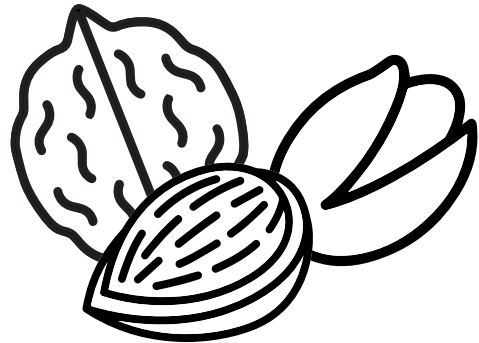
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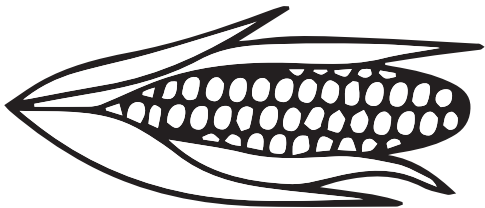
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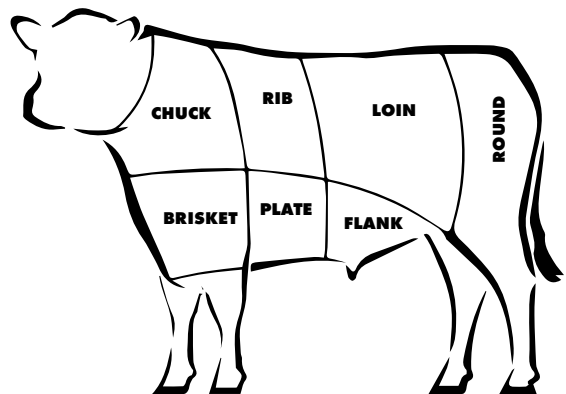
Soy b eans



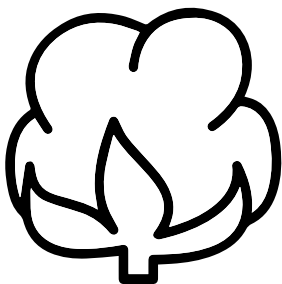
Tree N uts



C orn



B e ef



Cot t on