



Quality Cotton
Cooperative's smart
marketing techniques
mean higher profit
and lower expenses.

MARKETING IS OUR SPECIALTY

Quality Cotton Cooperative is a cotton marketing cooperative based in Plymouth, North Carolina. There are many benefits to marketing cotton through our association:

- Maximize the value of each bale by pooling and merchandising cotton by quality.
- You receive the full mill sales value.
- We eliminate the middleman.
- You receive weight gains, quality gains, savings in carrying charges and full government prices.
- We allow your cotton to gain additional value through higher sale prices, and reduced handling costs.
- We have chosen professional market managers that make use of sales, futures and options to protect the value of your cotton.

Cargill Cotton is a full-time merchandiser that operates in all national and international markets. They have thirty years of experience with co-ops. They have the ability to manage entire marketing chains, ginning, warehouses, classing and trucking that maximize grower's income. Most importantly, they manage and assume credit risk and quality shortfall with all mill customers.

ADVANTAGES TO POOLING

- By pooling and merchandising cotton by quality, we are able to maximize the value of each bale and meet special mill requirements.
- Allows cotton to be traded in the futures market without the grower being subject to margin calls or option premiums.
- Cotton is marketed throughout the entire marketing year.
- 100% of grower's cotton crop is marketed and not just sold.
- Allows growers to minimize marketing risk and concentrate on crop production.
- Allows grower to collect full LDP values and not affect his payment limitation with the FSA because we redeem in certificates.
- Pooling combines efforts with other growers to: stabilize yield and quality risk, create a larger supply of cotton to supply large mills, create brand identity with mills, and maximize the application of every bale.
- Gives you flexibility of getting in and out of the market as conditions change.

WHAT SETS QUALITY COTTON COOPERATIVE APART FROM OTHER CO-OPS

- Payments are made on the full loan value.
- We pay a premium for bales that meet the minimum requirements. Premium rates and requirements vary seasonally based on market requirements.
- Equity payments are made throughout the year. However, you will receive approximately 80% of the final settlement price in your initial payment.
- We do not impose any additional quality discounts other than government loan discounts.
- All proceeds are returned to the members because we are a true cooperative in that we do not retain any capital.
- We use the expertise of full-time marketers that operate in all national and international markets, thus increasing the growers return.
- We have low operating expenses thus returning more money to you.
- Individual grower benefits from the quality of his own cotton.
- Grower shares in available export subsidies.
- We are member owned, member led, and member controlled.





Photos by Sandra H. Prince



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Where quality gets premiums