

Managing your Commodity Business



It's just
not as
easy as it
used to
be!

Value Pass Through Options

- Outcome:
 - To better understand the VPT options available
 - What is right for your district



VPT Methods

- Fee for Service
 - RA pays the delivery fee for the product to distributor
 - RA pays cost to process product to processor
- Modified Fee for Service
 - RA pays the delivery fee plus the cost to process product to distributor
- Rebate
 - RA pays full commercial/bid price for product to distributor
 - Processor rebates PTV to the RA after sale of product
- Net of Invoice
 - RA pays full commercial/bid price less PTV value to distributor



Evaluating the Options from the RA's Perspective

Questions

■ Thank You

