



2017-18 Fall Harvest Policies

Greetings from all of us at Country Partners Cooperative that will be serving your needs this coming fall harvest. We invite you to please take a look at our Fall Harvest Policies & Discounts, as some have slightly changed from last year.

The first grain delivered will be applied to contracts. All grain thereafter will automatically be placed into our Delayed Price (DP) program unless we're told otherwise at or prior to delivery. Title to grain placed on DP passes to Country Partners, so no Warehouse Receipts can be issued. Please keep this in mind as it pertains to government payments or loan eligibility. Full marketing control remains in the producer's control. DP gives your Cooperative the flexibility to make marketing decisions and move grain before you've sold it, potentially creating much needed space at harvest time. Many grain facilities struggle to handle crops of today due to bigger/faster farm machinery and upward trending yields. DP can be a very helpful tool for your Cooperative as one of our priorities is keeping space available.

DP can also add dollars to your bottom line. Corn placed on DP will have a 30 day grace period based on the average delivery date, whereas Open Store grain will only have 15 days. DP service charges (storage) will be 4.5 cents per month (.00150/day) and Open Store will also be 4.5 cents per month (\$0.00150/day). Please note that Open Store corn will be subject to additional shrink and drying charges down to 14% if not sold by December 31, 2017. Corn on DP will NOT be shrunk or dried beyond 15%.

Soybeans placed on DP this fall will have a 15 day grace period and service charges (storage) of 5 cents per month (\$0.00170/day). Open Storage will also accrue at 5 cents per month (\$0.00170/day).

Milo is only being accepted at our Farnam facility, and MUST be placed on DP. It will also have a 15 day grace period and service charges (storage) will accrue at 4.5 cents per month (\$0.00150/day).

Harvest DP bushels must be priced during normal market trading hours by August 30th, 2018. Otherwise, unpriced DP bushels will be priced on the open Friday, August 31st, 2018.

We can't stress enough the importance of notifying us before harvest of any new accounts. Also, please have driver's correctly instruct our scale personnel of ownership and splits at delivery and have them recheck tickets for accuracy right away. This all helps eliminate errors and extra work, not to mention it keeps things moving along in a timelier manner for everyone.

Samples will be taken from each load and tested on site. There will be no averaging at settlement. Loads with obvious inconsistency when unloaded will have another sample taken at the unloading point, with the final grade being the higher (or worst) grade factor on the entire load. We reserve the right to forward samples to Hastings Grain Inspections for additional testing (at the producer's expense), with these official results being final. We also reserve the right to reject loads with questionable characteristics, without an official inspection.

All instore grain must be priced versus nearby bids and cannot be applied to Forward Contracts (no early delivery). In the event Country Partners fills and/or is unable to get transportation, we reserve the right to accept cash and contract grain only.

Oldest contracts will be settled first and no cash settlements made until pre-existing contracts are filled. Contracts are expected to be delivered in full, with under-fills cash settled and final settlements adjusted. Lien searches will be conducted before any checks are written and joint checks issued if additional interests are determined. Checks will not be issued until we've received instructions and we appreciate your understanding that checks won't be written during evening hours or on weekends due to reduced staffing, even though we may be open.

Deferred Payment contracts are available to all customers, but no additional premiums will be paid. Once this contract is issued, this contract cannot be voided. Be sure you know your tax situation before choosing the deferred payment option.

We take pride in the good practice of obtaining signed contracts, not to mention Nebraska Public Service and our auditors require it. Please sign and return all Country Partners contracts at your soonest convenience.

Direct-Delivered grain must be delivered with provided Bill of Ladings (BOL). Please promptly return delivery tickets and BOL to Country Partners for settlement. NOTE: You lose title to all Direct-Delivered grain when it's dumped.

Please refer to the opposite side of this letter for all other related discounts. ALL POLICIES AND DISCOUNTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

Most importantly, please be safe as you go about your harvest activities and THANK YOU for choosing Country Partners Cooperative as your partner in agriculture.