



## 2018-19 Fall Harvest Policies

Arnold – Farnam – Gothenburg - Merna

Greetings from Country Partners Cooperative, we look forward to serving your needs this coming fall harvest.

The first grain delivered will be applied to contracts. All grain thereafter will automatically be placed into our Price Later (PL) programs and no Open Storage allowed. Title to grain placed on PL passes to Country Partners and no Warehouse Receipts can be issued. So please keep this in mind as it pertains to government payments or loan eligibility. Full marketing control remains in the producer's control. PL 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. PL can be a very helpful tool for your Cooperative as one of our priorities is keeping space available.

PLEASE NOTE: Price Later contracts will be handed out to drivers at the scale. We strongly request that these be signed and returned ASAP (the same day if at all possible). This year Nebraska Public Service is asking us to have signed contracts up front. Our PL contracts & policies are identical to last year, with the exception of updated Final Pricing Dates. We'll keep these signed contracts on file and enter final bushel quantities after harvest is complete, with finalized contracts mailed to producers shortly thereafter. All that's changing is when and how we acquire signatures. Please sign and return all other grain contracts at your soonest convenience.

Corn in our PL program and will be given a 15 day grace period based on the average delivery date. Service Charges (storage) will accrue at a rate of 4.5 cents per month (.00150/day) until priced.

Soybeans on PL this fall will also be given a 15 day grace period. Service charges (storage) will be 7 cents per month (\$0.00233/day) until priced.

Milo will only be accepted at our Farnam facility, and will also immediately be placed into PL. It will have a 15 day grace period and service charges (storage) will accrue at 4.5 cents per month (\$0.00150/day) until priced.

Service /storage charges will only be waived if sold within the 15 day grace periods for all commodities.

Harvest PL bushels must be priced during normal trading hours of the CBOT by August 30<sup>th</sup>, 2019. All remaining bushels thereafter will be priced on the next business day when markets resume trading, at the 8:30 am CST open.

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. So be sure you know your tax situation before choosing the deferred payment option.

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.

THANK YOU for choosing Country Partners Cooperative as your partner in agriculture!