

**2018  
RICELAND  
MARKETING  
PROGRAMS**

**RICE • SOYBEANS • CORN**



*Family Farmer Owned*

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# Important 2018 Marketing Program Dates

This brochure contains only highlights. Please contact your Riceland drier manager for complete marketing program details.

Please note the following dates and program details:

- June 29, 2018, is the sign-up deadline for committing rice for participation in Riceland's marketing programs.
- June 29, 2018, is the closing date for Long Grain Rice Members Seasonal Pool.
- October 30, 2018, at noon is the deadline to price or contract corn in Grower's Option.
- October 31, 2018, at noon is the closing date for the Medium Grain Members Seasonal Pool.
- October 31, 2018, at noon is the deadline to price or book rice in Grower's Option to avoid price-later charges.
- November 1, 2018, at noon is the closing date for the soybean seasonal pool.
- November 1, 2018, at noon is the deadline to price or transfer soybeans in Grower's Option to avoid price-later charges.
- April 30, 2019, at noon is the deadline for pricing rice in Grower's Option.
- April 30, 2019, is the deadline to deliver farm stored Grower's Option rice.
- May 31, 2019, at noon is the deadline for pricing soybeans in Grower's Option.
- May 31, 2019, is the deadline to deliver farm stored seasonal pool rice.
- May 31, 2019, is the deadline to deliver farm stored seasonal soybeans.
- June 29, 2018, is the deadline for members of record to sign a delivery agreement for soybeans at Pendleton.

# Rice Programs

## Rice Marketing Programs

Riceland's 2018 marketing programs are open only to rice which has full food and feed approval worldwide.

Long grain rice may be marketed through any program. Medium grain rice may be marketed only through the Members Seasonal Pool.

To participate in Riceland's Members Seasonal Pool, Booking Contracts, Hedged-to-Arrive Contracts, Basis Contracts, Member Cash Purchase, or Grower's Option, a grower must sign a 2018 Delivery Agreement by June 29, 2018. Growers who choose not to sign a Delivery Agreement may deliver to a Cash Purchase or booking program, as available.

## 2018 Drying Charges

The board of directors reserves the right to modify drying charges based on operating expenses.

<b>Moisture</b>	<b>Cents Per Bu.</b>
Thru 13.5%	30
13.6 thru 18.9%	36.5
19.0 thru 21.9%	43
22.0% or more	60

# Preferred Rice Varieties for the 2018 Crop

With the continued focus on the quality of U.S. rice, we offer the following list of preferred varieties as guidance based on customer desires and expectations:

## Preferred Varieties<sup>1</sup>

CL153  
CL172  
CL XL745  
Diamond  
LaKast  
XL753  
Jupiter  
Titan

Ultimately, we understand that the grower will produce the variety that performs best agronomically. However, in recent years, we have received as many as 33 different varieties in one season which is most challenging.

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<sup>1</sup> Many environmental, biological, and other factors beyond Riceland's control may influence production on your farm, including but not limited to, weather, soil conditions, irrigation, seed lots, etc. You should carefully select the varieties you choose based on the agronomic conditions and practices utilized on your farm.

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## Members Seasonal Pool (Long Grain)

### Sign-up in Bushels

For members who sign a Delivery Agreement and a long grain seasonal pool contract by June 29, 2018, and who desire to market long grain rice through a seasonal marketing pool. **The seasonal pool will close at the end of business June 29, 2018. This also applies to farm storage.**

### Participation Qualifications

Limited to members of record who sign a Delivery Agreement and a long grain seasonal pool contract in **bushels** by June 29, 2018. Member accounts must have a **rice** delivery history through any Riceland rice delivery program within the last three (3) years to be eligible. Exceptions will be considered for new rice growers and farms that have been re-constituted or newly acquired.

### Contract Allowance

A contract allowance of + or - 10% of signed-up bushels will be accepted. For those member accounts delivering in excess of 110% of their contract, those bushels can be placed in any available Riceland self-pricing program, including growers option (as available). For those member accounts delivering less than 90% of their contract bushels, proof of crop adversity will be required (failed/prevented planting, chemical drift, flood, hurricane, etc.). If crop adversity is unproven, member will be considered ineligible for participation in **any** Riceland crop marketing program the following crop year.

### Quality

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discounts below Grade 2. Rice below Grade 5 will be handled on a special purchase basis at management's discretion.

### First Advance

The first advance will be set prior to harvest.

### Other Seasonal Pools

The board of directors reserves the right to close the initial pool and/or open other pools with different advances based on market factors.

## **Farm-Stored Rice**

For members who wish to store and deliver previously contracted rice to the Members Seasonal Pool after harvest, Riceland will arrange for transport of rice from the farm to a directed receiving point, and will pay members 10 cents per bushel following delivery. Rice will be advanced at 90 percent of measured bin weight.

Farm stored seasonal pool rice not delivered by April 30, 2019, will not receive an additional advance until it is delivered. Farm stored seasonal pool rice must be delivered by May 31, 2019.

## **Accounting**

Members Seasonal Pool (Long Grain) is handled on a patronage basis and subject to the Base Capital Plan.

## **Members Seasonal Pool (Medium Grain)**

For members who sign a Delivery Agreement by June 29, 2018, and who desire to market medium grain rice through a seasonal marketing pool. The seasonal pool will close at noon, October 31, 2018.

### **Participation Qualifications**

Limited to Riceland members of record who sign a Delivery Agreement by June 29, 2018.

### **Quality**

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discounts below Grade 2. Rice below Grade 5 will be handled on a special purchase basis.

### **First Advance**

The first advance will be set prior to harvest.

### **Other Seasonal Pools**

The board of directors reserves the right to close the initial pool and/or open other pools with different advances based on market factors.

### **Farm-Stored Rice**

For members who wish to store rice for delivery to the Members Seasonal Pool after harvest, Riceland will arrange for transport of rice from the farm to a directed receiving point, and will pay members 10 cents per bushel for storage following delivery. Rice will be advanced at 90 percent of measured bin weight.

Members who have signed a Delivery Agreement and wish to use farm storage must declare their intent to participate in the Members Seasonal Pool by noon October 31, 2018.

Farm stored seasonal pool rice not delivered by April 30, 2019, will not receive an additional advance until it is delivered. Farm stored seasonal pool rice must be delivered by May 31, 2019.

### **Accounting**

Members Seasonal Pool (Medium Grain) is handled on a patronage basis and subject to the Base Capital Plan.



## **Forward Booking Contracts**

A booking opportunity for members who sign a Delivery Agreement by June 29, 2018, and who desire to book long grain rice based on futures prices, adjusted for Riceland's basis. Contracts must be in 2,000 cwt. (4,444 bu.) dry weight increments.

### **Limitations**

Program offered on a first-come, first-served basis and may be limited to avoid concentration of risk.

### **Quality**

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discounts below Grade 2. Minimum milling yield 48/65.

### **Pricing**

Based on futures pricing, subject to confirmation. Milling yield basis 55/70, premiums/discounts apply.

## **Hedged-to-Arrive Contracts**

For Members who sign a Delivery Agreement by June 29, 2018, who desire to deliver long grain rice and set the futures component of the contract while fixing the basis at a later date.

### **Limitations**

Long grain rice must be booked in 2,000 cwt. (4,444 bu.) increments. Futures month for contract must coincide with the month of delivery. The basis must be set by delivery, or by the First Notice Day of the futures contract, whichever occurs first. These contracts cannot be rolled from one futures month to the next or from one marketing year to the next. Fees may be charged for hedged-to-arrive contracts to offset costs. All contracts must be priced by noon April 30, 2019. Program may be limited to avoid concentration of risk.

### **Quality**

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discount below Grade 2. Minimum milling yield 48/65.\*

### **Pricing**

Based on futures pricing, subject to confirmation. Milling yield basis 55/70, premiums/discounts apply.

## Basis Contracts

For members who sign a Delivery Agreement by June 29, 2018, and who desire to deliver long grain rice and set a basis at the current posted level for the delivery period while fixing the futures component at a later date.

### Limitations

Long grain rice must be booked in 2,000 cwt. (4,444 bu.) increments. Basis must correspond with the delivery period. Futures must be set prior to or by the roll date of futures contract or rolled to the next futures month. All contracts must be priced by noon April 30, 2019.

### Roll Dates

#### Priced By:

August 30, 2018

October 30, 2018

December 28, 2018

February 27, 2019

**OR**

#### Rolled To:

November 2018

January 2019

March 2019

May 2019

Program may be limited to avoid concentration of risk.

### Quality

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better, subject to discounts below Grade 2. Minimum milling yield 48/65.\*

## Member Cash Purchase

For members who sign a Delivery Agreement by June 29, 2018, may sell green or dry long grain rice upon delivery, subject to confirmation.

### Limitations

Program offered on a first-come, first-served basis and may be limited or terminated to avoid concentration of risk.

### Quality

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discounts below Grade 2. Minimum milling yield 48/65.\*

## Accounting for Rice Self-Pricing Options

Patronage: Any patronage earnings from 2018 long grain cash purchases or self-pricing contracts will be distributed to patrons with 20 percent in cash and 80 percent in qualified written notices of allocation evidenced by the issuance of Class "A" capital stock.

## Grower's Option

Available depending on space and limited to growers who have signed a Delivery Agreement by June 29, 2018. Allows growers to deliver long grain rice and choose a marketing option later **(other than long grain seasonal pool, see page 6)**. Rice must be priced or transferred by noon October 31, 2018, to avoid price-later charges. Rice remaining in Grower's Option after noon October 31, 2018, will be subject to a minimum price-later charge of 6 cents per bushel and 3 cents per bushel per month thereafter beginning January 1, 2019.

Rice remaining to be harvested within 10 calendar days of October 31, 2018, or after, will be entitled to a 10 calendar day period with Grower's Option from date of delivery without a price-later charge **(other than long grain seasonal pool, see page 6)**. **Farm stored Grower's Option rice must be delivered by April 30, 2019. Grower's Option may be limited at any or all locations to avoid concentration of risk.**

## Pricing Deadline

Rice placed in Grower's Option may be priced under any available purchase program through noon April 30, 2019. Rice not priced by noon April 30, 2019, will be marketed during May 2019.

## Grower's Option Advance

After the Grower's Option deadline has passed, members with rice in Grower's Option stored at a Riceland facility or on the farm may request an advance which will be set prior to harvest. To participate, rice must remain eligible for CCC loan at the time of delivery. Rice will be advanced at 100% of adjusted weight if stored at a Riceland facility or at 90% of measured bin weight if stored on the farm. **Advances may be limited or terminated to avoid concentration of risk.**

## Quality

Grading based on U.S. standards, except for stain and heat damage. Limited to Grade 5, or better. Subject to discounts below Grade 2.

## Cash Purchase

Riceland reserves the right to procure green or dry rice as needed on a non-patronage basis.

\*Rice with a milling yield below 48/65 will be accepted on a special purchase basis at management's discretion.

# Soybean Programs

Riceland's 2018 marketing programs are open only to varieties that have full food and feed approval worldwide.

## **Soybean Seasonal Pool**

Available to Riceland members with no sign-up required. The first advance will be set prior to harvest. The Seasonal Pool will close at noon November 1, 2018. The board of directors reserves the right to close the initial pool at any time and to open one or more additional pools.

## **Farm-Stored Soybeans**

For members who wish to store soybeans for delivery to the soybean Seasonal Pool after harvest, Riceland will arrange for transport of soybeans from the farm to a directed receiving point, and will pay members 10 cents per bushel for storage following delivery. Soybeans will be advanced at 90 percent of measured bin weight.

Members who wish to use farm storage must declare their intent to participate in the soybean seasonal pool by noon November 1, 2018.

Farm stored seasonal pool soybeans not delivered by April 30, 2019, will not receive an additional advance until delivered. Farm stored seasonal pool soybeans must be delivered by May 31, 2019.

## **Cash Purchase**

Available at soybean delivery locations for growers who wish to sell upon delivery.

## **Forward Booking Contracts**

Forward booking prices for a minimum of 500 bushels of soybeans are available through harvest at soybean delivery locations.

## **Grower's Option**

Available, depending on space, to allow growers to deliver and price later. Soybeans must be priced or transferred to the Seasonal Pool by noon November 1, 2018, to avoid price-later charges. Soybeans which remain in Grower's Option after noon November 1, 2018, will be subject to a minimum price-later charge of 6 cents per bushel

and 3 cents per bushel per month thereafter beginning January 1, 2019. Soybeans remaining in Grower's Option after noon November 1, 2018, will not be eligible for transfer to the Seasonal Pool.

Soybeans remaining to be harvested within 10 calendar days of November 1, 2018, or after, will be entitled to a 10 calendar day period with Grower's Option from date of delivery without a price-later charge. Soybeans placed in Grower's Option may be priced under any available purchased program through noon May 31, 2019. Soybeans not priced by noon May 31, 2019, will be marketed during June 2019. **Grower's Option may be limited at any or all locations to avoid concentration of risk.**

## **Basis Contracts**

Allows the basis to be set at the current posted level for the delivery period while fixing the futures component at a later date.

### **Limitations**

Basis must correspond with the delivery period. Futures must be set prior to or by the roll date of futures contract or rolled to the next futures month. All contracts must be priced by noon May 31, 2019.

### **Roll Dates**

#### **Priced By:**

October 30, 2018  
December 28, 2018  
February 27, 2019  
April 29, 2019

**OR**

#### **Rolled To:**

January 2019  
March 2019  
May 2019  
July 2019

Program may be limited to avoid concentration of risk.

## **Hedged-to-Arrive Contracts**

Subject to available storage space. Futures month for contract must coincide with month of delivery. Basis must be set prior to delivery, at delivery, or by First Notice Day of the futures contract, whichever occurs first. Contracts cannot be rolled from one futures month to the next or from one marketing year to another. Contracts may not be offered after noon November 30, 2018. Fees may be charged for hedged-to-arrive contracts to offset costs. Program may be limited to avoid concentration of risk.

## **Soybean Programs Accounting**

Seasonal Pool handled on patronage basis and subject to the Base Capital Plan. Soybeans marketed through self-pricing programs handled on a non-patronage basis, not subject to the Base Capital Plan.

# Pendleton Only – Soybean Delivery Agreement

## Sign-up in Bushels

Storage space at Pendleton is an issue. Because of this, a pre-harvest sign-up in bushels has been made available in order to give those who participate, priority for delivery when space and/or export opportunities are limited. **Note: Signing this agreement does not assure uninterrupted service.** All soybean marketing options available at Pendleton will be allowed under this agreement.

## Participation Qualifications

**Limited to members of record who sign a Soybean Delivery Agreement in bushels by June 29, 2018.** Member accounts must have a soybean delivery history at any Riceland location within the last (3) years to be eligible. Exceptions will be considered for new soybean growers and farms that have been re-constituted or newly acquired.

## Delivery Agreement Allowance

A Delivery Agreement allowance of + or – 20% of signed-up bushels will be given priority for delivery. For those members delivering in excess of 120% of their agreement, those bushels will be considered on availability of space. For those members delivering less than 80% of their contract bushels, proof of crop adversity will be required (failed/prevented planting, chemical drift, flood, hurricane, etc.). If crop adversity is unproven, member will be considered ineligible for participation in **any** Riceland crop marketing program the following year.

# Corn Programs

Riceland's 2018 marketing programs are open only to varieties that have full food and feed approval worldwide.

Available to Riceland members and non-members for delivery to Dumas, McGehee, and Lonoke, Arkansas only.

## Drying Charges

<u>Moisture</u>	<u>Cents Per Bu.</u>
17.0 thru 17.9%	15
18.0 thru 19.5%	25
19.6 thru 20.0%	30
21.0 thru 22.5%	35
22.6% or more	70

## Cash Purchase

Available at corn delivery locations for growers who wish to sell upon delivery.

## Forward Booking Contracts

Forward booking prices on a minimum of 500 bushels of corn are available through harvest at corn delivery locations.

## Grower's Option

Available, depending on space, to allow growers to deliver and price later. Corn must be priced or transferred to a basis contract by noon October 30, 2018. Corn which remains in Grower's Option after noon October 30, 2018, will be marketed during November, 2018. **Grower's Option may be limited at any or all corn receiving locations to avoid concentration of risk.**



## Basis Contracts

Allows the basis to be set at the current posted level for the delivery period while fixing the futures component at a later date.

## Limitations

Basis must correspond with the delivery period. Futures must be set prior to or by the roll date of futures contract or rolled to the next futures month. All contracts must be priced by noon April 30, 2019.

### Roll Dates

OR

### Rolled To:

#### Priced By:

August 30, 2018  
November 29, 2018  
February 27, 2018

December 2018  
March 2018  
May 2019

Program may be limited to avoid concentration of risk.

## Hedged-To-Arrive Contracts

Available upon request, subject to available storage space. Futures month for contract must coincide with month of delivery. Basis must be set prior to delivery, at delivery, or by First Notice Day of the futures contract, whichever occurs first. Contracts cannot be rolled from one futures month to the next or from one marketing year to another. Contracts may not be offered after noon September 28, 2018. Fees may be charged for hedged-to-arrive contracts to offset costs. Program may be limited to avoid concentration of risk.

## Corn Containing Aflatoxin

Riceland encourages production and treatment practices that minimize aflatoxin. Corn containing aflatoxin in excess of 20 parts per billion will be rejected.

## Corn Programs Accounting

Non-patronage basis, not subject to the Base Capital Plan.

# Supplemental Marketing Agreements

**Withheld Funds** – Patrons who wish to defer crop payments into the next tax year must sign Supplemental Marketing Agreements prior to:

- 1) Actual delivery, or
- 2) Constructive receipt of funds.

No partial cancellation of withheld funds designations will be allowed.

Withheld funds payments will be processed and paid as soon as practical during the first week of January 2019.

# Receiving & Storage Locations

1 No grain receipts, storage only 2 Dry rice only		Rice	Soybeans	Corn
Altheimer, AR		1	1	
Bradford		1	1	
Corning, AR	870-857-3582	◆	◆	
Delaplaine, AR	870-249-3238	1	1	
Des Arc, AR	870-256-4125	◆	◆	
Dudley, MO	573-624-5853	◆		
Dumas, AR	870-382-4828	◆		◆
Fair Oaks, AR	870-697-2277	◆	◆	
Gillett, AR	870-548-2786	◆	◆	
Griffithville, AR	501-323-4347	◆	◆	
Grubbs, AR	870-349-2254	1		
Hazen, AR	870-255-4531	◆	◆	
Hickory Ridge, AR	870-697-2256	◆	◆	
Holly Grove, AR	870-462-3391	◆	◆	
Jonesboro Drier	870-933-1169	◆	◆	
Jonesboro Terminal	870-932-7433	2		
Kennett, MO		1		
Knobel, AR	870-259-3244	◆		
Lonoke, AR	501-676-6371	◆	◆	◆
McGehee, AR	870-222-4232	◆		◆
New Madrid, MO	573-643-2241	◆		
Newport, AR	870-523-6251	◆	◆	
Parkin, AR	870-755-5482	◆	◆	
Pendleton, AR	870-382-2198		◆	
Poplar Bluff, MO	573-785-6821	◆		
Stuttgart Drier	870-673-5454	◆	◆	
Stuttgart Terminal	870-673-5489		◆	
Tuckerman, AR	870-349-2254	◆	◆	
Waldenburg, AR	870-934-3016	◆		
Weiner, AR	870-684-2217	◆	◆	
Wheatley, AR	870-457-3211	◆	◆	
Grain Merchandising	870-673-5367			
Commodity Operations	870-673-5565			

Riceland Foods, Inc.  
P.O. Box 927  
Stuttgart, AR 72160

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