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*Always on the grow.*



## Glacier Slow Darkening Pinto Beans

### 2019-20 Marketing Program

RAL is pleased to introduce our 2019-20 Marketing Program for our Slow Darkening Pinto Variety (White Mountain from the CDC), which will be marketed under RAL's own Glacier Brand in partnership with Saskatchewan Pulse Growers.

#### **RAL's 2019-20 Program Highlights**

- ◆ Fixed Price with an act of god available on up to the first 600 lbs/acre;
- ◆ Balance of production can either enter the Agreed Price Option, or RAL's Pool Option:
  - **Agreed Price Option**
    - We use 3 pricing stages whereby after mutual agreement from our posted daily bid price the crop would be priced in 3 stages on or before:
      - June 30, current crop year (up to the first 600 lbs);
      - December 30, the second third of the harvested quantity;
      - June 1 of the following year.
    - Upon pricing of the beans, settlement is sent within 10 days.
  - **Pooled Price Option**
    - Under the pooled price option, let RAL's marketing team market your production on your behalf. Again you can fix price up to 600 lbs per acre with an act of god, then we establish an estimated pool price in August for the balance of your production.
    - After the fixed portion is settled you will receive the initial pool price on the balance of your deliveries on:
      - November 30 one-third (less the fixed portion);
      - March 30 the second-third;
      - June 30 the final third.
      - Final payment is based on the marketing pool's performance, to be paid on or before September 15 of the following crop year.

Certified White Mountain Pinto seed is available at a price of \$0.65 per lb in bulk, plus various treatment options; or available in bulk totes for pick up at time of seeding.

Rudy Agro will be accepting 100% of the harvested production "off-combine".