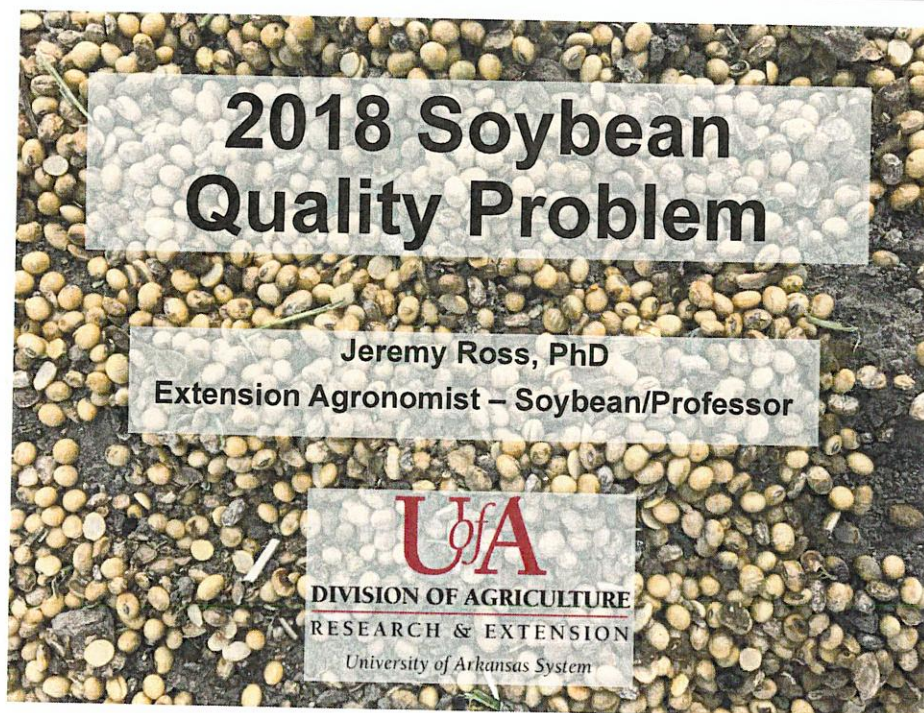


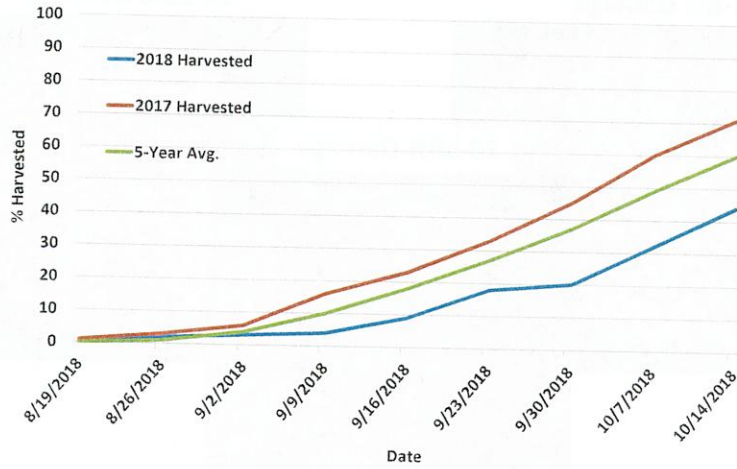
# HANDOUT 1



## Issue Facing Arkansas Soybean Producers

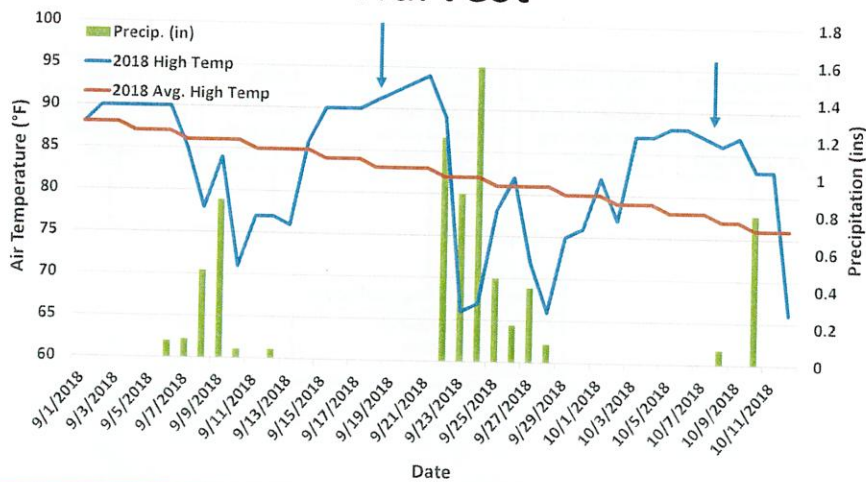
- Poor quality soybean being delivered to elevators
  - Adverse environmental conditions during September
  - Early planted (April) crop remained in field too long
  - Late-season disease pressure
- Prior to Oct. 8, 2018
  - Majority of crop delivered had damage
    - Elevator #1 80% 2-5% damage; 20% 5-10% damage
    - Elevator #2 70% 2-8% damage
- 30% of delivered soybean segregated into bins
  - 5% damaged soybean being loaded on barges
  - 5-8% and 8-10% damages soybean placed into bins
- After Oct. 8, 2018
  - Still seeing damage; somewhat better
    - Some reporting 0.5-2% damage
    - Elevator #1 84% 2-5% damage; 16% 5-10% damage

## Harvest Progress



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## 2018 Weather Conditions During Harvest



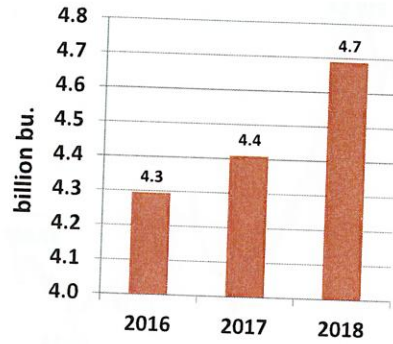
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Newport, AR

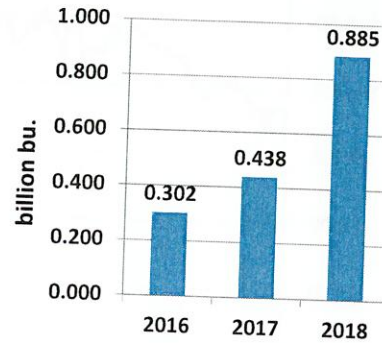
## U.S. Soybean Supply Situation



U.S. Production: *Three Records*



Record U.S. Ending Stocks



## Top 5 U.S. Soybean Export Markets as of October 4, 2018



Country	2018 (bushels)	2017 (bushels)	Y/Y Change (bushels)	Y/Y % Change
Mexico	112,177,175	50,100,674	62,076,502	+124%
Argentina	40,482,408	0	40,482,408	-
China	39,607,182	429,413,895	(389,806,713)	-91%
Thailand	27,815,364	20,543,969	7,271,395	+35%
Pakistan	26,701,013	19,066,850	7,634,162	+40%
<b>Top 5 + R.O.W.*</b>	<b>755,026,073</b>	<b>919,004,698</b>	<b>(163,978,624)</b>	<b>-18%</b>

**Soybean Discount Schedules**



2017		
		9/20/2017
<b>DAMAGE DISCOUNTS</b>		
2.1 - 3.0	8	CENTS
3.1 - 4.0	16	CENTS
4.1 - 5.0	24	CENTS
5.1 - 6.0	32	CENTS
6.1 - 7.0	40	CENTS
7.1 - 8.0	48	CENTS
8.1 - 9.0	56	CENTS
9.1 - 10.0	64	CENTS
10 CENTS PER POINT 10.1 AND ABOVE		

2018		
		9/27/2018
<b>DAMAGE DISCOUNTS</b>		
2.1 - 3.0	5	CENTS
3.1 - 4.0	35	CENTS
4.1 - 5.0	85	CENTS
5.1 - 6.0	1.22	CENTS
6.1 - 7.0	1.29	CENTS
7.1 - 8.0	1.36	CENTS
8.1 - 9.0	1.44	CENTS
9.1 - 10.0	1.52	CENTS
10 CENTS PER POINT 10.1 AND ABOVE		



**Soybean Discounts, 2017 and 2018.**



Percent Total Damage	2017 (cents/bu.)	2018 (cents/bu.)	Y/Y Change (cents/bu.)	Y/Y % Change
3.1 - 4.0	.16	.35	+.19	+119%
4.1 - 5.0	.24	.65	+.41	+171%

