



ZEELAND FARM SERVICES, INC.®

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SOYBEAN DISCOUNT SCALE

EFFECTIVE SEPTEMBER 21, 2016

DISCOUNTS AND STORAGE RATES ARE SUBJECT TO CHANGE WITHOUT NOTICE!

| MOISTURE DISCOUNT | | |
|---|--------|----------|
| | Shrink | Disc |
| 13.0 OR LESS | 0.0% | 0 |
| 13.1 - 13.5 | .7 % | \$ 0.020 |
| 13.6 - 14.0 | 1.4 % | \$ 0.060 |
| 14.1 - 14.5 | 2.1 % | \$ 0.090 |
| 14.6 - 15.0 | 2.8 % | \$ 0.120 |
| 15.1 - 15.5 | 3.5 % | \$ 0.150 |
| 15.6 - 16.0 | 4.2 % | \$ 0.180 |
| 16.1 - 16.5 | 4.9 % | \$ 0.210 |
| 16.6 - 17.0 | 5.6 % | \$ 0.240 |
| 17.1 - 17.5 | 6.3 % | \$ 0.280 |
| 17.6 - 18.0 | 7.0 % | \$ 0.320 |
| Moisture over 18.0 % subject to rejection | | |

| DAMAGE | | | |
|---|------|----|------|
| 2.0 OR LESS | | | 0 |
| 2.1 - | 3.0 | \$ | 0.02 |
| 3.1 - | 4.0 | \$ | 0.04 |
| 4.1 - | 5.0 | \$ | 0.06 |
| 5.1 - | 6.0 | \$ | 0.10 |
| 6.1 - | 7.0 | \$ | 0.14 |
| 7.1 - | 8.0 | \$ | 0.18 |
| 8.1 - | 9.0 | \$ | 0.22 |
| 9.1 - | 10.0 | \$ | 0.26 |
| Damage over 10.0 % subject to rejection. | | | |

| FOREIGN MATERIAL | | | |
|--------------------------------|-----|----|------|
| 3.0 OR LESS | | | 0 |
| 3.1 - | 4.0 | \$ | 0.02 |
| 4.1 - | 5.0 | \$ | 0.04 |
| 5.1 - | 6.0 | \$ | 0.08 |
| 6.1 - | 7.0 | \$ | 0.12 |
| over 7.0% subject to rejection | | | |

| CORN F.M. | | | |
|--------------------------------|------|----|------|
| .49 OR LESS | | | 0 |
| 0.50 - | 1.00 | \$ | 0.10 |
| 1.10 - | 2.00 | \$ | 0.25 |
| over 2.0% subject to rejection | | | |

| WHEAT F.M. | | | |
|--------------------------------|------|----|------|
| .49 OR LESS | | | 0 |
| 0.50 - | 1.00 | \$ | 0.20 |
| 1.10 - | 2.00 | \$ | 0.30 |
| over 2.0% subject to rejection | | | |

All F.M. in excess of 1% will be deducted from the gross weight.

| TEST WEIGHT (lbs/bu) | | |
|----------------------|------|---------|
| 54.0 OR ABOVE | | 0 |
| 53.0 - | 53.9 | \$ 0.02 |
| 52.0 - | 52.9 | \$ 0.04 |
| 51.0 - | 51.9 | \$ 0.06 |
| 50.0 - | 50.9 | \$ 0.08 |
| 49.0 - | 49.9 | \$ 0.10 |
| 48.0 - | 48.9 | \$ 0.12 |

| HEAT DAMAGE | | | |
|---|-----|----|------|
| .2 OR LESS | | | 0 |
| 0.3 - | 1.0 | \$ | 0.04 |
| 1.1 - | 1.5 | \$ | 0.06 |
| 1.6 - | 2.0 | \$ | 0.09 |
| 2.1 - | 2.5 | \$ | 0.12 |
| 2.6 - | 3.0 | \$ | 0.15 |
| 3.1 - | 3.5 | \$ | 0.18 |
| 3.6 - | 4.0 | \$ | 0.21 |
| 4.1 - | 4.5 | \$ | 0.24 |
| 4.6 - | 5.0 | \$ | 0.27 |
| Heat Damage over 5.0 % subject to rejection. | | | |

| SPLITS | | | |
|--------|------|----|--------|
| 20.1 - | 25.0 | \$ | 0.0100 |
| 25.1 - | 30.0 | \$ | 0.0200 |
| 30.1 - | 35.0 | \$ | 0.0300 |
| 35.1 - | 40.0 | \$ | 0.0400 |

Splits over 40.0
subject to rejection.

| OTHER DISCOUNTS | |
|-----------------|-----------|
| COFO, HEATING | \$ 0.10 |
| INFESTATION | \$ 0.10 |
| MUSTY, SOUR | \$ 0.10 |
| STONES | REJECTION |
| TREATED | REJECTION |

ALL SCALE TICKETS WILL BE MARKED EITHER SPOT SALE, CONTRACT, STORAGE OR WAREHOUSE RECEIPT.
 PLEASE NOTIFY IMMEDIATELY IF THERE IS A PROBLEM!

PRICE LATER CHARGES : \$.08 PER BUSHEL PER MONTH PRORATED DAILY WITH A MINIMUM STORAGE CHARGE OF \$.24 PER BUSHEL

DISCOUNTS ARE BASED ON GROSS BUSHELS.