

'17-'18 SOYBEAN STORAGE & DISCOUNT RATES

ALL DISCOUNTS ARE SUBJECT TO CHANGE WITHOUT NOTICE!

ABILITY TO PLACE GRAIN ON HOLD

If you are unsure of what you want to do when your grain crosses the scale, we will put your grain on hold for up to 7 days while you make up your mind what you want to do. If we don't hear from you after 7 days, on the 8th day we will automatically put your grain in storage (we will not change grain status once grain has been put in storage). For pricing purposes, we will price the grain at the current price when you tell us to sell. For storage, drying, and delay price purposes, charges will be figured from the date of delivery. Please ask if you have any questions.

SOYBEAN STORAGE

15 cents per bushel, minimum storage charge until December 1st, 2017, then storage will be charged by the day at 0.1 cents per day which equals 3 cents per month to August 15th, 2018. Soybeans in storage as of August 15, 2018, will be reassessed the new "minimum storage charge" and monthly charges will continue. Soybeans will be shrunk to 13% for storage. A 7 cent out charge will be applied if soybeans are taken out of storage and delivered elsewhere.

SOYBEAN DELAY PRICE (DP)

15 cents to Jan. 1, 2018, then 4 cents per month charged by the day which equals 0.1333 cents per day. **SUBJECT TO CHANGE WITH THE MARKET!**

MOISTURE

All soybeans delivered over 13% will be shrunk at 1.5% per half down to 13%. Soybeans over 15% will be shrunk at 2.0% per half. *We will not average soybean moistures by the day.*

DISCOUNTS

| | |
|-------------------|--|
| Test Weight: | 1 cent each 1 pound under 54# to 50#. 2 cents each 1 pound under 50#. |
| Damage: | 1 cent each 1.0% or fraction above 2.0% |
| Heat Damage: | 3 cents from 0.3% to 0.5%. 3 cents each ½% or fraction above 0.5%. |
| Foreign Material: | F.M. in excess of 1.0% shall be deducted by weight. |
| Splits: | ½ cent each 5% or fraction above 15%. |
| Other Colors: | ½ cent each 1.0% or fraction above 1.0%. |
| Musty: | 10 cents. |
| Sour: | 20 cents (subject to rejection). |
| Heating or Hot: | 20 cents (subject to rejection). |
| COFO: | 20 cents (subject to rejection). |

Any unsettled discount, DP, & storage charges as of Jul. 31, 2018, will be invoiced and due Aug. 31, 2018. Discount and storage charges will continue to be invoiced and due monthly. Outstanding invoices not paid within 30 days will be charged at an annual interest rate of 18%.

'17-'18 CORN, STORAGE, DRYING & DISCOUNT RATES

ALL DISCOUNTS ARE SUBJECT TO CHANGE WITHOUT NOTICE!

ABILITY TO PLACE GRAIN ON HOLD

If you are unsure of what you want to do when your grain crosses the scale, we will put your grain on hold for up to 7 days while you make up your mind what you want to do. If we don't hear from you after 7 days, on the 8th day we will automatically put your grain in storage (we will not change grain status once grain has been put in storage). For pricing purposes, we will price the grain at the current price when you tell us to sell. For storage, drying, and delay price purposes, charges will be figured from the date of delivery. Please ask if you have any questions.

CORN STORAGE

12 cents per bushel, minimum storage charge until December 1st, 2017, then storage will be charged by the day at 0.1 cents per day which equals 3 cents per month to August 15th, 2018. Corn in storage as of August 15, 2018, will be reassessed the new "minimum storage charge" and monthly charges will continue. Corn will be dried and shrunk to 14% for storage. A 7 cent out charge will be applied if corn is taken out of storage and delivered elsewhere.

CORN DELAY PRICE (DP)

16 cents to Jan. 1, 2018, then 4.25 cents per month charged by the day which equals 0.1417 cents per day. **SUBJECT TO CHANGE WITH THE MARKET!** Any corn delivered for Delay Price will be dried and shrunk to 15%.

CORN DRYING AND SHRINK RATES (DP, Spot & Contracted Corn to be Dried and Shrunk to 15%)

Corn from 14% moisture and up will be shrunk using a shrink rate of .14%/.1% pt. of moisture. The following drying charges will also be incurred for each respective moisture level. For Custom Drying, regular drying charges will apply with a 5 cent Load Out charge. Custom Dried Corn must be loaded out within 2 days or it will be placed in storage. Any corn loaded out over 15.0 will have respective dry charges credited back to account.

| Moisture | Dry Charge | Moisture | Dry Charge | Moisture | Dry Charge |
|-----------|------------|-----------|------------|-----------|------------|
| 14.0-15.1 | \$0.00 | 17.2-17.6 | \$0.12 | 19.7-20.1 | \$0.22 |
| 15.2-15.6 | \$0.04 | 17.7-18.1 | \$0.14 | 20.2-21.1 | \$0.24 |
| 15.7-16.1 | \$0.06 | 18.2-18.6 | \$0.16 | 21.2 & up | \$.03/pt. |
| 16.2-16.6 | \$0.08 | 18.7-19.1 | \$0.18 | | |
| 16.7-17.1 | \$0.10 | 19.2-19.6 | \$0.20 | | |

DISCOUNTS

| | |
|-------------------------|--|
| Test Weight: | 1 cent each 1 pound under 54# to 50#. 3 cents each 1 pound under 50#. |
| Damage: | 2 cents each 1.0% or fraction above 5.0% to 10%. 3 cents each 1.0% or fraction above 10.0%. |
| Heat Damage: | 2 cents from 0.3% to 0.5%. 2 cents each ½% or fraction above 0.5%. |
| Foreign Material: | 2 cents each 1% or fraction above 3.0% to 7.0%. 3 cents each 1% or fraction 7.1% and above. |
| Musty: | 7 cents. |
| Sour, Heating, or COFO: | 10 cents (subject to rejection). |

Any unsettled storage, discounts, & drying charges as of Jul. 31, 2018, will be invoiced and due Aug. 31, 2018. Discount, drying, and storage charges will continue to be invoiced and due monthly. Custom Drying Charges on loaded out corn will be invoiced immediately and due within 30 days. Outstanding invoices not paid within 30 days will be charged at an annual interest rate of 18%.



CONTRACT POLICIES

SPOT PRICING:

Service Fee: None.

Terms: Spot pricing grain will use the closing price on the day the grain is delivered. Grain brought in after 4:30 pm for spot pricing during harvest will be priced at the closing price the following business day, otherwise a contract must be written.

DELAY PRICE/ PRICE LATER CONTRACTS:

Service Fee: Subject to Market.

Terms: Subject to confirmation. Grain delivered on Delay Price Contracts and Basis Contracts must be signed within 30 days of the last day of delivery or they will be priced according to the Illinois Department of Ag. Grain Code. Forward contracting is not allowed with delay price contracts. You must "spot" sell your delay price grain with the nearby bid.

FORWARD CONTRACTS:

Service Fee: None

Terms: Subject to confirmation.

Rolling Fee: 2 cents, plus market difference at buyer's discretion.

Cancellation: If allowed: 5 cents, plus market difference at buyer's discretion.

HTA/FUTURES ONLY CONTRACTS:

Service Fee: 2 cents for the nearby contract, 3 cents for two contracts out, 4 cents for 3 contracts out, etc. until twelve months out. Then the fee will be 2 cents each contract going forward until 24 months out, then 3 cents each contract going forward.

Terms: Subject to confirmation. Futures must be priced during trading hours.

Rolling Fee: 2 cents per contract period, plus market difference at buyer's discretion. No rolling between crop years, unless buyer approves.

Cancellation: If allowed: 5 cents, plus market difference at buyer's discretion.

BASIS CONTRACTS:

Service Fee: 1 cent.

Terms: Subject to confirmation. Futures must be priced during trading hours.

Rolling Fee: 2 cents, plus market difference at buyer's discretion.

Cancellation: If allowed: 5 cents, plus market difference at buyer's discretion.

MINIMUM PRICE CONTRACTS & ACCUMULATORS/HYBRID CONTRACTS:

Service Fee: 5 cents.

Terms: Subject to confirmation.

Rolling Fee: Not allowed.

Cancellation: If allowed: 5 cents, plus market difference at buyer's discretion.

WAREHOUSE RECEIPTS (WHR) FOR LOAN:

Any grain to be put under Warehouse Receipt for Loan must have nine months of storage pre-paid as well as all discounts and drying charges. Please allow 48 hours for processing of warehouse receipts for loan. The first WHR will be free and for each additional WHR there will be a \$50 service fee.

OTHER SERVICES

GRAIN VAC SERVICE FEE:

\$100 per hour with \$200 minimum. The per hour charge includes one man, grain vac. machine, and fuel. If an extra man is needed on the job, he will be charged out at an additional rate of \$30/hour. The per hour rate begins at the time the machine leaves for the farm until the job is complete and the equipment is loaded up with the driver on the road. Multi-day exceptions allowed with approval from management.

HARVEST FARM PICKUP OF GRAIN:

If trucks are available, we might be able to arrange farm pick up of your grain. Loads must be ready to load upon arrival. If trucks are available, a rate will be negotiated between buyer and seller. Trucks will be assigned if available on a first come, first served basis. We would like at least 24 hours of notice for scheduling. *All unsettled trucking charges must be settled up before December 1, 2017.*