

ZEELAND FARM SERVICES, INC.®

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CORN DISCOUNT SCALE

EFFECTIVE SEPTEMBER 26, 2011
DISCOUNTS AND STORAGE RATES ARE SUBJECT TO CHANGE WITHOUT NOTICE!

| MOISTURE DISCOUNT | | | |
|---|--|--------|----------|
| SHRINK | | | |
| 15.0 OR LESS | | 0.0 % | 0 |
| 15.1 - 16.0 | | 1.4 % | \$ 0.040 |
| 16.1 - 16.5 | | 2.1 % | \$ 0.060 |
| 16.6 - 17.0 | | 2.8 % | \$ 0.080 |
| 17.1 - 17.5 | | 3.5 % | \$ 0.100 |
| 17.6 - 18.0 | | 4.2 % | \$ 0.120 |
| 18.1 - 18.5 | | 4.9 % | \$ 0.140 |
| 18.6 - 19.0 | | 5.6 % | \$ 0.160 |
| 19.1 - 19.5 | | 6.3 % | \$ 0.180 |
| 19.6 - 20.0 | | 7.0 % | \$ 0.200 |
| 20.1 - 20.5 | | 7.7 % | \$ 0.220 |
| 20.6 - 21.0 | | 8.4 % | \$ 0.240 |
| 21.1 - 21.5 | | 9.1 % | \$ 0.260 |
| 21.6 - 22.0 | | 9.8 % | \$ 0.280 |
| 22.1 - 22.5 | | 10.5 % | \$ 0.300 |
| 22.6 - 23.0 | | 11.2 % | \$ 0.320 |
| 23.1 - 23.5 | | 11.9 % | \$ 0.340 |
| 23.6 - 24.0 | | 12.6 % | \$ 0.360 |
| 24.1 - 24.5 | | 13.3 % | \$ 0.380 |
| 24.6 - 25.0 | | 14.0 % | \$ 0.400 |
| 25.1 - 25.5 | | 14.7 % | \$ 0.420 |
| 25.6 - 26.0 | | 15.4 % | \$ 0.440 |
| 26.1 - 26.5 | | 16.1 % | \$ 0.460 |
| 26.6 - 27.0 | | 16.8 % | \$ 0.480 |
| 27.1 - 27.5 | | 17.5 % | \$ 0.500 |
| 27.6 - 28.0 | | 18.2 % | \$ 0.520 |
| 28.1 - 28.5 | | 18.9 % | \$ 0.540 |
| 28.6 - 29.0 | | 19.6 % | \$ 0.560 |
| 29.1 - 29.5 | | 20.3 % | \$ 0.580 |
| 29.6 - 30.0 | | 21.0 % | \$ 0.600 |
| Moisture over 30.0 % subject to rejection | | | |

| DAMAGE | | | |
|---|--|--|----------|
| 5.0 OR LESS | | | 0 |
| 5.1 - 6.0 | | | \$ 0.030 |
| 6.1 - 7.0 | | | \$ 0.060 |
| 7.1 - 8.0 | | | \$ 0.080 |
| 8.1 - 9.0 | | | \$ 0.100 |
| 9.1 - 10.0 | | | \$ 0.120 |
| Damage over 10.0 % subject to rejection. | | | |

| TEST WEIGHT | | | |
|--|--|----|-------|
| 54.0 OR ABOVE | | | 0 |
| 53.9 - 53.0 | | \$ | 0.020 |
| 52.9 - 52.0 | | \$ | 0.040 |
| 51.9 - 51.0 | | \$ | 0.060 |
| 50.9 - 50.0 | | \$ | 0.080 |
| 49.9 - 49.0 | | \$ | 0.110 |
| 48.9 - 48.0 | | \$ | 0.140 |
| Test Weight under 48.0 pounds subject to rejection. | | | |

| HEAT DAMAGE | | | |
|---|--|----|------|
| .2 OR LESS | | | 0 |
| 0.2 - 0.5 | | \$ | 0.02 |
| 0.6 - 1.0 | | \$ | 0.04 |
| 1.1 - 2.0 | | \$ | 0.06 |
| 2.1 - 3.0 | | \$ | 0.08 |
| 3.1 - 4.0 | | \$ | 0.10 |
| 4.1 - 5.0 | | \$ | 0.12 |
| Heat Damage over 5.0 % subject to rejection. | | | |

| FOREIGN MATERIAL | | | |
|---|--|----|-------|
| 3.0 OR LESS | | | 0 |
| 3.1 - 4.0 | | \$ | 0.020 |
| 4.1 - 5.0 | | \$ | 0.040 |
| 5.1 - 6.0 | | \$ | 0.070 |
| 6.1 - 7.0 | | \$ | 0.100 |
| 7.1 - 8.0 | | \$ | 0.130 |
| 8.1 - 9.0 | | \$ | 0.160 |
| 9.1 - 10.0 | | \$ | 0.190 |
| Foreign Material over 10.0% subject to rejection | | | |

| OTHER DISCOUNTS | |
|-----------------|-----------|
| MUSTY | \$ 0.10 |
| INFESTATION | \$ 0.10 |
| HEATING | \$ 0.10 |
| SOUR | \$ 0.10 |
| COFO | \$ 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 \$.07 PER BUSHEL PER MONTH PRORATED DAILY WITH A MINIMUM STORAGE CHARGE OF \$.21 PER BUSHEL

GRAIN BANK CHARGES \$.05 PER BUSHEL PER MONTH PRORATED DAILY WITH A \$.10 CENTS LOAD OUT FEE IF NOT GROUND INTO FEED

DISCOUNTS ARE BASED ON GROSS BUSHELS.