



Zeeland Farm Services, Inc.

**ZEELAND FARM SERVICES, Inc.**  
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**WHEAT DISCOUNT SCALE**

**DISCOUNT SCALE EFFECTIVE JULY 19 2010 AND IS SUBJECT TO CHANGE WITHOUT NOTICE!**

<u>Moisture Discount</u>		
13.6 to 14.0	- \$	0.0250
14.1 to 14.5	- \$	0.0500
14.6 to 15.0	- \$	0.0750
15.1 to 15.5	- \$	0.1000
15.6 to 16.0	- \$	0.1250
16.1 to 16.5	- \$	0.1500
16.6 to 17.0	- \$	0.1750
17.1 to 17.5	- \$	0.2000
17.6 to 18.0	- \$	0.2250
18.1 to 18.5	- \$	0.2550
18.6 to 19.0	- \$	0.2850
19.1 to 19.5	- \$	0.3150
19.6 to 20.0	- \$	0.3450

<u>Shrinkage</u>		
13.6 to 14.0	-	99.3%
14.1 to 14.5	-	98.6%
14.6 to 15.0	-	97.9%
15.1 to 15.5	-	97.2%
15.6 to 16.0	-	96.5%
16.1 to 16.5	-	95.8%
16.6 to 17.0	-	95.1%
17.1 to 17.5	-	94.3%
17.6 to 18.0	-	93.5%
18.1 to 18.5	-	92.7%
18.6 to 19.0	-	91.9%
19.1 to 19.5	-	91.1%
19.6 to 20.0	-	90.2%
20.1 to 20.5	-	89.3%

<u>Garlicky</u>		
2 to 6 bulbs	- \$	0.100
7 to 12 bulbs	- \$	0.250
over 12 bulbs	-	subject to market discounts or rejection

Lite Smutty	- \$	0.100
Smutty	- \$	0.150
Musty	- \$	0.100
Weevily	- \$	0.100
C.O.F.O.	- \$	0.050
Sour	- \$	0.100
Heating	- \$	0.100
Hot	-	Arbitrate
DLQ	-	\$.05(min)

<u>Test Weight</u>		
57.0 to 57.9	- \$	0.030
56.0 to 56.9	- \$	0.060
55.5 to 55.9	- \$	0.090
55.0 to 55.4	- \$	0.120
54.5 to 54.9	- \$	0.160
54.0 to 54.4	- \$	0.190
53.0 to 53.9	- \$	0.240
52.0 to 52.9	- \$	0.290
51.0 to 51.9	- \$	0.350
50.0 to 50.9	- \$	0.500
below 50	-	\$.10/point

<u>Damage</u>		
4.1 to 5.0	- \$	0.010
5.0 to 6.0	- \$	0.020
6.1 to 7.0	- \$	0.030
7.1 to 8.0	- \$	0.040
8.1 to 9.0	- \$	0.050
9.1 to 10.0	- \$	0.060
10.1 to 11.0	- \$	0.080
11.1 to 12.0	- \$	0.100
12.1 to 13.0	- \$	0.120
13.1 to 14.0	- \$	0.140
14.1 to 15.0	- \$	0.160

<u>Sprouts</u>		
4.1% to 5.0%	- \$	0.050
5.1% to 6.0%	- \$	0.100
6.1% to 7.0%	- \$	0.150
7.1% to 8.0%	- \$	0.300
8.1% to 9.0%	- \$	0.450
9.1% to 10.0%	- \$	0.600

<u>Vomitoxin (DON)</u>		
<b>RED WHEAT</b>		
0.0 to 2.0 ppm	\$	-
2.1 to 3.0 ppm	\$	0.100
3.1 to 4.0 ppm	\$	0.250
Over 4.1 ppm	-	Subject to rejection
<b>WHITE WHEAT</b>		
0.0 to 1.0 ppm	\$	-
1.1 to 1.5 ppm	\$	0.150
1.6 to 2.0 ppm	\$	0.300
2.1 to 3.0 ppm	\$	0.750
Over 3.1 ppm	-	Subject to rejection
\$15.00 per sample for wheat not dumped at ZFS		

<u>Shrunken &amp; Broken</u>		
5.1 to 6.0	- \$	0.010
6.1 to 7.0	- \$	0.020
7.1 to 8.0	- \$	0.030
8.1 to 9.0	- \$	0.050
9.1 to 10.0	- \$	0.070

<u>Foreign Material</u>		
1.1 to 2.0	- \$	0.020
2.1 to 3.0	- \$	0.040
3.1 to 4.0	- \$	0.060
4.1 to 5.0	- \$	0.080
All foreign material deducted from gross weight		

<u>Total Defects</u>		
5.1 to 6.0	- \$	0.010
6.1 to 7.0	- \$	0.020
7.1 to 8.0	- \$	0.030
8.1 to 9.0	- \$	0.040
9.1 to 10.0	- \$	0.050

<u>Other (Mixed Wheat)</u>		
5.1 to 10.0	- \$	0.020
10.1 to 15.0	- \$	0.040
15.1 to 20.0	- \$	0.060
20.1 to 25.0	- \$	0.080
25.1 to 30.0	- \$	0.100

**GRAIN CONSIDERED STORED IF NOT PRICED (SPOT OR CONTRACT) WHEN DELIVERED  
 STORAGE COSTS WILL BE \$.08 PER MONTH FROM DELIVERY DATE WITH A 3 MONTH MINIMUM STORAGE  
 NO WAREHOUSE RECEIPT STORAGE!**

**DISCOUNT AND STORAGE CHARGES ARE SUBJECT TO CHANGE WITHOUT NOTICE!**