

# ZEELAND FARM SERVICES, INC.®

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## SOYBEAN DISCOUNT SCALE

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

MOISTURE DISCOUNT				
SHRINK				
13.0 OR LESS		0.0%		0
13.1	-	13.5	.7 %	\$ 0.025
13.6	-	14.0	1.4 %	\$ 0.050
14.1	-	14.5	2.1 %	\$ 0.075
14.6	-	15.0	2.8 %	\$ 0.100
15.1	-	15.5	3.5 %	\$ 0.130
15.6	-	16.0	4.2 %	\$ 0.160
16.1	-	16.5	4.9 %	\$ 0.190
16.6	-	17.0	5.6 %	\$ 0.220
17.1	-	17.5	6.3 %	\$ 0.250
17.6	-	18.0	7.0 %	\$ 0.280
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

**WAREHOUSE RECEIPTS**      \$.25 PER BUSHEL INCHARGE AND \$.08 PER BUSHEL PER MONTH PRORATED DAILY WITH A MINIMUM STORAGE CHARGE OF \$.24 PER BUSHEL

DISCOUNTS ARE BASED ON GROSS BUSHELS.