

Grain 2016

Handling



SOYBEAN GRADE REQUIREMENTS

	Moisture	Test Weight	F.M.	Damage
Contracts	13.0 %	56	1%	2%
Warehouse Rec.	13.0 %	56	1%	2%
Delay Price (D.P.)	13.0 %	56	1%	2%

Delay Price Service Charge

1/5th of a cent per bushel per day for the months of September through March and 1/20th of a cent per bushel per day for the months of April through August.

*90-day 18¢ minimum charge applicable

Warehouse Storage

1/5th of a cent per bushel per day for the months of September through March and 1/15th of a cent per bushel per day for the months of April through August.

*Rate structure reapplies if held past 365 days.

*90-day 18¢ minimum charge applicable

Moisture Scale

Handling & Aeration Charge \$.0375 per point over 13.0%

Handling Shrink on Wet Bushels .32%

Moisture Shrink 1.18%

Soybeans over 15% moisture will not be averaged.

F.M. Scale

Beans: Over 1.0% = deducted from weight. In addition, over 1.0 % corn- \$.05 per bushel each 1% or fraction thereof. F.M. on soybeans is not averaged.

Damage Scale

Beans: Over 2% = \$.02 per bushel per point or fraction thereof.

Test Weight Scale

Beans: 54.0-50.0 = \$.02 per bushel per pound or fraction thereof.
Under 50.0 = \$.03 per bushel per pound or fraction thereof.

Weevil Discount

Beans: \$.10 per bushel.

Odor Discounts

Beans: Musty = \$.05 per bushel
Sour = \$.10 per bushel

Split Discounts

20.1% to 25% - 1/2 cent per bushel
25.1% to 30% - 3/4 cent per bushel
30.1% to 35% - 1 cent per bushel
35.1% to 40% - 1 1/2 cent per bushel
40.1% to 45% - 2 cents per bushel

CORN GRADE REQUIREMENTS

	Moisture	Test Weight	F.M.	Damage
Contracts	15.0%	54	3%	5%
Warehouse Rec.	14.0%	54	3%	5%
Grain Bank	14.0%	54	3%	5%
Delay Price (D.P.)	15.0%	54	3%	5%

Delay Price Service Charge

1/5th of a cent per bushel per day for the months of September through March and 1/20th of a cent per bushel per day for the months of April through August.

*90-day 18¢ minimum charge applicable

Warehouse Storage

1/5th of a cent per bushel per day for the months of September through March and 1/15th of a cent per bushel per day for the months of April through August.

*Rate structure reapplies if held past 365 days.

*90-day 18¢ minimum charge applicable

Moisture Scale

Drying Charge \$.0375 per point

Handling Shrink .32%

Moisture Shrink to 14% 1.18%

All loads below 13% moisture will be assigned 13% moisture.

*Drying charge subject to in-season change.

F.M. Scale

Corn: 3.0% - 5.0% = \$.02 per bushel each 1.0% or fraction thereof.

Over 5.0% = \$.04 per bushel per point or fraction thereof.

Damage Scale

Corn: 5.1% - 15.0% = \$.02 per bushel each 1.0% or fraction thereof.

Over 15% = \$.03 per bushel each 1.0% or fraction thereof.

Test Weight Scale

Corn: 53.9 - 52.0 = \$.02 per bushel per pound or fraction thereof.

51.9 - 50.0 = \$.03 per bushel per pound or fraction thereof.

49.9 - 48.0 = \$.04 per bushel per pound or fraction thereof.

47.9 - 44.0 = \$.05 per bushel per pound or fraction thereof.

Under 44.0 lbs. - \$.10 per bushel per pound

Moisture, F.M., Damage, Test Weight Factors will be averaged.

Weevil Discount

Corn: \$.10 per bushel

Odor Discounts

Corn: Musty = \$.05 per bushel

Sour = \$.10 per bushel

Subject to Change Grain factors that are averaged will do so only to the point of settlement.





Andy Shaffer
VP Grain

Harvest 2016 Procedures

Harvest is here again, and it appears we could potentially have another above average crop ahead of us. Please review the following Grain Policies and Procedures to help with your harvest decisions.

Fall Grain Handling Policies

Warehouse storage changes and Delay Price service fees are unchanged from last year.

The Drying rate has been set at .0375 cents per point removed, which is unchanged from last year. This rate is based on current pre-season natural gas and propane rate indications and is subject to change, should utility provider rates increase during season.

Grain Delivery Numbers

We again encourage our customers to take the time to have their grain delivery numbers pre-assigned prior to delivery of the first load. Our accounting system functions on a delivery number system to ensure that your grain is properly applied to your account. We will be using delivery placards at harvest that show your Delivery Number, Name and the Commodity. Receiving your numbers and filling out your placards in advance will save you time when the harvest season begins.

Fall Storage/Availability Delivery Hours

We are looking at above average crop yield potential again this year. Ag Partners facilities are positioned very well to handle all your harvest storage and drying needs, and appropriate fall hours of operation will be in effect to keep things running smoothly. We continue to work on making upgrades to aspects of our operations in order to provide more efficient service to our customers. Our team looks forward to servicing all your harvest delivery needs this season at all of our grain facilities.

As always, the **safety** of our employees and our customers is paramount at Ag Partners. We ask that you take extra care pulling into and out of our dump pit areas at all times.

Harvest Grain Settlement Policies

Along with the task of handling the heavy volume of grain that is delivered to our facilities, comes the heavy volume of accounting transactions to make settlement on those grain deliveries. Due to the heavy harvest volume, our grain check policy on grain sold or applied to contract for payment prior to noon will be available for pick-up in the afternoon from 1:00 p.m. to business close. Checks on grain sold in the afternoon will be available for pick-up the following morning after 9:00 a.m.

Please communicate with us on your grain decisions. We will need to know the disposition of your grain upon completion of delivery. On grain deliveries not applying to an open contract, the Iowa State Warehouse Division requires us to process grain in a timely manner. If we do not receive disposition instructions within a reasonable time, we are required to process the grain to a warehouse receipt. This can in fact cost you additional charges on your settlement and we would like to avoid doing so. Thank you in advance for settling your grain in a timely manner.

Pro Pricing Program

Ag Partners is currently accepting bushels into the Pro Pricing Program for the 2017 and 2018 crop years. The Pro Pricing traders always have a goal of achieving a final price in the top one third of the marketing year's price range. We encourage you to take some time to visit with one of our Ag Partners Marketing Service Representatives about the features and benefits of the Pro Pricing Program. If you have never tried Pro Pricing, why not try 5% and see how your marketing plan compares to the Cargill traders.

CRM Products

These grain markets are tough to trade right now. If you still need some help marketing your grain this year, we have a full line of marketing solutions that can help you. We have minimum price contracts, averaging contracts & focal point contracts to name a few. Don't settle in on leaving your bushels on costly storage programs for long periods of time when you have choices at your fingertips. Visit with your Marketing Service Representative about these marketing alternatives. We truly want to help.



