

MISC BEAN DISCOUNTS

| Moisture Disc - 13% (per .5%) | |
|-----------------------------------------|-----------|
| 1% each .5% | 13.1-14.0 |
| 2% each .5% | 14.1-16.0 |
| 3% each .5% | 16.1-18.0 |
| 4% each .5% | over 18 |
| Over 18% is subject to rejection | |
| Moisture % | % Disc/Bu |
| 13.1 - 13.5 | 1% |
| 13.6 - 14.0 | 2% |
| 14.1 - 14.5 | 4% |
| 14.6 - 15.0 | 6% |
| 15.1 - 15.5 | 8% |
| 15.6 - 16.0 | 10% |
| 16.1 - 16.5 | 13% |
| 16.6 - 17.0 | 16% |
| 17.1 - 17.5 | 19% |
| 17.6 - 18.0 | 22% |
| 18.1 - 18.5 | 26% |
| 18.6 - 19.0 | 30% |
| 19.1 - 19.5 | 34% |
| 19.6 - 20.0 | 38% |
| 20.1 - 20.5 | 42% |
| 20.6 - 21.0 | 46% |

| Heat Damage - % of Price | |
|--------------------------|------------|
| .2% (per .5%) | |
| .5% of Price over .2% | |
| Heat Dmg % | % of Price |
| .3 - .5 | 0.5% |
| .6 - 1.0 | 1.0% |
| 1.1 - 1.5 | 1.5% |
| 1.6 - 2.0 | 2.0% |
| 2.1 - 2.5 | 2.5% |
| 2.6 - 3.0 | 3.0% |
| 3.1 - 3.5 | 3.5% |
| 3.6 - 4.0 | 4.0% |
| 4.1 - 4.5 | 4.5% |
| 4.6 - 5.0 | 5.0% |
| 5.1 - 5.5 | 5.5% |
| 5.6 - 6.0 | 6.0% |
| 6.1 - 6.5 | 6.5% |
| 6.6 - 7.0 | 7.0% |
| 7.1 - 7.5 | 7.5% |
| 7.6 - 8.0 | 8.0% |
| 8.1 - 8.5 | 8.5% |
| 8.6 - 9.0 | 9.0% |
| 9.1 - 9.5 | 9.5% |
| 9.6 - 10.0 | 10.0% |

| Foreign Material - 1% (per 1%) | |
|---------------------------------------|----------|
| 1% each % | 1.1-5.0% |
| 1.5% each % | 5.1%-10% |
| 2% each % | over 10% |
| FM % | Disc/Bu |
| 1.1 - 2.0 | 1.0% |
| 2.1 - 3.0 | 2.0% |
| 3.1 - 4.0 | 3.0% |
| 4.1 - 5.0 | 4.0% |
| 5.1 - 6.0 | 5.5% |
| 6.1 - 7.0 | 7.0% |
| 7.1 - 8.0 | 8.5% |
| 8.1 - 9.0 | 10.0% |
| 9.1 - 10.0 | 11.5% |
| 10.1 - 11.0 | 13.5% |
| 11.1 - 12.0 | 15.5% |
| 12.1 - 13.0 | 17.5% |
| 13.1 - 14.0 | 19.5% |
| 14.1 - 15.0 | 21.5% |
| 15.1 - 16.0 | 23.5% |
| Misc. Disc | Disc/Bu |
| Sour | \$0.12 |
| Musty | \$0.10 |
| DLQ | \$0.25 |
| (Distinctly Low Quality) | |
| COFO | \$0.20 |
| (Commercially Offensive Foreign Odor) | |

| Test Weight Disc - 56#- \$(per 1#) | |
|------------------------------------|---------|
| \$.005 each # | 53.9-52 |
| \$.01 each # | 51.9-49 |
| Below 49# subject to rejection | |
| Test Wt. | Disc/Bu |
| 53.9-53.0 | \$0.005 |
| 52.9-52.0 | \$0.01 |
| 51.9-51.0 | \$0.02 |
| 50.9-50.0 | \$0.03 |
| 49.9-49.0 | \$0.04 |

| Damage Disc - 2% (per .5 %) | |
|-----------------------------|------------|
| \$.02 from 2.1 - 2.5 | |
| \$.01 each .5% | 2.6-4.0 |
| \$.02 each .5% | 4.1 to 6.0 |
| \$.03 each .5% | 6.1 to 8.0 |
| \$.04 each % | over 8.1 |
| Damage % | \$ Disc/Bu |
| 2.1 - 2.5 | \$0.02 |
| 2.6 - 3.0 | \$0.03 |
| 3.1 - 3.5 | \$0.04 |
| 3.6 - 4.0 | \$0.05 |
| 4.1 - 4.5 | \$0.07 |
| 4.6 - 5.0 | \$0.09 |
| 5.1 - 5.5 | \$0.11 |
| 5.6 - 6.0 | \$0.13 |
| 6.1 - 6.5 | \$0.16 |
| 6.6 - 7.0 | \$0.19 |
| 7.1 - 7.5 | \$0.22 |
| 7.6 - 8.0 | \$0.25 |
| 8.1 - 8.5 | \$0.29 |
| 8.6 - 9.0 | \$0.33 |
| 9.1 - 9.5 | \$0.37 |
| 9.6 - 10.0 | \$0.41 |
| 10.1 - 10.5 | \$0.45 |
| 10.6 - 11.0 | \$0.49 |
| 11.1 - 11.5 | \$0.53 |
| 11.6 - 12.0 | \$0.57 |

****ALL RATES
AND DISCOUNTS
SUBJECT TO
CHANGE
WITHOUT
NOTICE****