



## **2020 FARMERS COOP OF HANSKA HARVEST POLICIES (Effective September 16, 2020)**

### **GRAIN PROGRAMS**

#### **2020 CORN/SOYBEAN Harvest Price Later:**

The service fee will be \$.05 per bushel per month with charges calculated daily. There is no minimum charge and no free time. Corn will be dried to 15%, Soybeans will be dried to 13%. By doing this program, you have sold your corn and/or soybeans. You just have not put a price on it. ALL CORN/SOYBEANS PUT ON PRICE LATER IS NOT ELIGIBLE FOR CCC LOAN OR LDP PROGRAMS.

Open storage for soybeans and corn is available.

STORAGE rates at \$.05 per bushel per month with charges calculated on a daily basis. There will be no minimum charge and no free time. Corn put under Storage will be dried to 14% soybeans to 13%.

We do not expect issues this year, but Storage will be on a first come-first served basis. Storage space will depend on pre-harvest inventory, crop size, and soybean purchases during harvest.

In order to get a commodity loan from the FSA on grain that is on a warehouse receipt, CCC requires that the storage be prepaid and that FCH sign off accordingly. Prepayment will be required before we sign off. All unused storage prepayment will be refunded the day the grain is sold.

#### **GRAIN BANK**

**All Grain Bank grain is for feed manufactured by FCH.** The first 60 days of grain bank stored grain will be free. If grain bank grain is stored beyond 60 days, storage charges will be invoiced at \$.05 per bushel per month based on the month end balance. Any grain not processed for feed and sold or loaded out will be subject to regular storage charges and loadout charge, if applicable. Grain Bank corn will be dried to 15% moisture.

#### **HCP SWAP**

Deliver corn up to 10 days prior to commitment period to any FCH elevator.

Service Fee of \$.07/bu. FCH must be notified 2 months prior to delivery or additional charges will apply. Does not include load out fee or storage.

Must be delivered prior to delivery period to guarantee delivery.

#### **HTA FEES:**

2020 crop year Corn \$.03/ Beans \$.05

2021 crop year Corn \$.06/ Beans \$.10

Rolling Fee \$.03 per bushel per roll

## GRAIN POLICIES

Grain Application at the scale: Accurate grain accounting requires that the disposition of the grain be entered correctly, at the scale, when the grain is delivered. **All drivers delivering grain will need to know the following information: Grain owner(s), Grain Share Splits, Grain disposition (Cash, Warehouse Storage, Feed Bank, Price Later).** Once a contract is full the balance will be placed on open storage unless told different at the time of unloading.

All grain will be priced based on its actual delivery point. Grain payments are issued only upon request.

We cut checks every day, but only if we are directed to do so. Many customers conveniently have their dollars deposited directly, (ACH), into their account. If interested, contact the main office to get set up.

Deferred Payment Contracts will be available for both corn and soybeans. Grain committed to deferred payment cannot be changed.

No early delivery of grain contracts for November or later will be accepted without prior approval. If delivered early they will go on Storage until their appropriate delivery date. HTA contracts must be priced prior to delivery or those bushels will go on Storage until their delivery date.

On Farm pick-up will be available on corn and soybeans on a first come-first served basis. Contact the Hanska office for additional information. We offer limited direct-delivered grain during harvest contact office for availability.

**Mankato Feed Mill will not accept any corn over 17%.**

### **Treated Grain:**

Any grain that contains treated seeds will be rejected. If a load is dumped into our inventory, owner may be subject to one or all of the following: 1) No payment for the entire load. 2) Punitive charges for contamination of our inventory. 3) Further financial liability. **IT IS AGAINST THE LAW TO ADD TREATED SEED TO ANY GRAIN.**

**ALL PROGRAMS AND POLICIES ARE SUBJECT TO CHANGE WITHOUT NOTICE.**

## **DISCOUNT SCHEDULES**

There will be no averaging of corn or soybean discounts.  
Pit samples will be averaged with probe samples.

### **CORN**

Farmers Coop of Hanska corn bids are based on # 2 Yellow Corn grade factors and settled at market discounts in effect on the day of delivery.

#### **Moisture Discounts:**

\$.045/point or \$.0225 for each ½ point of moisture removed with a 1.4% shrink per point.

Cash, Contract, Grain Bank, and Price Later will be shrunk to 15.0%  
Storage and Warehouse Receipt will be shrunk to 14.0%.

#### **Test Weight Discounts:**

\$.01 per point below 54.0 to 52.0  
\$.02 per point below 52.0 to 50.0  
\$.03 per point below 50.0 to 48.0  
\$.04 per point below 48.0 to 45.0  
\$.05 per point below 45.0

#### **FM Discount:**

\$.03 per point from 3 to 4%  
\$.04 per point from 4 to 5%  
\$.05 per point from 5 to 6%  
\$.06 per point for 6%+

#### **Damage Discount:**

\$.02 per point above 5%

#### **Other:**

Sour -\$.12/bu  
Infested -.15/bu  
Musty -\$.10/bu  
DLQ -.25/bu  
COFO -\$.12/bu

## **SOYBEANS**

Farmers Coop of Hanska soybean bids are based on # 1 Yellow Soybean grade factors and settled at market discounts in effect on the day of delivery.

### **Moisture Discounts:**

1.25% of contract price per half point starting at 13.1% to 14%

4% from 14.1 to 14.5%

+2% per half point from 14.6 to 16.0%.

+4% per half point from 16.1 to 18.0%

### **Test Weight Discount:**

\$.005 per point below 54.0 to 52.0

.01 per point below 52.0 to 49.0

### **FM Discount:**

1% shrink per point over 1% to 5.0%.

1.5% shrink per point from 5.1 – 10.0%

2% shrink per point over 10.0%.

### **Damage:**

\$.02 per point above 2%, \$.04 per point above 4%,

**Green Beans are considered damage.**

### **Other:**

Sour -.12/bu

Infested -.15/bu

Musty -.10/bu

DLQ -.25/bu

COFO -.20/bu

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**8/20/2020**