

FALMOUTH FARM SUPPLY
FALMOUTH - GLENWOOD
Soybean Discount Schedule
EFFECTIVE 9/13/16
Base Grades
54.0 TW 13.0 M 1.0 FM 2.0 DMG
Subject to Change Without Notice

| Test Weight | |
|--------------------|--------|
| 53.9 - 53.0 | \$0.01 |
| 52.9 - 52.0 | \$0.02 |
| 51.9 - 51.0 | \$0.03 |
| 50.9 - 50.0 | \$0.04 |
| 49.9 - 49.0 | \$0.05 |
| 48.9 - 48.0 | \$0.06 |
| 47.9 - 47.0 | \$0.07 |
| 46.9 - 46.0 | \$0.08 |
| 45.9 - 45.0 | \$0.09 |
| 44.9 - 44.0 | \$0.10 |

| Damage | |
|---------------|--------|
| 2.1 - 2.5 | \$0.02 |
| 2.6 - 3.0 | \$0.04 |
| 3.1 - 3.5 | \$0.06 |
| 3.6 - 4.0 | \$0.08 |
| 4.1 - 4.5 | \$0.10 |
| 4.6 - 5.0 | \$0.12 |
| 5.1 - 5.5 | \$0.14 |
| 5.6 - 6.0 | \$0.16 |
| 6.1 - 6.5 | \$0.18 |
| 6.6 - 7.0 | \$0.20 |
| 7.1 - 7.5 | \$0.22 |
| 7.6 - 8.0 | \$0.24 |
| 8.1 - 8.5 | \$0.26 |
| 8.6 - 9.0 | \$0.28 |
| 9.1 - 9.5 | \$0.30 |

| Moisture | Price Discount |
|-----------------|-----------------------------------|
| 13.1 - 13.5 | 1.5% of contract or selling price |
| 13.6 - 14.0 | 3.0% |
| 14.1 - 14.5 | 4.5% |
| 14.6 - 15.0 | 6.0% |
| 15.1 - 15.5 | 7.5% |
| 15.6 - 16.0 | 9.0% |
| 16.1 - 16.5 | 10.5% |
| 16.6 - 17.0 | 12.0% |
| 17.1 - 17.5 | 13.5% |
| 17.6 - 18.0 | 15.0% |
| 18.1 - 18.5 | 18.0% |
| 18.6 - 19.0 | 21.0% |
| 19.1 - 19.5 | 24.0% |
| 19.6 - 20.0 | 27.0% |

*** Moisture Discount will be deducted from price
 *** All foreign material in excess of 1.0% will be deducted from the gross weight and will not be paid for.
 *** Soybeans grading musty, sour, insect infested or in any manner sample grade, will be subject to rejections or discount at Falmouth Farm Supply's discretion.

*****DP RATES 28 CENTS THRU 12/31/16**
4 CENTS PER BU/MONTH THEREAFTER