

DISPOSITION

- Producers will have 10 business days beginning with the first load to specify disposition of grain; **must** be settled on the 11th business day
- Sell, Store, or Price Later
- Bushels sold during the first 10 days will have NO storage applied
- Contracts will be filled first, balance of grain will be automatically moved to open storage on day 11

GRAIN SAMPLE COLLECTION

Tarp Removal

All vehicles delivering grain must remove any tarp to allow unrestricted collection of a representative grain sample.

Sampling

A probe sample will be taken from each load. Every load will be probed in at least two different locations to secure an accurate, representative sample. The sample will be graded immediately and reported to the hauler prior to unloading if the hauler requests. If the hauler is not satisfied with the results, a new sample will be obtained. However, the last grade obtained will be used for settlement purposes.

WEIGHING AND DELIVERY

The hauler should provide accurate information to the scale operator as to owner's name(s), split percentages (for multiple owners), and disposition. Disposition can be any option in place at the time of delivery. (Examples being: open storage, warehouse receipt, price later, apply to purchase contract, basis agreement, minimum price purchase agreement, etc.) It would be extremely helpful to have haulers display signs with the above information. Landus will provide these signs free of charge. They are available at any Landus office.

PURCHASE AGREEMENTS

Purchase agreements are written for exact net (dry) bushels. National Grain and Feed Trade and Arbitration Rules applicable on all contracts, unless in conflict with terms expressed therein.

CREDIT-SALE AGREEMENTS

Credit-sale agreements/contracts include Price Later, Deferred Payment, Extended Price, and Minimum Priced. These types of grain contracts **MUST BE SIGNED BEFORE** settlement can be made. Price Later not signed within 30 days or before pricing will be moved to open storage with applicable discounts. Minimum and Extended Price Contracts **MUST** be signed in 3 days of issue. Deferred Payment **NOT** signed and returned within 30 days will have check issued that day. Grain placed on credit-sale agreements cannot be transferred to any other person or account. Early pay of Deferred Payment Contracts will be charged \$200 per check.

MOISTURES FOR SPECIFIC DISPOSITIONS

Maximum moisture of grain accepted is determined by location.

- Corn sold on purchase contract or placed on credit-sale agreements is purchased at 15.0% moisture. Corn to be stored must be no more than 14.0% moisture. All corn deliveries above these moistures will have drying charged and shrink assessed to bring the corn to the required moisture level.
- Soybeans are purchased at 13.0% moisture. Any delivery above 13.0% will be discounted.

DRYING CHARGES

- 4.5¢ per point of moisture removed
- Shrink factor is 1.5% per point of moisture removed

STORAGE

Grain storage rates are per our U.S. Warehouse Tariff, and are applicable to open storage or warehouse receipts. As of September 1, 2025, our rates are:

- **\$.0025 per bushel per day September 1 through May 31**
- **\$.0018 per bushel per day June 1 through August 31**
- There are no minimum storage charges.

PRICE LATER

Price Later Service Charges

Corn: 15¢ fee plus \$.0018 per day

Soybeans: 15¢ fee plus \$.0018 per day

Expiration Date: August 26, 2026

Price Later grain can only be priced against the spot cash bid.

Price Later service charges change more frequently, based on many factors. Please check the Discount Schedule for complete information.

GRAIN SETTLEMENTS

Settlement will be made promptly following notification that the delivery has been completed. If we do not receive word that paperwork will be picked up, we will mail it out the same day that settlement is made.

Manage your Landus account with ease, right from the comfort of your home or out in the field. Having a Landus portal account saves time and increases flexibility.

- Sell your grain 24/7
- Up-to-the-minute grain bids
- Sign and view contracts
- Get daily market commentary

Log in to the Landus Customer portal or register at: <https://landusportal.landus.ag/>



Landus
Customer
Portal

CORN

Discount Scale, Per Bushel

TEST WEIGHT:

- 2¢ each pound from 53.9 to 52.0
- 3¢ each pound from 51.9 to 50.0
- 4¢ each pound from 49.9 and below

MOISTURE:

- Drying Rate: 4.5 ¢ per point of moisture removed
- Shrink Factor is 1.5% per point of moisture removed
 - Corn is purchased at 15.0% moisture (unless on storage)
 - Corn placed on storage is shrunk to 14.0%

TOTAL DAMAGE:

- 1¢ per point from 5.1% to 7.0%
- 2¢ per point from 7.1% to 10.0%
- 3¢ per point over 10.1%

HEAT DAMAGE:

- 2¢ from 0.3% to 0.5%
- 3¢ each 0.5% above 0.5%

FOREIGN MATERIAL:

- 2¢ per point from 3.1% to 4.0%
- 3¢ per point from 4.1% to 8.0%
- 4¢ per point from 8.1%

MUSTY, SOUR, HEATING/HOT, INFESTED, AND STONES:

- 15¢ per bushel for each factor

DISTINCTLY LOW QUALITY (DLQ):

- 15¢ per bushel

COFO (Commercially Objectionable Foreign Odor):

- 20¢ per bushel

CORN AVERAGING FACTORS:

- **Moisture:** ALL loads will be averaged together for each delivery. All loads below 14.1% will averaged in at 14.0%.
- **Damage:** Loads 10.0% and below will be averaged together; loads 10.1% and above will be averaged together.
- **Test Weight:** Loads 50.0 pounds/bu. and above will be averaged together; loads 49.9 pounds/bu. and below will be averaged together; loads below 47.0 pounds/bu. will not be accepted.
- **Loads graded musty, sour, heating/hot, infested, COFO, DLQ or with stones will not be averaged with clear loads.**

Aflatoxin tested over 20 PPB subject to rejection
Treated or smoke odor subject to rejection

SOYBEANS

Discount Scale, Per Bushel

TEST WEIGHT:

- 1¢ per pound below 54 pounds.

MOISTURE:

- 2% of contract price for each 1% from 13.1% to 14.0%*
- 3% of contract price for each 1% from 14.1% to 15.0%*
- 4% of contract price for each 1% from 15.1% to 17.0%*
- 5% of contract price for each 1% from 17.1% and above*

*or fraction thereof

TOTAL DAMAGE:

- 4¢ per point above 2.0%

HEAT DAMAGE:

- 2¢ from 0.3% to 0.5%
- 6¢ from 0.6% to 1.0%
- 10¢ each 0.25% above 1.0%

FOREIGN MATERIAL:

- All FM over 1.0% deducted from gross weight plus 2¢ per point over 5.0%

SPLITS:

- 1/2¢ each 5.0% above 15.0%

BLEEDING HILUM:

- 1/2¢ per point above 1.0%

MUSTY, SOUR, HEATING/HOT, INFESTED, AND STONES:

- 15¢ per bushel for each factor

STICKS, PODS, DIRT OR DISTINCTLY LOW QUALITY (DLQ):

- 15¢ per bushel

COFO (Commercially Objectionable Foreign Odor):

- 20¢ per bushel

SOYBEAN AVERAGING FACTORS:

- **Moisture:** Loads 14.0% and below will be averaged together; loads 14.1% and above will be averaged together.
- **F.M.:** Loads 1.0% and below will be averaged together; loads 1.1% and above will be averaged together.
- **Loads graded musty, sour, heating/hot, infested, COFO, DLQ, or with stones will not be averaged with clear loads.**