



# Iowa Harvest 2017

Scoular is looking forward to supporting your 2017 corn and soybean harvest. We have updated our discount schedules and included them for your benefit. It appears that we are due for another above-average crop this fall, and we have been busy preparing our facilities to accommodate your harvest needs. For current cash bids, please call the Hancock office or go to [scoulariowa.com](http://scoulariowa.com).

## FACILITY UPDATE

Our facilities at Corley, Elk Horn, Emerson, Griswold, Hancock, Portsmouth, and Walnut will all be operational this fall. **Scoular does not own the former facility at Shelby, and the Hastings facility is no longer operational.** All facilities will be open for both corn and soybeans, except:

- Corley – We will only accept corn at our Corley facility.
- Walnut – We will only accept soybeans at our Walnut facility.

## HARVEST POLICIES

You will have five days after delivery of your grain to decide whether to sell (cash or basis), delay price (DP), or put your grain in open storage. If no disposition is received within those five days, your grain will be placed in open storage. To sell grain across the scale, please call a merchandiser regarding price and quantity. **Scale, operations, and accounting personnel are not able to purchase grain.**

## SPOT POLICY

- Basis – Set on the date of delivery
- Futures Price – Closing price on the day AFTER delivery.
- Cash Price – Basis on the date of delivery, with futures close on the following day
- You may call a merchandiser at any time to sell grain

## TRUCKING

- The Scoular truck fleet is prepared to assist with your harvest needs, and we will also have several third-party trucking companies helping us get your grain to the elevator this fall.
- We always do our best to accommodate short-notice trucking needs; however, please contact us in advance (48 hours prior) to ensure we have a truck reserved for you when you need it.

## DELAYED PRICE FEES

- \$.15/bu. until January 1st, 2018, for corn and soybeans.
- \$.05/bu. per month (accrues daily) after January 1st, 2018.
- DP rates are subject to change at any time.

## OPEN STORAGE FEES

- \$.20 until January 1st, 2018, for corn and soybeans
- \$.05/month (accrues daily) after January 1st, 2018

## DRYING/SHRINK

- Cash/Delay Price Corn
  - Drying - \$.04/point of moisture above 15.0%, rounded to the nearest tenth
  - Shrink - 1.4%/point of moisture above 15.0%, rounded to the nearest tenth
- Open Storage Corn
  - Drying - \$.04/point of moisture above 14.0%, rounded to the nearest tenth
  - Shrink – 1.4%/point of moisture above 14.0%, rounded to the nearest tenth

**Thank you for your business** – you can *Count on Scoular People* to serve you. For your marketing needs, Charlie Elsea, Landon Cousins, Tony Hoskins, and Marie Thompson are available to assist you. We look forward to a prosperous harvest with you and your family.

(712) 741-5437

ScoularIowa.com



**125**  
**YEARS**  
FOUNDED 1892

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## Discount Schedule

### CORN

#### MOISTURE – DISCOUNTED ABOVE 15.0%/14.0%

Drying	4c/point/bushel
Shrink	1.4% shrink factor/bushel/ point of moisture

*\*Shrink/Drying are both rounded to the nearest tenth of a point.*

#### DAMAGE - DISCOUNTED ABOVE 5.0%

5.1 to 20%	2 cents per point
Above 20%	4 cents per point

#### HEAT DAMAGE - DISCOUNTED ABOVE 0.2%

0.3 to 3.0%	2 cents per half point
Above 3.0%	4 cents per half point

#### FOREIGN MATERIAL - DISCOUNTED ABOVE 3.0%

3.1 to 10.0%	2 cents per point
Above 10.0%	4 cents per point

#### TEST WEIGHT - DISCOUNTED BELOW 54.0

Below 54.0	2 cents per pound or fraction below 54.0
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SOUR	10 CENTS PER BUSHEL
MUSTY	10 CENTS PER BUSHEL
WEEVILY	10 CENTS PER BUSHEL

### SOYBEANS

#### MOISTURE - DISCOUNTED ABOVE 13.0%

13.1% to 15.0%	3.0% of contract price/point of moisture, breaks on the half point
Above 15.1%	6.0% of contract price/point of moisture, breaks on the half point

#### DAMAGE - DISCOUNTED ABOVE 2.0%

2.1 to 8.0%	2 cents per point
Above 8.0%	4 cents per point

#### HEAT DAMAGE - DISCOUNTED ABOVE 0.2%

0.3 to 5.0%	2 cents per half point
Above 5.0%	4 cents per half point

#### FOREIGN MATERIAL - DISCOUNTED ABOVE 1.0%

Above 1.0%	Deducted from gross weight
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#### TEST WEIGHT - DISCOUNTED BELOW 54.0

Below 54.0	2 cent per pound or fraction below 54.0
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SOUR	10 CENTS PER BUSHEL
MUSTY	10 CENTS PER BUSHEL
WEEVILY	10 CENTS PER BUSHEL

