

# Hanska Grain Company

## 2025 Soybean Policy

- Soybeans will be shrunk to 13% moisture (please see attached schedule).
- Customers must specify at time of delivery if they want grain to be applied to contract, sold (spotted) or placed into Delayed Pricing (DP). No warehouse receipts will be issued. All unspecified bushels will be placed under Delayed Pricing.
- Delayed Pricing (DP) is not storage. We do not offer storage. Grain cannot be taken back out. Delayed Pricing is hauling in to the elevator, but not setting a price on it. Price can be placed/determined anytime markets are open. See below for Delayed Pricing fees.
- Service fees for Delayed Pricing soybeans from start of harvest to December 31, 2025 will be \$.21 per bushel. Minimum fee is \$.21 per bushel. Commencing on December 31, 2025, service fees for Delayed Pricing will be charged at the rate of \$.07 per bushel per month. When Delayed Pricing crop is sold, service charges will be deducted.
- If old crop soybeans remain in Delayed Pricing on July 31, 2026, the customer will be billed for service fees owed. The customer will not be forced to sell the crop on Delayed Pricing; just will need to pay service fee's due within 30 days to avoid finance charges. Customer will get a statement in the mail after July 31, 2026 that will tell them what is owed on service fees as of July 31, 2026.

# 2025 Schedule of Soybean Discounts

<b>Moisture</b>	<b>Sell/Contract % of selling price</b>	<b>Priced Later/Open % of Bu shrink</b>
13.1-13.5	1.25%	1.25%
13.6-14.0	2.50%	2.50%
14.1-14.5	4.50%	4.55%
14.6-15.0	6.50%	6.50%
15.1-15.5	8.50%	8.50%
15.6-16.0	10.50%	10.50%
16.1-16.5	12.50%	12.50%
16.6-17.0	16.50%	16.50%
17.0-17.5	20.50%	20.50%
17.6-18.0	24.50%	24.50%
18.1-18.5	28.50%	28.50%
18.6-19.0	32.50%	32.50%
19.1-19.5	36.50%	36.50%
19.6-20.0	40.50%	40.00%

<b>Damage includes green</b>	<b>% of selling price</b>
.0% to .2%	0%
.3% to .5%	0%
.6% to 1.0%	0%
1.1% to 1.5%	0%
1.6% to 2.0%	0%
2.1% to 2.5%	1.00%
2.6% to 3.0%	2.00%
3.1% to 3.5%	3.00%
3.6% to 4.0%	4.00%
4.1% to 4.5%	5.00%
4.6% to 5.0%	6.00%

<b>Test Weight</b>	<b>Per Bu</b>
54 lbs. & higher	\$0.000
53.9 to 53.0	\$0.010
52.9 to 52.0	\$0.020
51.9 to 51.0	\$0.040
50.9 to 50.0	\$0.060
49.9 to 49.0	\$0.100
48.9 to 48.0	\$0.140

<b>Green Beans</b>	<b>Per Bu</b>
.0% to 1.0%	\$0.000
1.1% to 3.0%	\$0.010
3.1% to 5.0%	\$0.020
5.1% to 7.0%	\$0.030
7.1% to 10.0%	\$0.050
10.1% & Above	Reject

# 2025 Schedule of Soybean Discounts

Heat Damage Percentage	% of Selling Price
.0% to .2%	0%
.3% to 1.0%	0.60%
1.1% to 1.5%	0.90%
1.6% to 2.0%	1.20%
2.1% to 2.5%	1.80%
2.6% to 3.0%	2.40%
3.1% to 3.5%	3.30%
3.6% to 4.0%	4.20%
4.1% to 4.50%	5.10%
4.6% to 5.0%	6.00%
5.1% to 5.5%	7.20%
5.6% to 6.0%	8.40%
6.1% to 6.5%	9.60%
6.6% to 7.0%	10.80%
7.1% to 7.5%	12.30%
7.6% to 8.0%	13.80%
8.1% to 8.5%	15.30%
8.5% to 9.0%	16.80%

**FOREIGN MATERIAL:** All foreign material over 1% expressed to nearest tenth of percent will be deducted from gross weight and will not be paid for; FM over 5% shall be deducted at 1.5 times from the gross weight. FM over 10% shall be deducted at 2 times from the gross weight. FM over 20% deducted at 3 times and 30% at 4 times the gross weight.

**SPLITS:** Discounted .1% of contract price for each 1% or fraction thereof in excess of 20% to 40%; discounted .2% of contract price for each 1% or fraction thereof in excess of 40% to 50%; discounted .6% of contract price for each 1% or fraction thereof in excess of 50%.