

**Jo Ann Primeaux - Zennoh YSB Discount Schedule 2007-2008**

**From:** "Rachel Chierici" <Rachel.Chierici@zgcusa.com>  
**Date:** 7/18/2007 4:20 PM  
**Subject:** Zennoh YSB Discount Schedule 2007-2008

**ZENNOH GRAIN (EXPORT) CORP.**

*Schedule #4*

P.O. BOX 39 - MANDEVILLE, LA 70470-0039  
(504) 867-3500 - FAX (504) 867-3508

Truck Soybean Discount Schedule #S01/99  
Effective 7/18/07

**Test Weight:**

- 1 cent/bu. each lb., 53.9-51.0 lbs
- 2 cent/bu. each lb., 50.9-48.0 lbs
- 3 cent/bu. each lb., 47.9 lbs and below *same*  
under 45 lbs is subject to rejection

**Moisture:**

1% of contract price each 1/2% of moisture in excess of 13.0  
Moisture in excess of 15.0% is subject to rejection *same*

**Damage:**

- 2 cents each 1% 2.1 - 5.0
- 3 cents each 1% 5.1 & above *same*

Damage in excess of 6% / bu is subject to rejection

**Heat Damage:**

- 2 cents .3%- .5% *same*
- 2 cents each .5% over .5% to 6%
- Heat Damage over 1.0% is subject to rejection

**Foreign Material:**

All F.M. in excess of 1% shall be deducted from gross weight ?

**Splits:**

- 1/4 cent each 5% in excess of 20% to 40% *same*
- 1 cent each 55 from 40.1 up to 50% maximum

**Sour:**

10 cent discount *same*

**Musty:**

10 cent discount ✓

**Weevilly:**

5 cent discount *None or list*

~~YOB TRUCK RECEIPTS~~

~~WARRANT~~

AS OF June 6, 2001

ZENNOH  
VSB

DAMAGE

EFFECTIVE  
June 6, 2006

2c ea % 2.1 - 5.0  
3c ea % 5.1 & above  
Damage in excess of 6% is subject to rejection

2.1 - 3.0 = 0.02
3.1 - 4.0 = 0.04
4.1 - 5.0 = 0.06
5.1 - 6.0 = 0.09
6.1 - 7.0 = 0.12
7.1 - 8.0 = 0.15
8.1 - 9.0 = 0.18
9.1 - 10.0 = 0.21
10.1 - 11.0 = 0.24
11.1 - 12.0 = 0.27
12.1 - 13.0 = 0.30
13.1 - 14.0 = 0.33
14.1 - 15.0 = 0.36
15.1 - 16.0 = 0.39
16.1 - 17.0 = 0.42
17.1 - 18.0 = 0.45
18.1 - 19.0 = 0.48
19.1 - 20.0 = 0.51
20.1 - 21.0 = 0.54
21.1 - 22.0 = 0.57
22.1 - 23.0 = 0.60
23.1 - 24.0 = 0.83
24.1 - 25.0 = 0.66
25.1 - 26.0 = 0.69
26.1 - 27.0 = 0.72
27.1 - 28.0 = 0.75
28.1 - 29.0 = 0.78
29.1 - 30.0 = 0.81
30.1 - 31.0 = 0.84
31.1 - 32.0 = 0.87
32.1 - 33.0 = 0.90
33.1 - 34.0 = 0.93
34.1 - 35.0 = 0.96
35.1 - 36.0 = 0.99
36.1 - 37.0 = 1.02
37.1 - 38.0 = 1.05
38.1 - 39.0 = 1.08
39.1 - 40.0 = 1.11
40.1 - 41.0 = 1.14
41.1 - 42.0 = 1.17
42.1 - 43.0 = 1.20
43.1 - 44.0 = 1.23
44.1 - 45.0 = 1.26
45.1 - 46.0 = 1.29
46.1 - 47.0 = 1.32

47.1 - 48.0 = 1.35
48.1 - 49.0 = 1.38
49.1 - 50.0 = 1.41
50.1 - 51.0 = 1.44
51.1 - 52.0 = 1.47
52.1 - 53.0 = 1.50
53.1 - 54.0 = 1.53
54.1 - 55.0 = 1.56
55.1 - 56.0 = 1.59
56.1 - 57.0 = 1.62
57.1 - 58.0 = 1.65
58.1 - 59.0 = 1.68
59.1 - 60.0 = 1.71
60.1 - 61.0 = 1.74
61.1 - 62.0 = 1.77
62.1 - 63.0 = 1.80
63.1 - 64.0 = 1.83
64.1 - 65.0 = 1.86
65.1 - 66.0 = 1.89
66.1 - 67.0 = 1.92
67.1 - 68.0 = 1.95
68.1 - 69.0 = 1.98
69.1 - 70.0 = 2.01
70.1 - 71.0 = 2.04
71.1 - 72.0 = 2.07
72.1 - 73.0 = 2.10
73.1 - 74.0 = 2.13
74.1 - 75.0 = 2.16
75.1 - 76.0 = 2.19
76.1 - 77.0 = 2.22
77.1 - 78.0 = 2.25
78.1 - 79.0 = 2.28
79.1 - 80.0 = 2.31
80.1 - 81.0 = 2.34
81.1 - 82.0 = 2.37
82.1 - 83.0 = 2.40
83.1 - 84.0 = 2.43
84.1 - 85.0 = 2.46
85.1 - 86.0 = 2.49
86.1 - 87.0 = 2.52
87.1 - 88.0 = 2.55
88.1 - 89.0 = 2.58
89.1 - 90.0 = 2.61
90.1 - 91.0 = 2.64
91.1 - 92.0 = 2.67

**YSB TRUCK DISCOUNTS - MOISTURE**

AS OF JUNE 6, 2006

**1% of contract price each 1/2% of moisture in excess of 13.0%.****Moisture in excess of 15.0% is subject to rejection.**

13.1 %	MST	-	13.5 %	MST	=	1 %	OF CONTRACT PRICE
13.6 %	"	-	14.0 %	"	=	2 %	"
14.1 %	"	-	14.5 %	"	=	3 %	"
14.6 %	"	-	15.0 %	"	=	4 %	"
15.1 %	"	-	15.5 %	"	=	5 %	"
15.6 %	"	-	16.0 %	"	=	6 %	"

**To calculate discount amount: Contract price x % x net bushels****Example: 15.4% Mst, contr price of \$6.03, net bu of 1,242.92****15.4% Mst = 5% of contr price****6.03 x 5% x 1,242.92 bu = \$374.74**

**TEST WEIGHT - TRUCKS**

AS OF JUNE 6, 2006

1c ea lb 53.9 - 51.0  
2c ea lb 50.9 - 48.0  
3c ea lb 47.9 and below.  
45 lbs is subject to rejection

53.0	-	53.9	=	0.010
52.0	-	52.9	=	0.020
51.0	-	51.9	=	0.030
50.0	-	50.9	=	0.060
49.0	-	49.9	=	0.070
48.0	-	48.9	=	0.090
47.0	-	47.9	=	0.120
46.0	-	46.9	=	0.150
45.0	-	45.9	=	0.180
44.0	-	44.9	=	0.210
43.0	-	43.9	=	0.240
42.0	-	42.9	=	0.270
41.0	-	41.9	=	0.300
40.0	-	40.9	=	0.330
39.0	-	39.9	=	0.360
38.0	-	38.9	=	0.390
37.0	-	37.9	=	0.420
36.0	-	36.9	=	0.450
35.0	-	35.9	=	0.480
34.0	-	34.9	=	0.510
33.0	-	33.9	=	0.540

# YSB TRUCK DISCOUNTS - HEAT

AS OF JUNE 6, 2006

2c 0.3 - 0.5

2c ea 1/2% 0.6 - 6.0

Heat Damage over 1.0% is subject to rejection

0.3	-	0.5	=	0.02
0.6	-	1.0	=	0.04
1.1	-	1.5	=	0.06
1.6	-	2.0	=	0.08
2.1	-	2.5	=	0.10
2.6	-	3.0	=	0.12
3.1	-	3.5	=	0.14
3.6	-	4.0	=	0.16
4.1	-	4.5	=	0.18
4.6	-	5.0	=	0.20
5.1	-	5.5	=	0.22
5.6	-	6.0	=	0.24
6.1	-	6.5	=	0.26
6.6	-	7.0	=	0.28
7.1	-	7.5	=	0.30
7.6	-	8.0	=	0.32
8.1	-	8.5	=	0.34
8.6	-	9.0	=	0.36
9.1	-	9.5	=	0.38
9.6	-	10.0	=	0.40
10.1	-	10.5	=	0.42
10.6	-	11.0	=	0.44
11.1	-	11.5	=	0.46
11.6	-	12.0	=	0.48
12.1	-	12.5	=	0.50
12.6	-	13.0	=	0.52
13.1	-	13.5	=	0.54
13.6	-	14.0	=	0.56
14.1	-	14.5	=	0.58
14.6	-	15.0	=	0.60
15.1	-	15.5	=	0.62
15.6	-	16.0	=	0.64
16.1	-	16.5	=	0.66
16.6	-	17.0	=	0.68
17.1	-	17.5	=	0.70
17.6	-	18.0	=	0.72
18.1	-	18.5	=	0.74
18.6	-	19.0	=	0.76
19.1	-	19.5	=	0.78
19.6	-	20.0	=	0.80
20.1	-	20.5	=	0.82
20.6	-	21.0	=	0.84
21.1	-	21.5	=	0.86
21.6	-	22.0	=	0.88
22.1	-	22.5	=	0.90
22.6	-	23.0	=	0.92
23.1	-	23.5	=	0.94
23.6	-	24.0	=	0.96
24.1	-	24.5	=	0.98
24.6	-	25.0	=	1.00
25.1	-	25.5	=	1.02
25.6	-	26.0	=	1.04
26.1	-	26.5	=	1.06
26.6	-	27.0	=	1.08
27.1	-	27.5	=	1.10
27.6	-	28.0	=	1.12
28.1	-	28.5	=	1.14

11-08-2006

16:08

FROM-ZGC GRAIN ACCTG

+9858673548

T-134 P.005

F-202

28.6	-	29.0	=	1.16
29.1	-	29.5	=	1.18
29.6	-	30.0	=	1.20

**SPLITS**

**1/4c ea 5% in excess of 20% to 40%.**

**1c ea 5% from 40.1% up to 50% maximum**

20.0	-	25.0	=	0.0025
25.1	-	30.0	=	0.0050
30.1	-	35.0	=	0.0075
35.1	-	40.0	=	0.0100
40.1	-	45.0	=	0.0200
45.1	-	50.0	=	0.0300