

ENDEAVOR

Ag & Energy

October 1st, 2021

To: Our Endeavor Corn and Soybean Producers

This letter is to provide you with information for this year's fall harvest.

- Our fall charge for drying corn will be set at 4.5¢ per point of moisture over 15.0%, calculated on each 0.5%.
- The bean drying charge will be set at 6¢ per point of moisture over 13.0%, calculated on each 0.5%.
- Shrink will remain the same at 1.4% per point and will be figured on each 0.5%.

During harvest we will extend our Monday through Friday evening unload hours as needed, based on the current weather situation. We will determine if extended unload hours are needed by 3:00 pm each afternoon. Saturday hours will be determined each Friday by 3:00 pm. To check our daily unloading hours or our daily grain prices, you can contact us by the following ways:

Toll free:	800-442-4137
Grain Line:	269-751-1084
Lance:	Office: 269-751-1016 Cell: 269-751-9309
Chelsey:	Office: 269-751-1014 Cell: 231-286-8470

Our daily grain prices are available by:

- Grain Recording: 269-751-1084
- Endeavor's web site: www.endeavorllp.com
- Calling and talking with Lance or Chelsey

We sincerely appreciate your grain business and look forward to helping you market your corn and soybeans for the best possible price. If you have any questions or concerns, please contact us so we can assist you with your grain marketing needs.

Have a safe harvest season!

Sincerely,



Lance Cranney
Feed Business & Origination Manager



Chelsey Bonthuis
Grain Originator



2021 Endeavor Hamilton/Holland Harvest Grain Policy

Grain on Hold

Any grain that is not priced or applied to a contract at the scale, will be placed in **Open Storage**. Any grain remaining on Open Storage for **5** calendar days, will automatically be applied to a Price Later Contract (See details below).

Price Later Contract

Grain that is placed in a Price Later Contract will be assessed an initial charge of 18 cents per bushel, which will cover storage costs until 12/31/21. After that a monthly charge of 6¢ per bushel, calculated on a daily basis, will be charged until the grain is priced. Title to the grain passes to Endeavor when the grain is placed on a Price Later contract and is considered a sale at that time.

Once grain is placed on a Price Later contract, it cannot be transferred to any other category. Price Later charges are assessed based on the date of delivery and the fees that are in effect at that time. Also, Price Later charges are subject to change without notice and are subject to market conditions. Any Price Later grain that is not priced by October 1, 2022 will be assessed the charges that are in effect for Harvest 2022.

Corn Bank

The Corn Bank program is available only for Endeavor's feed customers. The Corn Bank program is not intended to be used to store grain for later sale. Corn that is sold, transferred, or loaded out from the bank will be assessed the Open Storage rate. Additionally, if the Corn Bank is loaded out, there will be a 10¢ per bushel load-out fee.

Corn placed in Corn Bank will receive the first 15 days of storage at no charge and then a 5¢ per bushel per month fee will be assessed beginning on the 16th day. There is no in-charge for placing corn in the Corn Bank.

Basis and HTA contracts

Basis contracts must be delivered during the time frame specified on the contract. They may be rolled up to 18 months from the time of first delivery date. The fees associated with rolling are as follows:

An adjustment to the basis by the closing spread to the next futures month and a 2-cent roll fee.

HTA contracts must be delivered upon and priced in the crop year they were originally contracted for. The HTA Contract may not be rolled from one crop year to the next. Endeavor considers September the last futures month of a crop year for corn and soybeans. The fees associated with rolling are as follows:

An adjustment to the futures price by the closing spread to the next futures month and a 2-cent roll fee.



**Endeavor Hamilton / Holland
Harvest 2021**

Drying and Discount Schedules

HAMILTON - CORN			
Drying Charges on Wet Bushels: 15% and below no discount 15.1-35.0%: 4 1/2¢ per 1%	Shrink Rate: 0.7% for each	Test Weight: ¢/bu. 54 and higher 0 53.9 - 53.0 2 52.9 - 52.0 4 51.9 - 51.0 6 50.9 - 50.0 8 49.9 - 49.0 11 48.9 - 48.0 14	
	0.5% over 15.0%		
Calculated on wet bushels CORN THAT IS MOLDY, SOUR, OR MUSTY AND EXCEEDS MARKET LIMITS FOR ANY TOXINS WILL BE SUBJECT TO REJECTION OR DISCOUNTS.	Foreign Material: ¢/bu. 3% and under 0		
	3.1 - 4.0 1		
	4.1 - 5.0 2		
	5.1 - 6.0 4		
	6.1 - 7.0 6		
	7.1 - 8.0 8		
	8.1 - 9.0 10		
	Over 10.0%: Subject to Rejection		

HOLLAND - CORN			
Drying Charges Corn needs to be 15% or less Moisture over 15% is subject to rejection or discounts 15% and below no discount 15.1-35.0%: 4 1/2¢ per 1%	Shrink Rate: 0.7% for each	Test Weight: ¢/bu. 54 and higher 0 53.9 - 53.0 2 52.9 - 52.0 4 51.9 - 51.0 6 50.9 - 50.0 8 49.9 - 49.0 11 48.9 - 48.0 14	
	0.5% over 15.0%		
Calculated on wet bushels CORN THAT IS MOLDY, SOUR, OR MUSTY AND EXCEEDS MARKET LIMITS FOR ANY TOXINS WILL BE REJECTED	Foreign Material: ¢/bu. 3% and under 0		
	3.1 - 4.0 1		
	4.1 - 5.0 2		
	5.1 - 6.0 4		
	6.1 - 7.0 6		
	7.1 - 8.0 8		
	8.1 - 9.0 10		
	Over 10.0%: Subject to Rejection		

HAMILTON - SOYBEANS

Drying Charges on Wet Bushels: 13% and below no discount 13.1 - 20%: 6¢ per 1% Calculated on wet bushels	Shrink Rate: 0.7% for each 0.5% over 13.0%	Test Weight: ¢/bu. 54 and higher 0 53.9 - 53.0 2 52.9 - 52.0 4 51.9 - 51.0 6 50.9 - 50.0 8 49.9 - 49.0 10 48.9 - 48.0 12
	Foreign Material: Anything over 1.0% will be Deducted from Gross (Wet) Weight	
	SOYBEANS THAT ARE MOLDY, SOUR, MUSTY, OR HEATING: SUBJECT TO REJECTION OR CURRENT MARKET DISCOUNT	
	Damage: ¢/bu. 5% and below 0 5.1 - 6.0 2 6.1 - 7.0 4 7.1 - 8.0 6 8.1 - 9.0 8 9.1 - 10.0 10	Heat Damage: ¢/bu. .2% and under 0 0.3 - 0.5 2 0.6 - 1.0 4 1.1 - 1.5 6 1.6 - 2.0 8 2.1 - 2.5 10 2.6 - 3.0 12

******THESE SCHEDULES ARE SUBJECT TO CHANGE WITHOUT NOTICE******



Endeavor – Hamilton / Holland, MI

Corn Drying Charges and Shrink Table

2021/22 Crop Year

<u>MST</u>	<u>\$ Deduct</u>	<u>Shrink</u>
0 - 15	0	0
15.1 - 15.5	0.0225	0.7%
15.6 - 16.0	0.0450	1.4%
16.1 - 16.5	0.0675	2.1%
16.6 - 17.0	0.0900	2.8%
17.1 - 17.5	0.1125	3.5%
17.6 - 18.0	0.1350	4.2%
18.1 - 18.5	0.1575	4.9%
18.6 - 19.0	0.1800	5.6%
19.1 - 19.5	0.2025	6.3%
19.6 - 20.0	0.2250	7.0%
20.1 - 20.5	0.2475	7.7%
20.6 - 21.0	0.2700	8.4%
21.1 - 21.5	0.2925	9.1%
21.6 - 22.0	0.3150	9.8%
22.1 - 22.5	0.3375	10.5%
22.6 - 23.0	0.3600	11.2%
23.1 - 23.5	0.3825	11.9%
23.6 - 24.0	0.4050	12.6%
24.1 - 24.5	0.4275	13.3%
24.6 - 25.0	0.4500	14.0%

<u>MST</u>	<u>\$ Deduct</u>	<u>Shrink</u>
25.1 - 25.5	0.4725	14.7%
25.6 - 26.0	0.4950	15.4%
26.1 - 26.5	0.5175	16.1%
26.6 - 27.0	0.5400	16.8%
27.1 - 27.5	0.5625	17.5%
27.6 - 28.0	0.5850	18.2%
28.1 - 28.5	0.6075	18.9%
28.6 - 29.0	0.6300	19.6%
29.1 - 29.5	0.6525	20.3%
29.6 - 30.0	0.6750	21.0%
30.1 - 30.5	0.6975	21.7%
30.6 - 31.0	0.7200	22.4%
31.1 - 31.5	0.7425	23.1%
31.6 - 32.0	0.7650	23.8%
32.1 - 32.5	0.7875	24.5%
32.6 - 33.0	0.8100	25.2%
33.1 - 33.5	0.8325	25.9%
33.6 - 34.0	0.8550	26.6%
34.1 - 34.5	0.8775	27.3%
34.6 - 35.0	0.9000	28.0%



Endeavor – Hamilton, MI

Soybean Drying Charges and Shrink Table

2021/22 Crop Year

<u>MST</u>	<u>\$ Deduct</u>	<u>Shrink</u>
0 - 13	\$ -	0
13.1 - 13.5	\$ 0.03	0.7%
13.6 - 14.0	\$ 0.06	1.4%
14.1 - 14.5	\$ 0.09	2.1%
14.6 - 15.0	\$ 0.12	2.8%
15.1 - 15.5	\$ 0.15	3.5%
15.6 - 16.0	\$ 0.18	4.2%
16.1 - 16.5	\$ 0.21	4.9%
16.6 - 17.0	\$ 0.24	5.6%
17.1 - 17.5	\$ 0.27	6.3%
17.6 - 18.0	\$ 0.30	7.0%
18.1 - 18.5	\$ 0.33	7.7%
18.6 - 19.0	\$ 0.36	8.4%
19.1 - 19.5	\$ 0.39	9.1%
19.6 - 20.0	\$ 0.42	9.8%
20.1 - 20.5	\$ 0.45	10.5%
20.6 - 21.0	\$ 0.48	11.2%
21.1 - 21.5	\$ 0.51	11.9%
21.6 - 22.0	\$ 0.54	12.6%
22.1 - 22.5	\$ 0.57	13.3%
22.6 - 23.0	\$ 0.60	14.0%
23.1 - 23.5	\$ 0.63	14.7%
23.6 - 24.0	\$ 0.66	15.4%
24.1 - 24.5	\$ 0.69	16.1%
24.6 - 25.0	\$ 0.72	16.8%