



Please note amendments:

page 3 -Revised Drying charges

page 6 para 9c change highlighted

WEALD GRANARY LIMITED

STORE: SEVEN MILE LANE, MEREWORTH, MAIDSTONE, KENT, M18 5PZ

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MARKETING SCHEME

(To be read in conjunction with the Storage & Marketing Agreement)

General

1. (a) Members must complete and return all Commitment Forms to the store by the due date (as shown on the Commitment Form) summarising the commodity and variety to be delivered.
- (b) The store reserves the right to request members to change the commodity or variety offered if an insufficient quantity is available to form a pool.
- (c) Members Release Note (MRN) for each load must specify crop type and variety, double-use or industrial pooling. Varietal contamination in excess of 1% is not acceptable without the consent of the store manager. If the variety is later found to be other than that declared and subsequent contamination of members grain occurs, the Board reserves the right to recover any consequential losses from the member.
- (d) A signed yellow passport declaration on any relevant agronomic treatment to the seed or growing crop and all post harvest use must accompany each load. This is incorporated within the Members Release Note.
- (e) Each load will be weighed on arrival and the Store's weighbridge ticket will record the gross intake weight. This information combined with a laboratory report showing the classification of the load will be the base from which store charges will be levied.
- (f) A representative sample of each load will be taken on intake to the store. This will be split - half for laboratory analysis and half for retention in case of dispute.
- (g) All laboratory tests will be expressed and determined by the acceptable trade method for the commodity.
- (h) The Member must be registered with and approved by a UKAS accredited assured combinable crops scheme and will be required to provide proof of acceptance prior to harvest.

2. The Store reserves the right:-

- (a) to reject any commodity which in the Store Manager's opinion can not be brought up to a marketable standard with its equipment.
- (b) to change intake standards to meet seasonal demands
- (c) to reject commodities with moisture in excess of:
 - 23% for cereals
 - 18% for oilseed rape and linseed
 - 21% for peas and beansIf any other commodity is to be stored, the maximum moisture will be set before harvest.
- (d) to charge for drying any commodities accepted with moisture in excess of the limits set in paragraph 2(c) above.
- (e) to charge waiting time for loading on farms in excess of one hour.
- (f) to charge for "cap load" haulage if incurred.
- (g) To treat as "feed" or to reject any load contaminated with ergot.

3. A Detailed Weighbridge Ticket will be issued for each load accepted which will show gross intake weight reduced to net weight by the following deductions:

- (a) The calculated loss in weight due to drying
- (b) 1.0% for store loss provision.
- (c) Admixture
 - i) Cereals, Beans and Peas: The percentage admixture on intake using a 3.5mm slotted top screen.
 - ii) Oilseed Rape: The percentage admixture exceeding 2% on intake using a 2.8mm round top screen and a 1.0mm slotted bottom screen.
 - iii) Linseed: the percentage admixture on intake using a 2mm slotted top screen and a 1.0mm slotted bottom screen.
 - iv) Admixture standard for any other commodity will be set before harvest.
- (d) All commodities will be sieved using the appropriate screens and the amount of small grains and retention levels will be recorded as a percentage. Laboratory test results for other grain quality criteria will also be recorded. These figures may be used to adjust the member's payment after the commodity is cleaned for marketing.

4. Drying Charges will be made or dry grain credits applied according to the intake moisture:

Moisture content of commodity delivered to the store	Oilseed Rape £/t	Linseed £/t	Cereals £/t	Beans/Peas £/t
Below 9%	No Charge	No charge	(£1.00)	N/A
9.01% to 9.5%	£0.75	£1.50	(£1.00)	N/A
9.51% to 10%	£1.50	£2.25	(£1.00)	N/A
10.01% to 10.5%	£2.25	£3.00	(£1.00)	N/A
10.51% to 11%	£3.00	£3.75	(£1.00)	N/A
11.01% to 11.5%	£3.75	£4.50	(£0.75)	N/A
11.51% to 12%	£4.50	£5.25	(£0.75)	N/A
12.01% to 12.5%	£5.25	£6.00	(£0.50)	N/A
12.51% to 13%	£6.00	£6.75	(£0.50)	N/A
13.01% to 13.5%	£6.75	£7.50	(£0.25)	N/A
13.51% to 14%	£7.50	£8.25	(£0.25)	N/A
14.01% to 14.5%	£8.25	£9.00	No Charge	N/A
14.51% to 15%	£9.00	£9.75	No Charge	N/A
15.01% to 15.5%	£9.75	£10.50	£0.75	£3.00
15.51% to 16%	£10.50	£11.25	£1.50	£3.75
16.01% to 16.5%	£11.25	£12.00	£2.25	£4.50
16.51% to 17%	£12.00	£12.75	£3.00	£5.25
17.01% to 17.5%	£12.75	£13.50	£3.75	£6.00
17.51% to 18%	£13.50	£14.25	£4.50	£6.75
18.01% to 18.5%	£14.25	£15.00	£5.25	£7.50
18.51% to 19%	£15.00	£15.75	£6.00	£8.25
19.01% to 19.5%	£15.75	£16.50	£6.75	£9.00
19.51% to 20%	£16.50	£17.25	£7.50	£9.75
20.01% to 20.5%	£17.25	£18.00	£8.25	£10.50
20.51% to 21%	£18.00	£18.75	£9.00	£11.25
21.01% to 21.5%	£18.75	£19.50	£9.75	£12.00
21.51% to 22%	£19.50	£20.25	£10.50	£12.75
22.01% to 22.5%	£20.25	£21.00	£11.25	£13.50
22.51% to 23%	£21.00	£21.75	£12.00	£14.25
23.01% to 23.5%	£21.75	£22.50	£12.75	£15.00
23.51% to 24%	£22.50	£23.25	£13.50	£15.75
24.01% to 24.5%	£23.25	£24.00	£14.25	£16.50
24.51% to 25%	£24.00	£24.75	£15.00	£17.25

Moistures in excess of these levels may be accepted by prior agreement with the store manager

The appropriate charges/premiums for other commodities will be advised prior to harvest

5. Minimum acceptable standards for commodities.

- (a) All commodities must be the produce of the current season.
- (b) All commodities must be free from heat, abnormal smell, mould and live pests at any stage of development and damage by pests.
- (c) All commodities entering the store from members must not, under any circumstances be treated with post harvest pesticides.

WHEAT (i) BREADMAKING

- Varieties - See Appendix
- Wheat below the season's minimum acceptable standards of protein, hagerberg, specific weight and screenings will not be accepted.
- Breadmaking wheats are subject to visual acceptance.

(ii) OTHER WHEAT

- Varieties - See Appendix
- The wheat must be suitable for use as animal feed
- Specific weight - 72Kg/hl minimum
- All wheat must be free of ergot

BARLEY (i) MALTING

- Varieties - See Appendix
- Nitrogen - Subject to market requirements
- Germination - 98% minimum
- Screenings and retention

(ii) FEED

- Varieties - See Appendix
- Specific Weight - 63Kg/hl minimum

OATS

- Varieties - See Appendix
- Specific weight - 50Kg/hl minimum
- Admixture - 2% maximum (including other cereals)

BEANS/PEAS FEED QUALITY

- Variety - Any
- Admixture - 8% maximum (dirt and stone not to exceed 1%)

OILSEED RAPE

- Variety - Any double low variety
- Glucosinolate - Level not to exceed 35 micromoles per gram
 - Erucic and Free Fatty Acid not to exceed 2% each
- Admixture 8% maximum
- All rapeseed to be evenly shiny with typical colour according to variety with not more than 2% seed immature.
- Oil analysis on intake may allow differential payments to be made at time of final payment.

LINSEED

- Varieties - Any
- Admixture - 8% maximum
- Oil analysis on intake may allow differential payments to be made at time of final payment.

6. Commodities are generally classified into a pool on acceptance into the store. The classification will be shown on the laboratory report. From time to time pools may be split to accurately reflect differing quality. Pool standards may change during the season to reflect end user and/or customer requirements.
7. Commodities delivered after 1st November may not be accepted into a pool. Contract terms for non-pool commodities may be arranged with the Store Manager.

Double Use Pool and Direct Sale Pricing Scheme

8.
 - (a) Commodities and varieties eligible for the double use pool and the tonnage entitlement per Member will be decided annually at the discretion of the Board. This election must be included on the commitment form returned to the store by the due date. This must be a firm commitment as sales may be arranged for harvest movement. Members could be liable for charges if they fail to supply their commitment to the Double Use pool or against the Direct Sale purchase contract.
 - (b) The pool value, less store charges, will be paid on 7th October.

NOTE

- (i) Members using the Double Use Pool must also enter their committed tonnage into the General Pools.

General Pools

9. Pool payments will be made as follows:
- (a) 30th November - 50% of a base price for net tonnage. From this payment will be deducted the following:
 - (i) Store charges (Standing) to cover fixed costs. Charged on entitled tonnage.

NOTE: Standing charge for Oats will be levied on net tonnage x 1.33 because of its lower specific weight (i.e. 75 tonnes of Oats will occupy the same space as 100 tonnes of other cereals).

 - (i) Store charges (Handling) to cover haulage, handling, laboratory and cleaning etc. Charged on gross intake weight.
 - (ii) Drying charges and moisture credits (see para.4 above). Charged on gross intake weight.
 - (iii) Waiting time and cap load charges (see para.2(e) and 2(f) above).
 - (iv) Leasing charges where applicable.
 - (v) For those members whose intake tonnage is significantly below their entitled tonnage it may be necessary to retain sufficient funds to cover any anticipated shortfall on the March payment.
 - (b) 14th March - 90% of the revised base price for net tonnage less previous advances. From this payment will be deducted :
 - (i) Service charge - to cover depreciation etc. charged on entitled tonnage. (See Members Agreement)
 - (ii) Quality penalty charges
 - (c) 30th June – 99% of the estimated pool value at that date plus provisional oil premiums.
 - (d) 30th September - The balance of the final pool value plus any premiums for oil /protein content, quality premiums and any surplus generated from the store loss provision.
10. Tonnage delivered in excess of commitment, which is accepted for marketing in the general pool, may be subject to a surcharge if forced early sales have a negative effect on pool prices. If applicable the surcharge will be deducted from the June advance.
11. Supplementary advance payments of up to 85% of a base price less the above charges and interest are available to members from 1st September against crops entered into the store for marketing under this scheme. Applications should be made to the Store Manager.

REVISED: July 2008