



Louis Dreyfus Company

PORT ALLEN, LA SORGHUM

UPDATED March 23, 2016

Schedule of Discounts

| TEST WEIGHT | DISCOUNT CENTS/BU |
|-------------|----------------------|
| 55.0 & UP | NO DISC |
| 54.9 - 54.0 | 1 |
| 53.9 - 53.0 | 2 |
| 52.9 - 52.0 | 3 |
| 51.9 - 51.0 | 4 |
| 50.9 - 50.0 | 5 |
| 49.9 - 49.0 | 6 |

| DAMAGE | DAMAGE DISCOUNT CENTS/BU |
|-------------|--------------------------------|
| 5.1 - 6.0 | 3 |
| 6.1 - 7.0 | 6 |
| 7.1 - 8.0 | 10 |
| 8.1 - 9.0 | 15 |
| 9.1 - 10.0 | 20 |
| 10.1 - 11.0 | 35 |
| 11.1 - 12.0 | 45 |
| 12.1 - 13.0 | 60 |
| 13.1 - 14.0 | 75 |
| 14.1 - 15.0 | 90 |

| MOISTURE | DISCOUNT CENTS/BU |
|-------------|----------------------|
| 14.1 - 14.5 | 5 |
| 14.6 - 15.0 | 10 |
| 15.1 - 15.5 | 15 |
| 15.6 - 16.0 | 20 |
| 16.1 - 16.5 | 25 |
| 16.6 - 17.0 | 30 |

Above 15% subject to rejection

Above 10% subject to rejection

| BNFM | DISCOUNT CENTS/BU |
|-------------|----------------------|
| 6.1 - 7.0 | 1 |
| 7.1 - 8.0 | 2 |
| 8.1 - 9.0 | 3 |
| 9.1 - 10.0 | 4 |
| 10.1 - 11.0 | 5 |
| 11.1 - 12.0 | 6 |
| 12.1 - 13.0 | 7 |

| FOREIGN MATERIAL | DISCOUNT CENTS/BU |
|---------------------|----------------------|
| 2.1 - 2.5 | 2 |
| 2.6 - 3.0 | 4 |
| 3.1 - 3.5 | 6 |
| 3.6 - 4.0 | 8 |
| 4.1 - 4.5 | 10 |
| 4.6 - 5.0 | 12 |

| MISC. DISCOUNTS | DISCOUNT CENTS/BU |
|--------------------|----------------------|
| MUSTY | 5 |
| SOUR | 10 |

*****INFESTED LOADS WILL BE
REJECTED*****

*****ANY GRAIN QUALITY FACTOR OUTSIDE THE RANGE OF THE
DISCOUNT SCALE IS SUBJECT TO REJECTION OR NEGOTIATION*****

*****LOUIS DREYFUS COMMODITIES RESERVES THE RIGHT TO CHANGE THIS DISCOUNT AT ANY TIME
WITHOUT PRIOR NOTICE AS MARKET CONDITIONS DICTATE*****