



March 10, 2022

2022 Crop Supply Input Updated Credit Policy

To All Credit Customers:

Billing & Discounts:

- As in past years most products will be billed at a list price with a 10% discount for cash.
- Discount date ranges are as follows: products invoiced from the 1st to the 15th of the month will be due on the 30th or 31st of each month. Products invoiced from the 30th or 31st of each month will be due on the 15th of the following month.

Interest (service) Charges:

- A service charge of 2% will be assessed on amounts (accounts) past due.
- Due dates will roll at the end of each month.

Past Due Accounts:

- All past due accounts from 2021 will have to be settled **in full** to be considered for credit privileges in 2022.

Harvest Season Terms:

- Customers who in past years had us carry their accounts to harvest season terms, will now be required to seek their crop input financing from alternate sources. The reason for this change is the big price increases in fertilizer & crop protection products. It will require much more capital to finance this upcoming season and our working capital is needed to keep inventory on hand and ready for you, our customer.

There are several financing options you might consider: local bank(s), John Deere Financial, or a subordinate financing arrangement where you are invoiced for products but the payment comes directly from the bank to us. Feel free to contact Roger for more information regarding this.

Your best possible prices for the season will be on a prepayment program. This gives Vic the opportunity to order product & pay for it so it is available when you need it. We want to emphasize that we are not saying that we don't want your business, but we can no longer be the crop input supplier and the bank as well.

Thank you for your continued support.

Victor, Roger & Troy