

OVERVIEW

Per our Dealer Terms of Sale agreement all dealer accounts are due by June 15, 2024, provided you have pre-established credit terms with Latham Hi-Tech Seeds. Latham Seeds reserves the right to demand payment if bankruptcy and/or insolvency are imminent as determined by Latham Seeds. Estimated payments are due by June 15, 2024, to avoid finance charges.

All outstanding balances not paid by June 15 will be assessed a finance charge. This charge will be applied to the account on the 30th of each month at a rate of 1.5% per month on all outstanding balances until the amount is paid in full. To begin your settlement process, contact your Regional Sales Manager. Refer to the following checklist that highlights the settlement process.

SETTLEMENT CHECKLIST

<input type="checkbox"/>	Customer delivery/transfers, including lot numbers, are entered into SeedWare
<input type="checkbox"/>	All Dealer seed accounted for
<input type="checkbox"/>	Price adjustments made to order (replant)
<input type="checkbox"/>	Orders updated to match shipments
<input type="checkbox"/>	All customer license agreements are current (Unlicensed units will not count toward dealer volume discounts)
<input type="checkbox"/>	Soybean dumps of untreated seed completed
<input type="checkbox"/>	Seed returns completed
<input type="checkbox"/>	Hard boxes broken down and returned
<input type="checkbox"/>	Pallets returned
<input type="checkbox"/>	Estimated Payment Calculator worksheet should be completed with Seed Account Manager by June 15, 2024. If applicable, estimated payments should be post-marked by June 15, 2024.

PALLETS

Pallets are tracked in SeedWare and are charged at a rate of \$20/pallet. They will be credited when returned in good condition to Latham's manufacturing facility in Alexander, Iowa.

Latham Hi-Tech Seeds will pick up pallets each spring for dealers with sales in excess of 1,000 units. However, sometimes our trucks are full and we're not able to retrieve all empty pallets. In certain instances, our trucks may not pick up empty pallets until the following year's seed is delivered.

NOTE: Pallets carried over until delivery the following year will not accrue a finance charge.

We understand storing empty pallets can be inconvenient. That's why Latham® dealers are welcome to transport empty pallets to company headquarters or to another nearby location where pallets are being picked up for credit. Dealers also are welcome to call their Latham RSM to coordinate a pick-up point.

HARD BOXES

Latham brand seed is available in hard boxes on a limited basis. Each hard box normally contains 50 units but there are exceptions due to seed size. Please order early to ensure availability.

A \$600/hard box deposit will be billed to your account. When the hard boxes are returned to Latham's manufacturing facility in good condition and broken down, a credit less any damages will be issued.

