

Sales made by Latham Hi-Tech Seeds are to the dealer, not to the dealer's customers. Dealer sales to farmers are according to prices and terms set by the dealer. The dealer, however, agrees to sell Latham® brand seed subject to the provisions and conditions listed on price sheets, tags and bags, as well as the requirements of technology suppliers involved. The dealer is fully responsible for damage or loss of inventory. All 2023-2024 programs and policies are in effect for the 2023-2024 sales year only. Prior programs and policies do not apply.

FOB POINT & FREIGHT

Deliveries

All sales from Latham Hi-Tech Seeds to dealer are free-on-board (FOB) from a Latham warehouse. Free delivery (one drop) to dealer's location or to a closer point is allowed. Latham Seeds may include a fuel surcharge for deliveries made during the 2023-2024 sales year.

Small Drops

Truck drops in excess of one or less than 200 units are subject to current mileage rates unless it can be part of another delivery as determined by the Latham Seed Account Manager.

Changes

Any changes to scheduled shipments must be made at least 24 hours prior to delivery or may be subject to a \$50 change fee.



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TERMS AND FINANCE CHARGES

Normal Terms:

June 15, 2024, is the final date of settlement. A finance charge of 1.5% per month (annual rate of 18% or the maximum allowable rate for a given state) will be assessed on outstanding balances unpaid after June 15 and on the 30th of subsequent months until full payment is received.

Final Settlement:

Accounts are due by June 15, 2024, provided a dealer has pre-established credit terms. Latham Seeds reserves the right to demand payment if bankruptcy and/or insolvency are imminent as determined by Latham Seeds. All accounts not settled 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. Regardless of timing of settlement, dealer is required to pay the estimated amount due no later than June 15, 2024, to avoid any finance charges. To begin your settlement process, contact your Regional Sales Manager.

Credit Limits:

While outstanding balances are due by June 15, Latham Hi-Tech Seeds sets credit limits on dealers based on numerous factors including but not limited to: previous payment history, credit reports, bank and trade references, financial statements, and other means necessary to determine an appropriate trade risk. Credit limits may be lower than a dealer's credit worthiness allows if the dealer and/or customer has not needed credit in years past. If this situation applies to you, please talk to Sharon Martin at (641) 692-0345 or email at sharonm@lathamseeds.com.



Visit the Dealer Center for all of the
latest downloads, tools and resources.

WARRANTY

Latham Hi-Tech Seeds warrants to the extent of the purchase price that the seeds sold are as described on the container within the recognized tolerances. Seller gives no other warranty, express or implied.

USE LIMITATIONS

The Dealer will sell or use Latham brand seed subject to the following provisions and will notify his/her customers of these provisions at the time of sale:

“By contract the buyer represents that any Latham® brand seed is being purchased solely for the purpose of producing a grain crop in 2024 and that the seed or any product produced from the seed, shall not be resold or used as seed. The buyer further agrees not to alter or permit the alteration of any Latham brand seed, or any product of the seed, through genetic or other techniques.”

