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UP-TO-DATE SOYBEAN PRODUCTION
INFORMATION

In some years in the Midsouth, damage to harvested soybean seed is above normal across a widespread area that is affected by adverse weather that occurs during the harvest period. This will cause abnormally high damage dockage assessed to many of the soybeans that are harvested after the damaging weather period. For example, using the figures in **Table 3** for a normal year (before weather), a load with 6% damage would be docked \$0.20/bu, a load with 10% damage would be docked \$0.52/bu, and a load with 20% damage (if accepted) could be docked \$1.32/bu. In a weather-affected year (after weather in **Table 3**), a load with 6% damage would be docked \$1.22/bu, a load with 10% damage would be docked \$1.52/bu, and a load with 20% damage (if accepted) would be docked \$2.32/bu. These dockage amounts are much greater than those for the same damage percentages in years when damage is not widespread; i.e., harvested beans with abnormally high damage are a minor amount of product delivered to an elevator. And the above discounts for damages above 10% assume that those loads will be accepted by the buyer. In many cases, they will not be when conditions that result in this high damage occur across a large area and elevators will be inundated with a large quantity of these severely damaged soybeans.

The above dockage amounts for the “after weather” categories will certainly destroy any profit opportunity that was potentially present in any soybean crop before the onset of damage-causing conditions. As stated above, all elevators likely reserve the right to reject any load with high damage/low quality, and this will likely depend on the total amount of damaged soybeans that a given elevator is presented with in a market year.

Producers are not the only part of the soybean supply chain who are negatively affected by the low seed quality dilemma. Buyers who purchase these damaged soybeans at the elevators are saddled with a low quality product that is often difficult to move forward. Thus, they must work diligently to find buyers who can use the damaged product or who have enough high quality product to blend with the low quality product in order to meet the end user’s requirements. Thus, a solution to this seed damage problem will benefit all members of the soybean industry, from producer to end user.

Producers are encouraged to become familiar with the discounts for each shrinkage component that are applied at their delivery point. This can be critical for obtaining the highest possible price for soybeans that are delivered to the elevator. Also, becoming familiar with the various shrinkage and discount categories and how they are applied will provide valuable guidance for ensuring that the highest quality product is delivered to the buyer.

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