



April 2, 2008

To: Heartland Co-op Grain Customers

From: Grain Department

Re: Spot Grain Procedures

Effective today, Heartland Co-op will change policy in regards to how spot delivered grain bushels (bushels delivered for Heartland Co-op's account without contract or bushels that exceed the contract) will be handled in direct ship grain markets. For direct ship deliveries we will no longer price spot bushels utilizing the grain price at the close of business on the day of unload but rather by utilizing the current price for that market on the date Heartland Co-op processes the settlement from the respective direct ship market.

Increased market volatility and changes in settlement/payment procedures by a major grain processor are two main factors that have necessitated this change. If you have questions, please contact a member of the grain department or your local Heartland Co-op branch personnel.

Thank you.