

2026 RENK SEED DEALER POLICIES & PROCEDURES





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BEING A RENK DEALER

Over the years, Renk Seed Company has been—and continues to be—represented by exceptional dealers. The strength of any seed company is its ability to couple its dealer network with superior products and service. Renk Seed works very hard at delivering superior products and services and relies on you, the dealer, to represent the Renk name.

Being a successful dealer does require work but it can be very rewarding. In addition to making a supplemental income, you can be part of Renk Seed's legacy as one of the few remaining family owned and operated seed companies. Renk is very proud that we have remained an independent company for over 80 years and hope you will carry this banner proudly. Renk Seed offers you the challenge to grow your dealership over the years.

If you take the following eight items to heart, you have the foundation for a successful dealership.

The Dealer:

- **keeps in close contact with customers and potential customers.** A Renk dealer builds relationships by visiting customers throughout the year to check on crops, help solve problems, and to visit.
- **does not give up.** A good Renk dealer keeps returning and asking for an order in spite of previous rejections because over time, there is a good possibility a potential customer will become dissatisfied with the product they are currently using.
- **understands the products they are selling.** Putting in an Elite Test Plot to showcase Renk products side by side to enhance your product knowledge and to help customers become more profitable.
- **collects payment for orders.** It is important to collect all money before you deliver the seed. If your customer is not in a position to pay cash at delivery, Renk has a financing program to help.
- **uses local advertising.** Renk will 50/50 cost share with dealers any local advertising costs that are approved by the District Sales Manager (DSM).
- **has a set pricing system.** Be consistent with pricing and take advantage of all cash discounts. Your DSM can help you set up a pricing system that will make you money while treating your customers fairly.
- **shows outstanding character.** Customers buy from people they trust, respect, and who provide a valuable service.
- **is organized.** You should set a goal, devise a plan to reach your goal, and set time aside to reach that goal.

There really should be no limit to your dealership's growth if you work hard in all eight areas. A good dealership can return more money for time spent than most part-time jobs. Plus, you will have the pride and satisfaction of running a successful dealership that adheres to our goal: "to do what we say we will do."

DEALER RESPONSIBILITIES

Make the Sales Call

Renk Seed's sales year begins immediately after the Sales Kickoff Meeting in early August. Here's why you should be making early calls:

- It's easiest to show hybrid characteristics when the crop is growing to showcase qualities and defend against untrue and/or biased comments.
- It provides your customers with the best possible product selections early in the sales season.
- Your customer is eligible for maximum early payment discounts.
- You get ahead of the competition since 80% of the corn orders are placed by September 30. It's easier to persuade farmers into an order early in the season than to get them to cancel a competitor's order.
- Give your customers the information about your products so they can resist competitive talk. Cover your sales area as soon as possible. EVERY GROWER is a potential customer. If you don't know them or they have never bought from you, introduce yourself and get acquainted.
- You find and solve potential problems before they develop.
- You hear success stories to use later.

Pro Tip #1: Get them to ask one question.

Pro Tip #2: Reward customers with Renk promotional items. Customers will increase their orders if you offer a promotional item as an incentive to purchase more products.

Pro Tip #3: Renk provides you with sales tools to support your success (see pages 7-10 for details).

Keep Up with Your Paperwork

- Write orders. Mail in original orders to the Renk Seed office.
- Send in copies of entered online orders.
- Review your seed statement for order status.
- Track collection of money for the customer's seed.
- Keep accurate records of dealer and customer payments.
- Fill out technology agreements for customer seed orders with traited seed.

Know Your Customers

Get to know the many aspects of your customers and their farming practices, such as:

- The number of acres of corn, alfalfa, and soybeans they plant.
- What they plant and the maturity they are presently planting.
- What they look for in a hybrid.
- What they use their crops for.
- What population they plant.
- What their fertilizer program is.

Dealer Meetings

Renk dealers are required to attend regular dealer meetings held within the district by the DSM. These meetings are for learning about Renk products, selling techniques, agronomic issues and how to use Renk's marketing programs.

Sales Kickoff Meeting

Attending the Sales Kickoff Meeting is the first step to a successful sales season. You have an opportunity to exchange ideas with other dealers and DSMs. In addition, you can learn facts on hybrids, selling techniques, and updates on new policies and programs—all while spending time with your colleagues and making new friends.

Seed Piracy

Allowing a producer to plant XtendFlex® or Genesis® soybean seed out of the grain bin without paying the royalties to Bayer is dishonest and against our company beliefs, plus it is against the law. Research on new technologies is expensive and the repayment for bringing these new technologies to the marketplace is the reason for seed royalties.

Any dealer or company employee who knowingly prepares false receipts or aids in seed piracy in any way will be dismissed by Renk Seed. We view this as a serious violation of the law and our business ethics. We will fully cooperate with any investigation of seed piracy by Bayer or any other genetic trait supplier. If you know of someone who is violating the law, it is your responsibility to report it to your DSM as soon as possible. We expect all customers will be treated equally with no exceptions.

We require all growers to sign technology agreements. No signatures should ever be forged!

Sales Identification

You will be furnished with a dealer sign so customers can identify you as a Renk Seed dealer. Place the sign in a visible area on your property so customers and prospects can see your dealer sign.

Dress the part of a salesperson when you are out making sales calls. Always wear Renk logowear when making sales calls. This will show that you believe in what you are selling and are proud to be a Renk Seed representative.

Service Calls

If a customer contacts you with a product or service-related problem, it is an important part of the stewardship that you follow up immediately. Renk's experience is that a prompt, courteous response by you usually results in increased business by the customer the following year.

You should personally visit the customer, take notes, and make observations. Then you can understand the specific problem and attempt to solve it. If you can't solve it, contact your DSM for assistance. They can help arrange another visit and discuss a solution to the problem. You should accompany the DSM on all service calls they make with your customers. The DSM will promptly fill out a service call report, which helps Renk track and resolve any issues.

In summary, it's not so much the problem—but our reaction to it—that determines the customer's ultimate satisfaction. You are our first line of prompt action.

SALES TOOLS

These sales tools are designed to help you be the "go-to Renk person" in your area. Renk advocates its beliefs in honesty, integrity, and "doing what we say we will do." We strive to uphold this policy and respect our dealer force for doing the same.

Product Catalog

The product catalog is designed for the dealer to explain product features, advantages, and benefits to the customer. Renk has tried to include as much information about products as possible. From time to time, DSMs will update dealers with specific information about local product use. Information about hybrids and varieties in the product catalog is defined by many observations of products in plots, research trials, and on producers' farms across our marketing area.

Field Signs

This is THE BEST advertising you can do. Your DSM will ask in the spring for an approximation of your field sign needs. Plan to put up signs in **ALL** of your customers' corn, alfalfa, and soybean fields in July. Your signs will be delivered directly to you.

Show the Flag Program

Dealers who put signs up in the current summer will receive a \$3 per sign credit to be used to purchase Renk merchandise (there is no cash value). Each sign in a test plot counts and field signs count for this program as long as they are spread reasonably apart. Contact your DSM to have them record the number of signs you put up. Please remember to take down the signs in the fall and store them properly, as each sign and post combination costs us \$25. Your credit will show up on your account after you make a merchandise purchase.

Customer/Prospect Services

Part of every successful dealership is the development and use of a customer database. Send your list to the Renk Seed office with complete street and email addresses. You can also enter customers into your online dealer portal.

The information will be used to email the weekly "Earfull" newsletter. Plus, the marketing department offers direct mail pieces. We have postcards available for field days, appreciation parties, seed pickup, and customer meetings. You provide the details; we supply address labels and postcards. All you need to do is apply the labels and mail them. Changes or corrections can be made at any time.

RENK ELITE TEST PLOTS

Get to know Renk Seed products by planting an Elite Test Plot on your or on your customers' farms. This plot program is a side-by-side format used to observe hybrid and variety traits, new Renk products, and competitor products.

The Renk Elite Test Plot program is an integrity-focused, unbiased testing program that has several purposes:

- Assess product performance to continually provide better knowledge about placement and positioning in the marketplace.
- Provide maximum exposure of Renk products to dealers, current customers, and prospective customers.
- Help Renk gather agronomic data affecting products over a wide geographic area.
- Provide opportunities for dealers and growers to see new introductions.

Elite Corn Test Plots:

By maintaining quality standards across all plots, Renk will be able to consistently provide reliable data. All plot cooperators and dealers are asked to adhere to the following guidelines:

- Plot units are provided at no charge. Receive a 20,000-kernel unit for each hybrid to be planted in the plot.
- There must be a border of corn on each side of the site. The border should be a minimum of four rows.
- All hybrids within the site are to be grown under the same management practices.
- The cooperator will maintain the appearance of the site, keeping weeds controlled by mowing or tilling the front of the site. The dealer will be responsible for signing the site to identify entries and to designate the location as a Renk Seed Elite Test Plot.
- The plot cooperator will coordinate a harvest date with the DSM that will allow the site to be weighed and the results to be received by the publication deadline of November 7 of the planting year.
- Provide all location attributes such as previous crop, tillage, soil texture, irrigation, and fungicide application.

Elite Soybean Test Plots:

- Entries for Elite soybean plots are provided at no charge. A full bag of each soybean variety will be provided.
- The dealer and plot cooperator are responsible for signing the plot, maintaining its appearance by mowing the front of the plot, and coordinating the harvest date with your DSM so the site can be weighed and results published on a timely basis. Results are to be received by the publication deadline of November 7 of the planting year.

50/50 MARKETING TOOLS

All 50/50 marketing must have “Renk Seed” as the primary product and/or message. In cases of 50/50 reimbursement, you need prior approval from the Marketing Department.

A consistent advertising message is essential. Your message must be seen multiple times by the customer to be effective. For best results, consider how you can best showcase the Renk logo in your area. How can you associate your name with Renk?

Promotional Merchandise

A customer's goodwill is very important to every successful salesperson. All of your customers appreciate useful thank you gifts for their business. Renk provides a promotional gift estore.

Renk provides 50/50 cost share on all promotional items on the estore. Renk prides itself on the quality of our promotional merchandise. Merchandise does not need to be paid for by the dealer until the end of the sales year. Invoices for merchandise will be charged against your Renk dealer account and will show on your seed statement. All promotional merchandise must be paid for by June 30.

We will not endorse or cost share any items outside of the preapproved promotional merchandise marketing program. It is unlawful to use the Renk Seed logo on any merchandise or literature that is not preapproved by Renk Seed.

Community Engagement*

Below are community engagement ideas that Renk Seed shares 50% of the promotional costs. **All logo usage must be preapproved by the Marketing Department with appropriate documentation to qualify.**

Field Days

- Applies to food, beverage, newspaper advertising, and postage.
- Applies to Renk merchandise.

Appreciation Parties

- Applies to food, beverage, facility rental, and postage.

Seed Pick-Up Days

- Applies to food, beverage, and postage.

Agriculture related sponsorship

- Applies to food, beverages, newspaper ads but NOT trophies, awards or clothing.

Dealers wishing to participate in any non-shared promotions must get approval from their DSM. Examples of what Renk Seed **does not** share 50% of the costs:

- Sport team sponsorship or clothing.
- Advertising in breed publications or plot books.
- Sponsorship of awards, trophies or contests.

A “Cost Sharing Request for Reimbursement” form must be submitted with appropriate documentation to qualify for reimbursement. Send form and documentation to your DSM for approval, including copies of original receipts. Missing information will delay processing or could affect approval of the reimbursement request. You can find the correct form under the Advertising section of the binder or online in the dealer portal.

**Renk reserves the right to deny reimbursement requests that do not meet the above criteria.*

Newspaper Advertising

The same national ads placed by Renk Seed are available to you as black and white ads (see “Advertising” tab). They can be personalized for usage in local newspapers. Contact the Renk Marketing Department with your request. To be reimbursed for 50% of the cost, submit **paid** invoices along with a copy of the published ad to your DSM. The DSM will approve it and send it to the Renk Seed office for payment.

New Dealer Sales/Marketing Package

Guaranteed Discount Bracket:

A new dealer who signs a dealer agreement is guaranteed, for their first year of sales, a 300 unit minimum discount bracket. If sales are more than 300 units, the dealer qualifies for that discount bracket according to the published dealer discount schedule.

Dealer Sign:

Renk Seed will provide a dealer sign to be visibly displayed on the dealer’s property. The sign identifies you as a Renk dealer to both prospective customers and trucks distributing Renk seed.

Local Advertising:

Together, new dealers and their DSM should develop a business plan. If that plan includes local area advertising, the DSM and the Renk Marketing Department will approve and provide copy and artwork for the determined local advertising campaign.

Field Signs:

Field signs and posts are provided free of charge to the dealer. Signing good-looking fields of Renk corn, soybeans, and alfalfa is the best form of local advertising. A new dealer can dramatically improve the awareness in their area by actively putting up field signs.

Strength in Numbers Program

The Strength in Numbers program rewards customers who purchase a minimum of 40 units of corn with a sizable discount. If a customer buys a minimum of 40 units of corn, a credit will be applied to the dealer's account on a per bag basis. The larger the quantity the customer orders, the higher the per bag credit. It is the dealer's choice on how to use the credit. There is also a corresponding program for soybeans for customers who purchase a set amount of boxes or equivalent of 140K soybeans (paper bags or a combination of paper bags and boxes).

CORN UNITS	PER UNIT CREDIT
<40	\$0.00
40-79	\$20.00
80-119	\$22.00
120-159	\$24.00
>160	\$26.00

BOXES	140K SOYBEANS	PER 140K CREDIT
1	<100	\$0.00
2-3	100-199	\$2.00
4-5	200-299	\$3.00
6-7	300-399	\$4.00
8	>400	\$5.00

Spring Fling Program

Customers who prepay early are eligible for the same cash discount rate if they add to their order in the spring. Applies to John Deere credit as well as regular cash discount. Program is capped at 20% of what was paid early. *Not eligible for replant.* **Program ends June 15.**

Dealer Referral Program

Renk is continually looking to expand our dealer network with hard-working, dependable dealers. We will pay any current dealer \$3 per unit* for the first three years on sales of a new dealer that the current dealer refers to us. Existing dealers cannot split their own sales to do this. Evidence of this conduct will result in the current dealer being disqualified from this program.

**New dealer account must be paid in full by June 30 in order for the referring dealer to receive the \$3 per unit credit.*

Dealership Improvement Program

Dealers who add equipment to enhance their dealership may submit an application to Jeff Drussell and receive credit to offset its cost. Renk will issue a \$2 credit per sales unit per year for a set timeframe or until a percentage of the cost is reached (see table for examples). Items not listed require pre-approval. Funding is limited and there is oftentimes a waitlist—check prior to making a purchase and expecting immediate compensation. *Dealer's account must be settled at the end of each year to qualify.*

IMPROVEMENT	MAX PAYOUT	TIME LIMIT
Seed Shed	Half Cost	15 years
Seed Treater	Full Cost	5 years
Weigh Wagon	Full Cost	5 years
Forklift	Full Cost	5 years
Seed Tender	Full Cost	5 years
Computer	Half Cost	5 years

DEALER AWARDS AND RECOGNITION

Golden Ear GROWTH Award

Qualifications and Purpose:

- To award dealers who achieve a sales increase of 300 units above the previous year's sales.
- To encourage newly hired dealers to achieve a minimum sales level of 300 units in their first year with Renk Seed and have at least five customers. If a new dealer is taking over an existing dealership, the new dealer must achieve a 300 unit increase over the previous year's final sales of the existing dealership and have a minimum of five customers.

Renk products have a "unit value" (see page 19). All products, including Advantage™, Cell-Tech®, corn, soybeans, and alfalfa qualify for "units increased" over last year's sales.

Award Presented: Renk Golden Ear Certificate

- Plus, invitations to special seminars throughout the year. If needed, overnight accommodations will be paid by Renk Seed.

Golden Ear VOLUME Award

Qualifications and Purpose:

- To award dealers who achieve sales of at least 1000 units annually. This level of sales represents a significant sales achievement.

Award Presented: Renk Golden Ear Plaque

- Plus, invitations to special seminars throughout the year. If needed, overnight accommodations will be paid by Renk Seed.

Golden Ear SERVICE Award

Qualifications and Purpose:

- Awarded to those dealers who have faithfully served Renk Seed and customers for at least 25 years.

Plaques presented at:

- 25 years • 30 years • 35 years • 40 years • 45 years • 50 years

RENK SEED COMPANY TRIP IN JANUARY

- Increase sales by 300 units or more above the prior sales year.
- Dealers who end the sales year at 3000+ units automatically qualify.
- Dealers who end the sales year at 2000-2999 units must maintain 90% of previous year's sales to earn the trip.
- New dealers must achieve a minimum sales level of 300 units in their first year with Renk Seed and have at least five customers. If a new dealer is taking over an existing dealership, the new dealer must achieve a 300 unit increase over the previous year's final sales of the existing dealership and have a minimum of five customers.
- Dealers must have their account settled with a Delivery Receipt List returned by June 30 to qualify.

Dealers who do not meet the 300 unit increase can "buy in" to the trip. Must have a minimum of 100 unit increase to buy in. The value of the trip for two is \$4,500. The amount of the buy-in will be prorated according to the level of sales achieved.

Buy-In Formula

Take unit increase over last year divided by 300 (units needed to qualify) = % of trip earned. Multiply that by \$4,500 (value of trip) = value of trip earned. \$4,500 – value of trip earned = buy-in cost per couple.

Dealers in the 2000-2999 units level may buy-in if sales are less than 90% of previous year. Must have a minimum of 1750 units to qualify. The buy-in cost per couple at this level is \$2,250.

Renk products have a "unit value" (see page 19). All products—including Advantage™, corn, soybeans, and alfalfa—qualify for "units increased" over last year's sales. There is no cash value for the trip.

ORDERING, SHIPMENT, DELIVERY, AND RETURN OF SEED

Placing Orders

Orders should be placed online in the dealer portal at renkseed.com. Please contact the Renk Seed office or your DSM if you need your password. Paper copies are available if needed.

Grades

Renk Seed Company reserves the right to substitute sizes.

To order corn in a Seed Handler™, indicate Seed Handler in the grade field. **Available in seed sizes 20RSH or 20FSH grades only!** These seed sizes equal approximately 2450-2800 kernels per pound.

SIZE	DESCRIPTION	TAG COLOR
23F	23 Large Flats	Yellow
20F	20 Medium Flats	Pink
23R	23 Large Rounds	Orange
20R	20 Medium Rounds	Green

XtendFlex® and Genesis® beans are bagged as 140,000 seeds per paper bag or 6,300,000 seeds per bulk box. If we can't get 6,300,000 seeds in a box, we will adjust price accordingly. **A \$650 deposit per Seed Handler™ bulk box will be charged and refunded upon return of the container in good condition to Renk Seed.**

SOYBEAN ORDERING OPTIONS	
U	No Treatment
D	Paper + Defender Package Treatment
S	Paper + SDS Package Treatment
SHU	Seed Handler™ No Treatment
SHD	Seed Handler™ + Defender Treatment
SHS	Seed Handler™ + SDS Treatment

Seed Availability

Variety and grade are reserved in our system based on order and payment being submitted to the office. Orders without payment are considered placeholders but hold no status in our reservation system. All money sent to the Renk Seed office from a dealer's account is put into that dealer's payment pool. As orders are submitted and are marked "paid," the money pool is checked to make sure there is enough money to cover the orders. If there is, the order is then assigned a date based on whichever was the latest: order date received or payment date received. This date is used to determine priority for the variety and grade. The order is considered covered if there is enough money to cover 75% of full retail of the order.

It is the dealer's responsibility to mark each order as paid or not paid. There is a check box to indicate paid status on both the paper order form and online. If payment comes in after the order is submitted and you want to mark the order as paid, you must go online to mark them or let the office know. It will not be handled automatically.

Seed Shipment

- All seed is shipped on pallets. It is necessary to have a forklift or tractor available when the truck arrives. Check for accuracy while the truck driver delivering seed is still there. If there is a discrepancy, note the correct amount and sign it.
- A pallet weighs approximately 2250 pounds while a Seed Handler™ bulk box with seed weighs 2800 pounds. Be sure the forklift has the recommended capacity to lift this amount of weight. If a forklift is not able to handle the pallet, the truck will be unloaded by hand.
- Be sure to have your dealer sign posted to assist the driver in finding your location. When the seed is shipped, you or your representative must be present to count and stack the seed and to sign the Load Sheet. You are responsible for having appropriate help on hand when the seed is delivered.
- Renk Seed offers a \$.50 credit per bag as an early shipment incentive for all seed shipped in December and January. **There will be no credit to the dealer's account if Renk Seed cannot ship for any reason.** This bonus will be credited to the dealer's account as a separate line item on the dealer invoice. This credit will be adjusted downward at year end if sales fall below the number of bags subject to incentive.
- All seed will be shipped by Renk Seed at no cost to the dealer or the dealer may arrange to pick up their seed. *Renk reserves the right to charge a Return Seed fee for excessive quantities (10% or more) of returned seed.*

- We reserve the right to set the date of shipment.
- Seed must be stored in a clean and dry location to ensure the delivery of the highest quality product to your customers.
- The dealer is to furnish rodent control to keep rats, mice, and other vermin from chewing into the bags of seed. If bags are chewed on, they cannot be returned.
- Renk Seed reserves the right to not ship seed if dealer has not paid 50% of its value to Renk.

Direct Shipment to Customers

Renk Seed can direct drop to a dealer's customer if there are over 300 units in one stop. **Coordination must be done prior to shipment and must be determined before the truck is loaded. Truck drivers will not direct drop without prior authorization from the Renk office.**

Seed Insurance


Seed at your location or a designated storage facility is insured by Renk for loss due to fire, wind, hail, vandalism, and theft until it is delivered to the customer. Renk insurance does not cover damage to seed bags by rodents, mechanical damage or bags getting wet due to negligence. A police report will be needed in order to file a theft claim with Renk insurance. Should there be a loss of seed, call the Renk Seed office immediately.

No Return Seed

Remember, there are NO returns allowed on:

- partial boxes or Seed Handler™ box with security ties cut/missing
- seed sold out by January 1
- untreated corn or soybeans
- treated soybeans
- grass seed
- corn overtreated with Avipel

Online Order - Sample



ORDER DATE: 9/29/22

CUSTOMER: JEFF DRUSSELL

525 WINDSOR AVENUE

SUN PRAIRIE, WI 53590

ORDER: 999test-ctest

DEALER: ALEX RENK

AMOUNT	VARIETY	GRADE	UNITS	RETAIL	PRICE	SUBTOTAL	
5	G1260E	PE	1	\$69.00	\$68.60	\$343.00	
8	G2570ES	ME-45	72	\$3,105.00	\$3,087.00	\$24,696.00	
5	G2840E	ME-45	45	\$3,105.00	\$3,087.00	\$15,435.00	
25	RK227RR	20R	25	\$315.00	\$293.00	\$7,325.00	
7	RK444SSTX	20R	7	\$434.00	\$424.00	\$2,968.00	
15	RK568RR	23F	15	\$309.00	\$299.00	\$4,485.00	
1	50BU CELLTECH	NA	1	\$109.00	\$9.00	\$9.00	
66			166			\$55,261.00	
*Variety and grade are dependent on supply						SPECIAL DISCOUNT	\$100.00
						GROSS	\$55,161.00
*Retail and Price may be subject to Geographical Zone pricing- make sure customer zip code is correct							

PAYMENT TYPE:	JOHN DEERE CREDIT	CASH
If Paid by September 30th, 2025	\$50,748.12	\$45,783.63
If Paid by October 31st, 2025	\$51,299.73	\$46,335.24
If Paid by November 30th, 2025	\$51,851.34	\$46,886.85
If Paid by December 31st, 2025	\$52,402.95	\$47,990.07
If Paid by January 31st, 2026	\$55,161.00	\$49,644.90
If Paid by February 28th, 2026	\$55,161.00	\$52,402.95
If Paid by March 31st, 2026	\$55,161.00	\$52,954.56
If Paid by June 30th, 2026	\$55,161.00	\$55,161.00

*Retail prices are for example only and not actual prices. Please refer to the most current price card for specific prices.

Order Form - Sample



RENK SEED

SEED ORDER

6809 Wilburn Rd., Sun Prairie, WI 53590
Phone: 1-800-BUY RENK (289-7365) • Fax: (608) 825-6143
www.renkseed.com

Customer Name	Roy Johnson	<input type="checkbox"/> New	Phone: 123-456-7890
Street Address	123 Main Street	Cell:	987-654-3210
City	Anywhere	E-Mail:	johnson@gmail.com
		State, Zip	IA 50000

BAGS ORDERED	DELIVERED	PRODUCT	SEED SIZE		SOYBEAN PKG CODE	RETAIL PRICE	YOUR PRICE	AMOUNT
			1ST CHOICE	2ND CHOICE				
24		RK123	20R	23R		306.00	296.00	7,104.00
12		RK345	20R	23R		277.00	267.00	3,204.00
24		Alfalfa	N/A			305.00	295.00	7,080.00
30		RS007	23R		U	64.00	62.00	1,980.00
50		RK123	20R	SH		306.00	296.00	14,800.00
1		RS007	SHU			2888.00	2790.00	2,790.00
185		TOTAL BAGS						

There is a deposit of \$650 for each seed handler.

MEMO	
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CUSTOMER PAYMENT OPTIONS

1) Cash Discounts

DEADLINE	DISC
9/30/25	17%
10/31/25	16%
11/30/25	15%
12/31/25	13%
1/31/26	10%
2/28/26	5%
3/31/26	4%

* 2) John Deere Financing

Multi-Use Account - Special Terms
Minimum Purchase Amount: \$2,500

PURCHASE BY	INTEREST RATE	ADDITIONAL SEED DISCOUNT
09/30/25	0%	8%
10/31/25	0%	7%
11/30/25	0%	6%
12/31/25	0%	4%
1/31/26	0%	0%
5/31/26	PRIME - 1%	0%

FULL BALANCE PLUS INTEREST DUE IN NOVEMBER, 2025

TOTAL

36,958.00

17% CASH DISC.

6,282.86

BALANCE

30,675.14

SELECT ONE

☒ Paid

☐ Fill from Dealer Stock

☐ Revise prior order #

*3) Multi-Use Account - Regular Terms

Charge seed today and get 30 days to pay.
Cash discount is applicable.

*Must have Preferred Multi-Use Account to select Option 2 or 3. Subject to John Deere Financial approval.
(Charge slip is required)

Has Preferred Multi-Use Account?

SOYBEAN PACKAGE CODE			
D	Defender Treatment in Paper Bag	SHD	Seed Handler Defender Treatment
S	SDS Treatment in Paper Bag	SHS	Seed Handler SDS Treatment
U	Untreated Paper Bag	SHU	Seed Handler Untreated

Grower license required for planting all corn or soybean products with traits.

Bayer grower license # 1234567

Syngenta grower license # 987654

Corteva grower license # 5926381

BASF grower license # 2847743

*Customer represents that he is purchasing the seed solely for purposes of producing a grain crop, and that the seed, and any product from the seed, shall not be resold or used as seed.

DATE 9/15/25 / CUSTOMER Roy Johnson

Thank you!


OFFICE COPY

TAX EXEMPTION AND WARRANTY INFORMATION ON BACK

Transfer

A “transfer” is a form filled out by the DSM when seed is moved between dealers, between a dealer and the DSM or between districts within the company. When seed is moved, the party receiving and the party giving up the inventory should each get a copy of this transfer. Be sure to check for accuracy.

Transfer Sheet - Sample

TRANSFER FORM		No. 59986	
		<u>Bob Wilms</u> Person Writing Transfer	
		<u>3/14/26</u> Date	
RECEIVED FROM:	<u>Scott Kipp</u>	DEALER ID <u>1KIPP</u>	
DELIVERED TO:	<u>Bob Wilms</u>	<u>1ZZZZ</u>	
1			
QUANTITY	VARIETY	GRADE	LOT
10	ALFALFA	N/A	P9AAZO
20	RKCORNVT2P	20R	LABM27
30	RSBEANNXF	D	LAA57T
60	Total Units		
RECEIVED FROM SIGNATURE: <u>Scott Kipp</u>		DELIVERED TO SIGNATURE: <u>Bob Wilms</u>	

Load Sheet

Dealers are responsible to ensure all products on the Load Sheet are correct. Check all inventory for accuracy then sign it before the truck driver leaves your location. Any discrepancies noticed after the driver leaves should immediately be brought to the attention of the Renk office.

Load Sheet - Sample



Dealer: 6JOHRO
ROY JOHNSON
123 MAIN STREET
ANYWHERE, IA 50000
123-456-7890

6809 Wilburn Rd
Sun Prairie, WI 53590
1-800-BUY RENK
www.renkseed.com

Loading Number: 2009
Date Delivered: 3/5/26
Shipped To:
Time Delivered: 10:00 AM
Trucker: Dale
Total Bags: 135
Total Weight: 5,611

Load Instructions: *Please load on the back
of the truck*

Amount	Variety	Grade	Lot	Location	Customer	Skid #
10	ALFALFA	NA	P9AALO	H08	JOE CUSTOMER	
15	RKCORNRR	20R	HNAMK7	D07	JOE CUSTOMER	
20	RKCORNVT2P	20R	SAANH7	G34	JOE CUSTOMER	
40	RKCORNSSTX	20R	HNADT7	J22	JOE CUSTOMER	
50	RSBEANNXF	D	LPATXT	Q11	JOE CUSTOMER	

Received by: _____

Date: _____

Accurate Customer Sales Records

It is your responsibility to provide accurate sales records. This is required for all of the technology products we sell as well as some of our marketing programs. It is best to make changes in the dealer portal as you deliver and/or take returns from your customers. Otherwise, we will be mailing you a delivery receipt list where you can mark changes and then send back to the office.

Renk reserves the right to withhold any credits until this process is followed. Due by June 30 of the sales year.

Returned Seed

Renk Seed will backhaul all surplus seed delivered during the current sales year. A credited refund will be given under the following conditions:

- The bags of seed have not been opened or torn. *Holes in bags caused by rodents will not be accepted for return.*
- The seed will be available for pick up before June 30 of the current planting year.
Any seed kept after June 30 is the property of the dealer.

The DSM is responsible for taking untreated soybeans to a local mill or elevator and sending the proceeds of that transaction back to Renk. **Soybean seed must be disposed of before June 30 to be eligible. A scale ticket verifying the quantity sold must be sent to Renk Seed along with the check for the dumped soybeans.**

Replant Policy

All fields to be replanted must be inspected by a DSM with a customer service report filled out. The report must include the variety of the original crop and the replanted crop.

Corn Replant Policy:

Renk Seed will replace 100% of the seed cost if the customer is a 100% Renk Seed corn user. Otherwise Renk Seed will replace seed corn at 50% of the seed cost, which is to be replanted by June 30 of the planting year.

We will replant a competitor's acres with seed at 50% of retail cost.

Soybean Replant Policy*:

Renk Seed will set the price for any replant soybean seed in May. Renk soybeans can be used to replant competitive seed companies' soybeans. A customer service report must be filled out by the DSM for all replanted soybean seed and all fields to be replanted must be verified by the dealer or DSM prior to planting.

The soybean replanting agreement expires June 30 of the current planting year.

**The same technology must be used to replant as the original seed.*

Alfalfa Replant Policy:

Renk Seed will replace 100% of the seed cost if the customer is a 100% Renk Seed alfalfa user. Otherwise, Renk Seed will replace alfalfa at 50% of the seed cost. The customer is eligible for replant alfalfa seed under the following conditions:

- No cuts have been taken from the seeding.
- Soil pH is between 6.0 and 7.5 and the fertilization is adequate.
- If planted with companion crop, it is determined that alfalfa was not choked out by it.
- Spring replant is applicable for late summer seeded alfalfa.
- Spring seeded alfalfa must be inspected in the year of the original seeding to qualify for replant.
- If Renk Seed is out of a particular alfalfa variety, the DSM can substitute alfalfa varieties for reseeding. In general, higher-priced alfalfa will not be substituted for replanting lower-priced alfalfa varieties.
- A customer service report must be filled out by the DSM after inspecting the field to be replanted.

PAYMENT FOR SEED

Payment Policy

Make check out to “Renk Seed Company.” Be sure to include your dealer code on the check in the memo section and send payment prior to the deadline date. John Deere Financial Multi-Use Account may be used to pay for seed. Complete the financing application (if not already a John Deere Financial Multi-Use Account customer) and the Charge Slip then send to Renk Seed for approval before the deadline (see page 23 for FAQs).

The chart to the right details the cash discount allowed and the deadline for the cash payment. **Cash received after the end of the month will get the next month’s discount.** The corresponding John Deere Financial discount can be found in the back inside cover of the seed catalog.

This credit is to be used only for the purchase of seed. Renk reserves the right to back out of any cash discount credits not used for actual seed purchase. In these cases, Renk would start with the lowest discount percentage payments and move to highest discount percentage payments.

2025-26 CASH DISCOUNT SCHEDULE	
DEADLINE	DISCOUNT
September 30, 2025	17%
October 31, 2025	16%
November 30, 2025	15%
December 31, 2025	13%
January 31, 2026	10%
February 28, 2026	5%
March 31, 2026	4%

Refunds

Dealers wanting a Renk cash refund for their customers should send a copy of the original order form showing seed being canceled/returned with customer seed cost and % cash discount on it. Please write “Refund Request - Attention Accounting” on it.

DEALER DISCOUNTS ON RENK SEED PRODUCTS

All products are billed at Zone 1 **retail price**. Discount will be applied only if your customer order reconciliation has been completed. A per unit discount is applied to your account for all other zones under zone credit on your statement.

PRODUCTS	UNIT VALUE
Each bag of corn	1 unit
Each bag of alfalfa	1 unit
Each bag of grass/small grain	1/5 (0.2) unit
Each bag of soybean	1/5 (0.2) unit
Seed Handler™ of soybeans	9 units
50 BU soybean inoculant (Cell-Tech®)	1 unit
Advantage™ FS320WS	1 unit
Advantage™ FS340WS	5 units
Advantage™ FS370DF	1 unit
Advantage™ HMC780-B (250/g)	2 units
Advantage™ HMC790-B (1000/g)	8 units
Advantage™ MT550CL	4 units

SALES VOLUME	PER UNIT DISCOUNT
0-299	\$13.00
300-499	\$23.00
500-699	\$25.00
700-999	\$27.00
1000-1299	\$29.00
1300-2299	\$31.00
2300-3299	\$33.00
3300-4999	\$35.00
5000+	\$36.00

EXAMPLE:

550 units puts this dealer at a \$25.00 discount (see chart above)

\$13,750 total discount (\$25.00 x 550 units).

DEALER ORDER	VOLUME	SALES UNITS
140 bags of corn	140 bags x 1 unit each	140
500 bags of soybeans	500 bags x 1/5 unit each	100
75 bags of alfalfa	75 bags x 1 unit each	75
10 bags of grass	10 bags x 1/5 unit each	2
3 boxes of 50 BU soybean inoculant	3 boxes x 1 unit each	3
10 Advantage™ FS340WS	10 pouches x 5 units each	50
20 Seed Handlers™ of soybeans	20 boxes x 9 units each	180
	TOTAL	550

PER CONTAINER DISCOUNT							
PRODUCT:	Bag of: • soybeans, • grass seed • small grain	Bag of: • corn or alfalfa • 50 BU soybean inoculant • Advantage™ FS320WS • Advantage™ FS370DF	Seed Handler™ of soybeans	Advantage™ HMC780-B	Advantage™ FS340WS	Advantage™ HMC790-B	Advantage™ MT550CL
VALUE:	1/5 unit	1 unit	9 units	2 units	5 units	8 units	4 units
SALES VOLUME	DISCOUNTS						
0-299	\$2.60	\$13.00	\$117.00	\$26.00	\$65.00	\$104.00	\$52.00
300-499	\$4.60	\$23.00	\$207.00	\$46.00	\$115.00	\$184.00	\$92.00
500-699	\$5.00	\$25.00	\$225.00	\$50.00	\$125.00	\$200.00	\$100.00
700-999	\$5.40	\$27.00	\$243.00	\$54.00	\$135.00	\$216.00	\$108.00
1000-1299	\$5.80	\$29.00	\$261.00	\$58.00	\$145.00	\$232.00	\$116.00
1300-2299	\$6.20	\$31.00	\$279.00	\$62.00	\$155.00	\$248.00	\$124.00
2300-3299	\$6.60	\$33.00	\$297.00	\$66.00	\$165.00	\$264.00	\$124.00
3300-4999	\$7.00	\$35.00	\$315.00	\$70.00	\$175.00	\$280.00	\$140.00
5000+	\$7.20	\$36.00	\$324.00	\$72.00	\$180.00	\$288.00	\$144.00

Late Payment Fees

Beginning July 31 of the planting year, any unpaid dealer accounts will be billed a service charge of 1.25% per month on the unpaid balance. This is a 15% annual rate. If the service charge is in excess of the maximum amount permitted by statute, the dealer and Renk Seed agree the maximum charge shall not exceed that permitted by statute. The dealer shall be entitled to a refund of any amount paid in excess of the maximum permitted by statute.

Dealer Account Settlement

A dealer's account is to be paid in full by June 30. Dealers may request a seed statement at any time during the sales season or it can be accessed online.

End-of-year credits will only be valid after the dealer reports accurate final sales numbers for their customers. Dealer account settlement checks will be issued at the time of the sales meeting—typically the first Sunday in August—unless final sales and returns have not been finalized and reported.

Seed Statement

The Seed Statement is a current record of your dealer account activity, including the following:

- Account Summary
- Payment History
- Order Summary
- Orders by Customer
- Load Sheets
- Merchandise Invoices and Credits

Other items that are shown on the Seed Statement are:

- Last year's sales volume.
- Current dealer discount based on orders.
- Current accounting of promotional merchandise and shipping charges.
- All other non-seed items ordered such as Advantage™ products, soybean inoculant, Seed Handler™ boxes, and early seed shipment discounts.

The Seed Statement is a record of the dealership activity that the dealer should reconcile with their copies of seed orders, promotional merchandise orders, Load Sheets, and Transfers. Discrepancies in the Seed Statement should be addressed immediately with the Renk Seed office. The first Seed Statement of the sales year is sent in October.

JOHN DEERE FINANCIAL MULTI-USE ACCOUNT FINANCING

Renk Seed offers two Multi-Use Account financing options.

Option #1: Special Terms*

- No payments until November 2026.
- Interest rate, if applicable, will be assessed from the date of purchase, which may be prior to delivery or receipt of merchandise.
- Balance, plus any accrued interest and other charges, is due in full on customer's November 2026 Multi-Use Account statement payment due date.
- If you fail to pay the balance on or before the due date, interest will be assessed thereafter as described in the Multi-Use Account Credit Agreement.

OPTIONS FOR SPECIAL TERMS PROGRAM		
Sign Up By	Interest Rate	Additional Seed Discount
September 30, 2025	0%	8%
October 31, 2025	0%	7%
November 30, 2025	0%	6%
December 31, 2025	0%	4%
January 31, 2026	0%	0%
May 31, 2026	Prime -1%	0%
\$2,500 MINIMUM PURCHASE		

Option #2: Regular Multi-Use Account*

- Take advantage of Renk cash discounts by paying with your Multi-Use Account.
- Charge seed today and get up to 30 days to pay until a statement comes to you.

Program Basics:

- These financing programs are available to Preferred Multi-Use Account customers.
- All transactions are subject to John Deere Financial approval.
- Additional information may be required to substantiate a customer's credit worthiness.
- Finance charges, if any, will be assessed from the date of transaction.

**Subject to John Deere Financial credit approval. Multi-Use Account is a service of John Deere Financial, f.s.b.*

Three ways to get started with a Multi-Use Account

Application:

1. Fill out the electronic credit application online at creditapp.financial.deere.com/multi-use or scan the QR code to the right.
2. Visit renkseed.com/financing and click on the John Deere Financial Application button to complete the electronic application and email it to JDFCustomerService@JohnDeere.com
3. Complete the paper credit application and fax it to John Deere Financial at 1-800-732-0251 or mail it to:



John Deere Financial
PO Box 5328
Madison, WI 53705-9605

- All customers can be reviewed for up to \$300,000 in unsecured credit when the application is submitted. If a larger limit is needed, please contact John Deere at 1-800-356-9033 office to inquire about additional information.
- Generally a credit decision will be made within 24 hours of receiving the completed application.

Submitting the Charge:

- Fill out the Charge Slip (see page 22) and have the customer sign and date the Charge Slip.
- Immediately send the yellow copy of the Charge Slip to Renk Seed. Renk will apply the charge to the Multi-Use Account within 24 hours after receiving the Charge Slip.

**See inside back cover of dealer manual
for John Deere Financial brochures.**

John Deere Financial Multi-Use Account Charge Slip - Sample

RENK • SEED		2025-2026 Charge Slip		14- 3																						
		Date: / /																								
6809 Wilburn Rd. 1-800-BUY RENK (289-7365) Sun Prairie, WI 53590 Fax: (608) 825-6143		Dealer Name 2		Dealer No.																						
Customer Name		REFERENCE		AMOUNT																						
Phone () 1		4		5																						
Street Address																										
City State Zip		The following terms apply: Multi-Use Account - Special Terms \$2,500 minimum purchase.																								
Multi-Use Account No.		<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">PURCHASE BY</th> <th style="text-align: left;">INTEREST RATE</th> <th style="text-align: left;">ADDITIONAL SEED DISCOUNT</th> </tr> </thead> <tbody> <tr><td>09/30/25</td><td>0%</td><td>8%</td></tr> <tr><td>10/31/25</td><td>0%</td><td>7%</td></tr> <tr><td>11/30/25</td><td>0%</td><td>6%</td></tr> <tr><td>12/31/25</td><td>0%</td><td>4%</td></tr> <tr><td>1/31/26</td><td>0%</td><td>0%</td></tr> <tr><td>5/31/26</td><td>PRIME - 1%</td><td>0%</td></tr> </tbody> </table>		PURCHASE BY	INTEREST RATE	ADDITIONAL SEED DISCOUNT	09/30/25	0%	8%	10/31/25	0%	7%	11/30/25	0%	6%	12/31/25	0%	4%	1/31/26	0%	0%	5/31/26	PRIME - 1%	0%	<div style="display: flex; align-items: center;"> <div style="margin-right: 5px;">CHECK ONE</div> <div style="display: flex; flex-direction: column; gap: 5px;"> <input type="checkbox"/> 6 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	
PURCHASE BY	INTEREST RATE	ADDITIONAL SEED DISCOUNT																								
09/30/25	0%	8%																								
10/31/25	0%	7%																								
11/30/25	0%	6%																								
12/31/25	0%	4%																								
1/31/26	0%	0%																								
5/31/26	PRIME - 1%	0%																								
THIS PURCHASE IS SUBJECT TO THE TERMS OF THE MULTI-USE ACCOUNT CREDIT AGREEMENT.		FULL BALANCE PLUS INTEREST DUE IN NOVEMBER, 2026		<div style="text-align: center;"> JOHN DEERE FINANCIAL 1-800-356-9033 </div>																						
SIGN HERE DATE _____		Multi-Use Account (See the credit agreement for details) <input type="checkbox"/> Regular Multi-Use Account revolving charge, plus _____% Cash Discount		<i>*PLEASE SEE THE BACK OF THE CHARGE SLIP FOR SEASONAL TERMS DISCLOSURES.</i>																						
<div style="display: flex; align-items: center;"> X 7 </div>																										

**** Complete the Charge Slip clearly ****

1. The left section must be completely filled in with information about the person charging to their Multi-Use Account. Only Multi-Use Account customers are eligible. Ask your customer for their John Deere account number or call the office to have it looked up.
2. Fill in your name and Renk Dealer No.
3. The date should be the current date.
4. The reference area can be used to write the order number(s) being paid. Perhaps your customer wants you to also show the quantity and type of seed.
5. Indicate the amount of money to be charged to the Multi-Use Account. All charges will be processed within 24 hours of receipt. These charges will be included on the next Multi-Use Account billing statement.
6. Indicate which Multi-Use Account option has been chosen. If using Option #1, the Special Terms Program, indicate by putting a check mark in the correct box. If using Option #2, Regular Multi-Use Account, the cash discount in effect on the day of receipt of the Charge Slip will apply.
7. The customer must sign and date the Charge Slip!

MULTI-USE ACCOUNT FAQs

Q. *How does a customer get a Multi-Use Account?*

- A. Customers can complete a credit application online or fax/mail it to John Deere Financial. Customers will receive a notice of the credit decision directly from John Deere Financial. To receive a supply of credit applications, contact the Renk Seed office at 1-800-BUY RENK (1-800-289-7365). You can also download and print the application from renkseed.com/financial.

Q. *How does the customer sign up to utilize a Multi-Use Account with a Renk Seed purchase?*

- A. Once a customer has a Multi-Use Account with an active Special Terms Limit, it is simple. Just complete the Renk Seed Charge Slip, checking the appropriate box for the qualifying finance program. The customer must sign the form and date the Charge Slip. The yellow form is submitted to Renk Seed to be transmitted to the customer's Multi-Use Account. To receive Charge Slip forms, contact the Renk Seed office at 1-800-BUY RENK (1-800-289-7365).

You can also download and print from renkseed.com/financial.

Q. *How can my customers increase their Multi-Use Account credit line?*

- A. Customers who need to increase their credit line can contact the John Deere Financial Credit Department at 1-800-592-9033. Additional information may be requested at any time based on the customer's credit history.

If your customers are sensitive about their confidential information, they can submit the application, financial statements or a Financial Information Update form directly to John Deere Financial. All information is held in strict confidence.

Q. *How can the Multi-Use Account benefit me, the Dealer?*

- A. The Multi-Use Account is a powerful tool that can increase your seed sales. The benefits and flexible payment options make the Multi-Use Account an attractive financing option and gives customers additional purchasing power.

The Multi-Use Account is easy to use and puts commission in your pocket without having to worry how, when or even if the customer will pay, as there is no recourse to you or Renk Seed with these John Deere Financial programs. Use Multi-Use Account financing options when calling on new customers!

Q. *What if a customer orders seed but later cancels or returns the order?*

- A. Your customer is responsible for all finance charges, if any, that are assessed on their Multi-Use Account. Send a copy of the original order form showing seed being canceled/returned along with customer seed cost and percentage of cash discount. Please write "John Deere refund request" on the form. Contact the Renk Seed office with any questions.

Q. *Where can I find more information about the Multi-Use Account?*

- A. Visit the Multi-Use Account website at mymultiuseaccount.com for more information. Additional questions can be directed to Renk Seed at 1-800-289-7365 or John Deere Financial Customer Service at 1-800-356-9033.