

NuPRIDE GENETICS NETWORK

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DETERMINING YOUR RETAIL PRICE SOYBEANS - 2024

IMPORTANT NOTE: NuPride affiliates and dealers are **solely** responsible for determining the price your seed enterprise will charge for seed, based on your specific costs.

All seed purchased with patented traits require the customer to have a signed valid technology agreement on record at AgCelerate.com for the trait(s) being sold. It is your responsibility to verify this is the case before seed leaves your possession.

SEAMLESS PRICING: NGN is required by license agreement to combine the technology (trait) royalty with the value of the soybean. This seamless price is what needs to be used on all price sheets, invoices and verbal quotes. **Failure to do so jeopardizes our license agreements.**

DISCOUNTS: You may choose and are encouraged to offer discounts appropriate for your enterprise for bulk sales, volume, early order, early pay, cash, or other incentives.

DO NOT discount your trait or genetic royalties, or promotional fees. You will be held accountable for these fees regardless of your seed sales price. Discounts should only be calculated on the price of the seed after those direct costs are deducted. Do not list discounted prices in advertisements. If you do list prices in your ad, list only the full retail price and then state discounts are available.

Seed Sales and Labeling: Any NuPride variety may be sold either in NuPride bags or in bulk. All seed will need to be properly labeled, in either case, in accordance with the Nebraska Seed Law and our trait agreements. The process of generating bulk labels and sales reporting will be completely done through NCIA's NSTS (Nebraska Seed Tracking System). All NGN bag labels must be ordered from the NCIA office. Seed samples will be required to have the lot weight they represent on the sample bag before they are processed. Once the samples are tested and meet QA standards seed labels can then be generated. Your final sales reporting will be based on the lot size given when samples are submitted as well as the number of labels ordered through the NCIA office or generated out of the NSTS.

Your Costs will include:

Field Inspection Fees - Application is due **BEFORE August 1** for **ALL** NuPride soybean varieties.

Quality Assurance - **\$20 per field, \$3.50 per acre (check current year's pricing)**

Genetic Royalties will be paid on all seed sold **or planted including seed used for seedstock**. Must be received by **July 15**.

Enlist (E3) - **\$4.95 or \$8.95 per 140K unit**

Variety	Genetic Royalty
9252E3	\$8.95
9290E3	\$8.95
9300E3	\$8.95
9312E3	\$8.95
9351E3	\$8.95
9370E3	\$8.95
9363E3	\$8.95
9393E3	\$8.95
9314E3	\$4.95

Trait Royalty to be paid on seed sold or planted including seedstocks (Must be received by **July 15**)

Enlist (E3) - **\$16.00 per 140k unit**

Promotional fees to be paid on seed sold - (Must be received by **July 15**)

Enlist (E3) - **\$0.40 per 140k unit**.

NuPride affiliates are also responsible for all testing fees as well as purchasing seed labels and seed bags. All seed lots must be tested for germination, purity, seed count, and have the required herbicide bioassay test(s) conducted for the trait involved. Because labeling will be occurring through the NSTS all of these tests must occur through the NCIA laboratory.

Complete test (includes germination and purity) - **\$44.00**

Enlist bioassay - **\$55.00**

NuPride Bags and Labels

NuPride bags = \$0.60/each (all varieties)

*Only clean and new mini bulk bags should be used for seed sold retail or wholesale. NuPride Bulk ties are also available for \$0.50/each

Individual NGN Quality Assurance labels for bagged seed lots are \$0.12, plus shipping and handling.

All NGN varieties sold in bags must be sold in the NuPride regular bag or another plain non-branded bag. When you sell traited seed Enlist (E3) the corresponding trait tag must be attached to the bag or otherwise accompany the seed analysis bulk label at the time of sale. **All trait tags are \$0.15 per tag (minimum order of \$5.00 plus shipping and handling). These tags will be automatically included with your tag order(s).**

Bagged seed, regardless of the bag size, will need to be labeled with a NuPride label and not a bulk sales certificate. For sales of NGN bulk (not bagged) soybeans a NGN bulk sales certificate must be generated from the NSTS and signed by the customer at the time of the sale. For instructions on how to generate this certificate please contact the office. A copy of each signed bulk sales certificate or sales invoice will need to be retained by you for 3 years from the time of the sale. These are the only valid options for labeling your seed for sale.