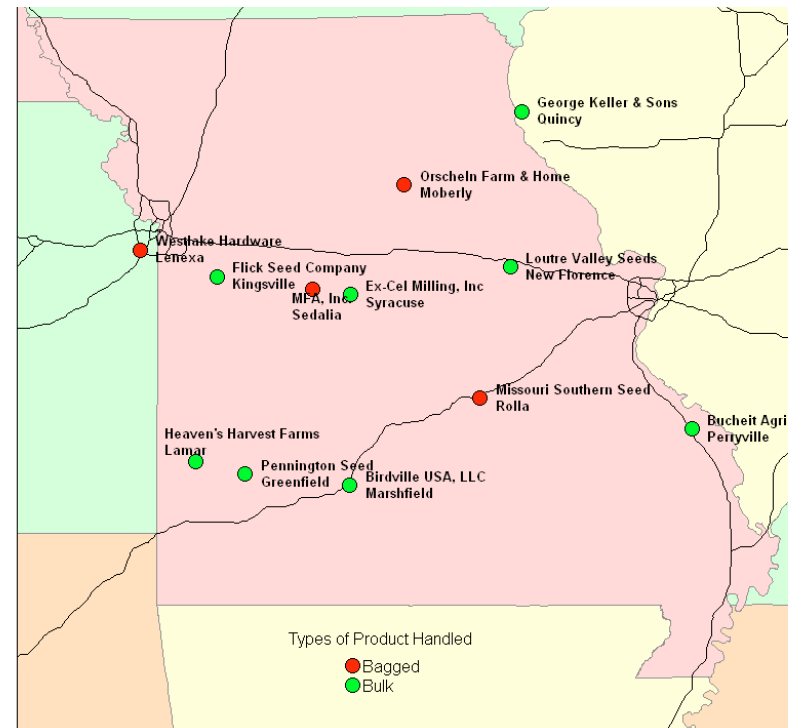


OILSEED SUNFLOWER MARKETS

One advantage of sunflowers over other Missouri specialty crops is the in-state market. With the majority of sunflower production in the Dakotas, Kansas, Minnesota, and Texas, Missouri producers have a decided transportation advantage when selling to these buyers. The map below provides examples of regional buyers of sunflowers for the birdseed market. This list does not represent all available buyers in the region. Bagged seed buyers will only take large volumes.



Birdville USA, LLC
Contact: Tom Cravens
433 East Commercial
Marshfield, MO 65706
417-468-6685

Bucheit Agri
Contact: Dave Danker
33 Perry Corporation Road 540
Perryville, MO 63775
573-547-4569 or 1198
800-622-7937

Ex-Cel Milling, Inc.
Contact: Bob or Mark
604 Hwy B
Syracuse, MO 65354
660-298-3211

Flick Seed Company
Contact: Marcus Rodgers
P.O. Box 128
Kingsville, MO 64061
816-597-3822
marcusrodgers@earthlink.net

George Keller & Sons
Contact: George Keller
909 Maine Street
Quincy, IL 62301
217-228-6700

Heaven's Harvest Farms, LLC
Contact: Jim Judd
P.O. Box 19
Lamar, MO 64759
417.682.5704
jwjudd@heavensharvestfarms.com

Loutre Valley Seeds
Contact: Craig Timmerberg
968 Highway J
New Florence, MO 63363
573-252-4283

MFA, Inc.
(Bagged Seed Only)
Sunflower Delivery Point
303 North Park
Sedalia, MO 65301
Purchasing Agent: Lisa Heis
573-876-5346

Missouri Southern Seeds
(Bagged Seed Only)
Contact: Doug Hartman
PO Box 699
Rolla, MO 65402
800-844-1336

Orscheln Farm & Home
(Bagged Seed Only)
Contact: Ken Gregg
101 West Coates Street
Moberly, MO 65270
660-269-3519

Pennington Seed
Contact: Kevin Neill
PO Box 338
Greenfield, MO 65661
800-658-0410

Westlake Hardware
(Bagged Seed Only)
Contact: Lee Shaner
15501 West 99th Street
Lenexa, KS 66219
800-848-4307 ext. 2310

Marketing Specialty Crops

Marketing specialty crops can be one of the largest challenges producers face. Challenges, however, can also create marketing opportunities and profits for producers. This directory is intended to provide producers with a list of known buyers for various specialty crops. Many specialty crops have smaller sized markets with additional quality or packaging considerations. Before producing specialty crops, producers will want to consider the following:

Quality & Packaging Specifications—A number of specialty crops are produced for the edible market. Producers will find that quality specifications for edible products are more stringent than those for other commodities such as wheat or corn. In addition, many buyers of specialty crops have additional packaging or cleaning requirements. Therefore, producers may have to have access to cleaning and bagging equipment.

Contracts—Due to the scale of some specialty crop markets and other unique requirements, producers are advised to secure a production contract prior to planting specialty crops. Although contracts are highly recommended, some markets such as oilseed sunflowers are sufficiently developed that producers can comfortably grow sunflowers without signing a production contract prior to planting the crop. Some sunflower buyers will also offer forward contracts for production, similar to other commodities. Dry edible beans offer another situation where contracting is typically not an option. Dry edible beans are usually purchased on the spot market based on grade. Producers ship a sample to the buyer and are then advised whether or not the crop will be accepted and pricing terms.

Secondary Markets—Producers should also consider secondary markets for specialty crops. For example, if a load of black beans does not meet quality specifications due to seed coat damage or the amount of splits, what other markets exist? In the case of black beans, producers would need to look into the secondary “splits” market that will typically yield one-half the revenues.

Transportation—The costs of transporting specialty crops can actually be a positive or a negative from a marketing perspective. If the specialty crop being produced is near the consumer base but a significant distance from the traditional production areas, the producer may gain a transportation differential and receive a higher price for their specialty crop. On the other hand, producers of specialty crops that are a long distance from a delivery point (crushing plants) or the end-consumers will face a price disadvantage.

Although there are a number of additional considerations when marketing specialty crops, the profit potential of many specialty crops are higher than traditional commodities. The companies listed in this directory have previously purchased specialty crops and provide some initial contacts for producers. Listing of a particular company in this directory should not be considered an endorsement of that company, nor should this list of buyers be considered all-inclusive. Specialty crop buyers are urged to contact the Jefferson Institute for listing in this directory.



Introduction by Alan Weber
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www.jeffersoninstitute.org

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AMARANTH

Albert Lea Seed House
1414 West Main
Albert Lea, MN 56007
800-352-5247
www.alseed.com

Arrowhead Mills
Contact: Dale Hollingsworth
110 South Lawton
Hereford, TX 79045
806-364-0730 ext. 308

Nu-World Amaranth
Contact: Larry Walters
P.O. Box 2202
Naperville, IL 60567
630-369-6819

BUCKWHEAT

Arrowhead Mills
Contact: Dale Hollingsworth
110 South Lawton
Hereford, TX 79045
806-364-0730 ext. 308

Clarkson Grain Company
Contact: Lynn Clarkson
320 East South Street
Cerro Gordo, IL 61818
217-763-2871

Minn-Dak Growers, Ltd.
Highway 81 North
Grand Forks, ND 58201
701-746-5111

CANOLA

J&M Farms
Contact: Virgil Jurgensmeyer
Route 2, Box 15
Miami, OK 74354-9402
918-574-1567

Northern Sun
Red Wing, MN
800-328-9175

Red River Commodities
501 42nd Street
Fargo, ND 58102
800-437-5539 or 701-282-2600

Colby, KS Facility
888-748-5111

Lubbock, TX Facility
800-763-9740

COWPEA

Buyers in Southeast Missouri
Contact the Jefferson Institute for details
573-449-3518

DRY EDIBLE BEANS

C&F Foods
515 Noles Drive
Sikeston, MO 63801
573-472-5111

AG Finder IA NE
Contact: Paul Sopinski
(Certified Organic Buyer)
10730 Pacific Street, Suite 12
Omaha, NE 68114
402-391-1023

FLAX

Arrowhead Mills
Contact: Dale Hollingsworth
110 South Lawton
Hereford, TX 79045
806-364-0730 ext. 308

Northern Sun
Red Wing, MN
800-328-9175

Red River Commodities
501 42nd Street
Fargo, ND 58102
800-437-5539 or 701-282-2600

Colby, KS Facility
888-748-5111

Lubbock, TX Facility
800-763-9740

MUNGBEANS

Eckroat Seed Company
1106 North Martin Luther King Avenue
Oklahoma City, OK 73117
405-427-2484

PEARL MILLET

Bucheit Agri
Contact: Dave Danker
33 Perry Corporation Road 540
Perryville, MO 63775
573-547-4569
800-622-7937

SESAME

Arrowhead Mills
Contact: Dale Hollingsworth
110 South Lawton
Hereford, TX 79045
806-364-0730 ext. 308

Sesaco Corporation
4308 Centergate Street
San Antonio, TX 78217
800-527-1024

ORGANIC GRAINS & OILSEEDS

Bushman Organic Marketing Corp.
(corn, soybeans, other small grains, high oleic sunflowers)
Contact: Doug Schweinefus
1180 200th Street
Ossian, IA 52161
319-532-4000

Grains of Iowa, L.C.
(soybeans)
Contact: James Dunn
4734 Sergeant Road
Waterloo, IA 50701
319-233-5504

Heartland Organic Marketing Corp.
(corn, soybeans)
Contact: Jim Boes
2512 270th Street
Greenfield, IA 50849
641-743-6442

Integrity Mills, Division of Sunrich
(corn, soybeans)
Contact: Julie Dietzenbach
616 6th Avenue
Cresco, IA 52136
319-547-5827