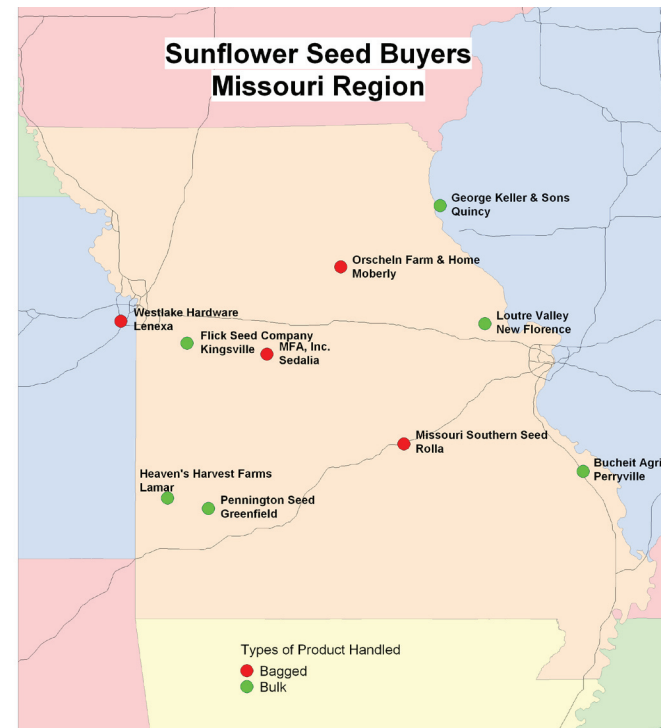


OILSEED SUNFLOWER

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.



Bucheit Agri

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

Flick Seed Company

Contact: Elmer Flick
P.O. Box 128
Kingsville, MO 64061
816-597-3822

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

968 Highway J
New Florence, MO 63362
573-876-5346

MFA, Inc.

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

Missouri Southern Seeds

(Bagged Seed Only)
Contact: Doug Hartman
P.O. 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
P.O. Box 338
Greenfield, MO 65661

Westlake Hardware

(Bagged Seed Only)

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
701-746-7453

CANOLA

J&M Farms
Contact: Virgil Jurgensmeyer
7001 S Highway 69A
Miami, OK 74354
918-540-1567

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
785-462-3911

Lubbock, TX Facility
806-763-9747

COWPEA

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

DRY EDIBLE BEANS

AG Finder IA NE
Contact: Mike Pratt
(Certified Organic Buyer)
2809 S 160th Street
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
785-462-3911

Lubbock, TX Facility
806-763-9747

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
700 W Center Street
Paris, TX 75460
800-848-4307

ORGANIC GRAINS & OILSEEDS

Bushman Organic Marketing Corp.
(corn, soybeans, other small grains, high oleic sunflowers)
Contact: Doug Schweinefus
1180 200th Street
Ossian, IA 52161
563-534-7238

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

SupOpta, Cresco
(corn, soybeans)
Contact: Julie Dietzenbach
616 6th Avenue
Cresco, IA 52136
563-547-5827