



United States
Department of
Agriculture

Farm and Foreign
Agricultural
Services

Risk
Management
Agency

Springfield
Regional Office

3500 Wabash
Avenue
Springfield, IL
62711-8287

217-241-6600

July 29, 2010

TO: All Approved Insurance Providers
FROM: Brian D. Frieden, Director
RMA Springfield Regional Office
SUBJECT: Guide in Finding a Market for Damaged/Salvage Grain

According to the Risk Management Agency (RMA), *Loss Adjustment Manual (LAM) Standards Handbook*, Part 3, Section 5, Paragraph 96J, ZMW Production (1) “Every reasonable effort should be made by the insured and approved insurance provider (AIP) to find a market for the [grain] production before it is declared zero. Communication through the RMA Regional Office (RO) is essential to ensure that AIPs are aware of available markets for damaged production...”

Consistent with the LAM, and in response to inquiries we have received in the Springfield RO, a list of damaged/salvage grain buyers has been assembled. This list is not all inclusive, but rather, should act as a guide in finding a market for damaged/salvage grain. This list is being distributed to all AIPs with business inside the Springfield, RO Region, which includes the states of Illinois, Indiana, Michigan, and Ohio. For business in states outside of this Region, please contact the corresponding Regional Office for more information.

If you have any questions or require additional information, please call (217) 241-6600.

Attachment

CC: Midwest Regional Compliance Office



The Risk Management Agency Administers
And Oversees All Programs Authorized Under
The Federal Crop Insurance Corporation

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Damaged/Salvage Grain Buyers*
As of July 15, 2010

Callan Salvage & Appraisal
Eads (Memphis), TN
(800) 238-2632
POC: Ron Callan
www.callansalvage.com

Gladstone Grain Co., Inc. (corn & soybean buyer only)
Gladstone, IL 61437
(309) 627-2374

Maks Bak
Wichita, KS and Ellis, KS (800) 749-4690

Maschhoffs Feed and Elevator (corn buyer only)
State Route 127
Carlyle, IL 62231
(618) 594-2878
POC: Mark

Pruess Elevator, Inc.
717 Union Ave.
Lowden, IA 52255
(563) 944-5580
(800) 828-6642
POC: Todd

West Side Salvage, Inc.
Cedar Rapids, IA (800) 747-0104

Michigan Agriculture Commodities, Inc.
(company has 13 locations across Michigan)
(800)878-8900
www.michag.com

Northern Ag Service, Inc.
7400 W 130th St, Ste 380
Overland Park, Kansas 66213
800-205-5751
www.northernagservice.com
(company has 30 locations in different states including Indiana)

*** This list is being provided by the RMA Springfield Regional Office. Producers should contact the buyer before delivering. Also, this list is not all inclusive, but rather, it should serve as a guide in finding a market for damaged/salvage grain.**

**Contact: RMA Springfield Regional Office
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Springfield, IL 62711-8287**

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