



United States
Department of
Agriculture

September 11, 2012

INFORMATIONAL MEMORANDUM

Farm and Foreign
Agricultural
Services

TO: All Approved Insurance Providers (AIP)

Risk
Management
Agency

FROM: Brian D. Frieden, Director /s/ *Brian D. Frieden*
Springfield Regional Office

Springfield
Regional Office

SUBJECT: Guide in Finding a Market for Damaged/Salvage Grain

3500 Wabash
Avenue
Springfield, IL
62711-8287

217-241-6600

According to the Risk Management Agency (RMA), *Loss Adjustment Manual (LAM) Standards Handbook*, Part 3, Section 5, Paragraph 96J, ZMV 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 market value (ZMV). 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 Grain Buyers*

As of September 11, 2012

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

Jim Newsom Trucking, Inc.
PO Box 450
Glen Allan, MS 38744
(662) 839-4613

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

Michael Poettker
4601 Old US Hwy. 50
Aviston, IL 62216
(618) 228-7486 or (618) 795-4791
FAX: (618) 228-5015
mlmaverick@charter.net

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)

Pruess Elevator, Inc.
717 Union Ave.

Lowden, IA 52255

(563) 944-5580

(800) 828-6642

POC: Todd

Ron Holevoet

15630 Old State Rd.

Carlyle, IL 62231

(618) 594-4789 or (618) 316-3054

holevoet@att.net

Rupiper Grain and Salvage

Carroll, IA 51401

(712) 830-2502

POC: Kevin

West Side Salvage, Inc.

7251 32nd

Atkins, IA 52206

(800) 747-0104

POC: Ken

Zumbach Feed Yards

POC: Myron or Dave

2078 330th St.

Coggon, IA 52218

319-480-1673 or 563-926-2190

*** This list is being provided by the Risk Management Agency (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 salvaged grain.**

**Contact: RMA Springfield Regional Office
3500 Wabash Avenue
Springfield, IL 62711-8287**

(217) 241-6600

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