



United States  
Department of  
Agriculture

June 24, 2015

Risk  
Management  
Agency

TO: All Approved Insurance Providers Writing in the States of New Mexico, Oklahoma, or Texas

Oklahoma City  
Regional Office

FROM: Collin Olsen /s/ *Collin Olsen*  
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Subject: Wheat Quality -- Salvage Markets

### **BACKGROUND**

Weather conditions this year have resulted in diverse quality issues in the wheat from no damage to not being accepted by elevators. Poor quality may result in either a discount in price or the requirement to destroy the grain altogether.

### **ACTION**

Approved Insurance Providers (AIP) have requested a list of potential salvage markets for damaged grain. Below is a list of damaged grain buyers. This list is not complete and is provided as a guide to assist the AIP in locating salvage markets.

Don McElroy & Maks Bak  
Ellis, Kansas & Wichita, Kansas  
(785) 726-3503  
(316) 640-3203

Red River Sales, Inc.  
Harlan Appel  
264 Hanging Moss Trail  
Shreveport, Louisiana 71106  
(318) 797-3119  
(318) 347-0331

Diamond-O Feedyard  
Butler, Montana ATTN: Neale  
(888) 746-6885

Frontier Trading Company  
Hutchinson, Kansas  
(316) 262-5393

Hampton Feedlot  
Triplett, Missouri ATTN: Jimmy  
(660) 973-1790

Gladstone Grain Co., Inc.  
Gladstone, Illinois  
(309) 627-2374

Josh Svaty  
1332 County Road 10  
Mead, Nebraska 68041  
(785) 472-7794

Maschhoffs Feed & Elevator  
Carlyle, Illinois  
(618) 594-2878

Heartland-Frontier Trading Company  
Merchandiser-Wichita, Kansas Office  
(316) 262-5393  
(316) 259-1394

Northern AG Service  
West Union, Iowa  
(800) 205-5751

DeBruce  
Wichita, Kansas ATTN: Neil  
(800) 733-8752  
Northwest Mississippi Grain, LLC,  
Greenville, Mississippi ATTN: Harlan

Pruess Elevator  
Lowden, Iowa ATTN: Justin  
(800) 828-6642  
(563) 357-2884

The Scoular Company  
Various locations in  
Colorado, Kansas, Missouri, and Nebraska  
(913) 338-1474  
(800) 657-2552

Additional information concerning quality may be found on the Special Provision for Insurance for your specific state and county found at:

[prodwebnlb.app.rm.usda.gov/apps/ActuarialInformationBrowser2015/CropCriteria.aspx](http://prodwebnlb.app.rm.usda.gov/apps/ActuarialInformationBrowser2015/CropCriteria.aspx).

If you have any questions or concerns please contact the Oklahoma City Regional Office, 215 Dean A. McGee, Suite 342, Oklahoma City, OK 73201 or call (405) 879-2700.

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