



**United States  
Department of  
Agriculture**

September 28, 2016

Farm and  
Foreign  
Agricultural  
Services

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

Risk  
Management  
Agency

FROM: Francie Tolle /s/ ***Francie Tolle***  
Director, Oklahoma City Regional Office

Subject: Grain Sorghum Quality -- Salvage Markets

Oklahoma City  
Regional Office

**BACKGROUND**

Weather conditions this year have resulted in diverse quality issues in grain sorghum from no damage to not being accepted by elevators. As shown on the Special Provisions of Insurance, poor quality may result in either a discount in price or the requirement to destroy the grain altogether.

215 Dean A.  
McGee Ave,  
Suite 342  
Oklahoma City,  
OK  
73102-3423

**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.

Greg McElroy  
Randall, Kansas  
(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

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

AltEn Ethanol Plant  
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  
ATTN: Heidi  
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, Nebraska  
Oklahoma, and Texas  
(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 <http://prodwebnlb.app.rm.usda.gov/apps/ActuarialInformationBrowser2016/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.