



September 12, 2018

**United States  
Department of  
Agriculture**

Farm Production and  
Conservation

Risk  
Management  
Agency

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**TO:** All Approved Insurance Providers Writing in the States of Colorado,  
Kansas, Missouri, or Nebraska

**FROM:** Rebecca Davis  
Director, Topeka RO

**Subject:** Salvage Markets

**BACKGROUND**

In accordance with Paragraph 1102 (H) of The Loss Adjustment Manual Standards Handbook (FCIC-25010), the Topeka Regional Office is providing the following list of buyers of damaged grain that service Colorado, Kansas, Missouri or Nebraska.

**ACTION**

Approved Insurance Provider's (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.

Frontier Trading Company  
Merchandiser-Wichita, Ks. Office  
Heartland-Frontier Trading Company  
Hutchinson, KS  
316-262-5393--Office  
316-259-1394—Cell

AltEn  
Scott Tingelhoff  
1344 County Road 10  
Mead, Nebraska 68041  
402-624-2000

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

**DeBruce will look at on an individual basis, please call first.**  
Wichita, KS Attn: Alex Gerard  
800-733-8752



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

An Equal Opportunity Employer

Pruess Elevator  
Lowden, Iowa Attn: Justin  
[Pruess Elevator Damaged Grain webpage](#)  
800-828-6642  
Cell 563-357-2884

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

Maksbak Grain Salvaging  
Various locations in  
Colorado, Kansas, Nebraska and Missouri  
316-640-3203

Lackawanna Products Corporation  
Attention: David Kelly  
Various locations in  
Colorado, Kansas, Nebraska, and Missouri  
716-633-1940 ext. 350

Newsom, Inc (Offices throughout the US)  
Newsom Grain  
Attn: Drew Newsom  
[www.newsominc.com](http://www.newsominc.com)  
813-789-4219

Additional information concerning Mycotoxin and other grain fungal diseases may be found at:  
[www.gipsa.usda.gov/fgis/mycotoxins.aspx](http://www.gipsa.usda.gov/fgis/mycotoxins.aspx).