



United States
Department of
Agriculture

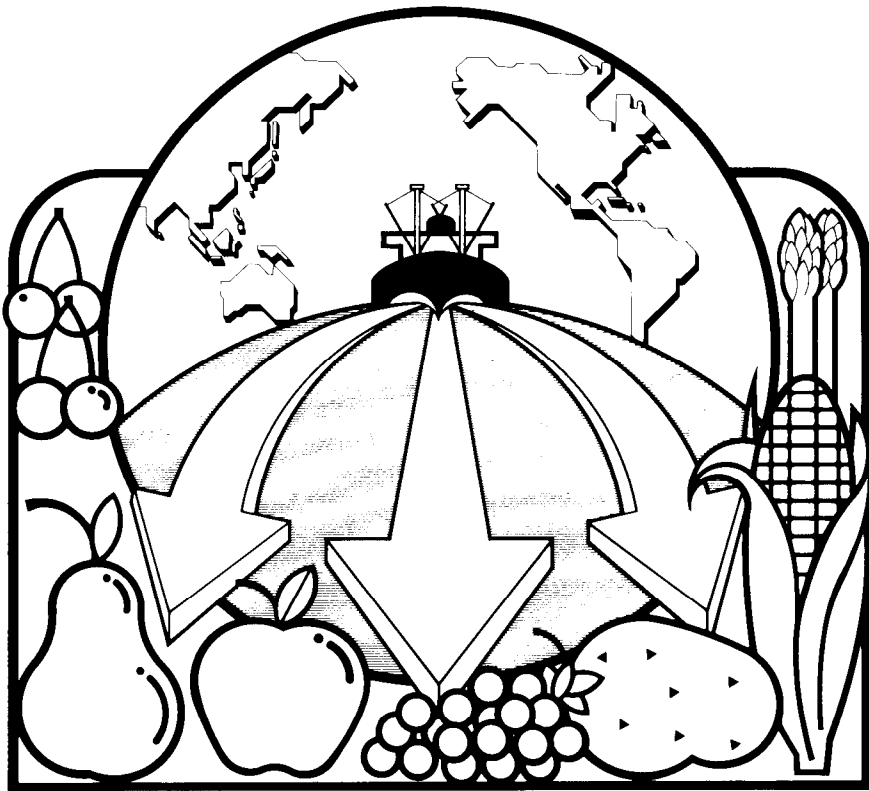
Rural
Development
Administration

Cooperative
Services

Service Report 21

October 1994

Directory of U.S. Agricultural Cooperative Exporters



Abstract

Directory of U.S. Agricultural Cooperative Exporters

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Rural Development Administration
Cooperative Services
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Washington, DC 20250-3255

This directory includes an index by product type and an alphabetical listing of 102 cooperatives. Listing includes cooperative's name, address, contact person, telephone and FAX numbers, and a description of commodities exported. All listings in this directory are voluntary. Cooperatives must be able to carry out export transactions themselves or with an exclusive agent to be included in this directory.

Keywords: Cooperatives, exports, directory

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Preface

This directory provides information for importers seeking to contact U.S. farmer cooperative exporters. The first section is an index by product type and the second section is an alphabetical listing of cooperatives providing contact information.

The listing by cooperative includes the address, contact person, telephone and FAX numbers, and a description of commodities exported. In some cases, cooperatives have jointly established trading organizations which are referred to under the heading "Commodities Exported." Some listings may include brands.

All listings in this directory are voluntary, and there are no membership or organization affiliation requirements. This directory lists 102 cooperatives or their marketing agencies that are capable of responding to inquiries and carrying out export transactions themselves or with third-party representation.

Importers interested in U.S. cooperatives not currently exporting may contact The Rural Development Administration, Cooperative Services, for assistance in identifying those organizations. This directory will be periodically updated and revised.

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Ag Processing Inc. (AGP)
12700 W. Dodge Road
Omaha, NE 68154

Contact: Glen Heitritter
Manager of Export Sales

Telephone: (402) 498-2210
FAX: (402) 496-6686

Commodities Exported: Degummed soybean oil, fully refined soybean salad oil, and soybean meal.

Agripac, Inc.
P.O. Box 5346
Salem, OR 97304

Contact: Douglas Frengle
Export Sales Manager

Telephone: (503) 363-9255
FAX: (503) 371-5666

Commodities Exported: Beans - green and Italian, sweet corn - whole kernel and cream style, carrots, mixed vegetables, beets, squash, and cherries (canned and frozen).

Agway Inc.
P.O. Box 4933
Syracuse, NY 13221

Contact: Ronald P. Hazenstab
Manager of Specialty Operations

Telephone: (315) 449-7859
FM: (315) 449-7292

Commodities Exported: Dry edible beans, pet foods, and seed - potato, vine, clover, alfalfa, and sunflower.

AMCOT

Box 2827
Lubbock, TX 79408

Contact: C. L. Hodges
Chairman

Telephone: (806) 763-8011
FAX: (806) 762-7335
TELEX: 510 988 1206

Commodities Exported: All major U.S. cotton varieties.
(Marketing agent for **CALCOT**, Ltd., STAPLCOTN, Plains
Cotton Cooperative Association, and Southwestern Irrigated
Cotton Growers Association (SWIG))

Anderson's **Peanuts**

A Division of Alabama Farmers Cooperative, Inc.
PO. Drawer 420
Opp, AL 36467

Contact: John Reed
Sales Manager

Telephone: (205) 493-459 1
FAX: (205) 493-7767

Commodities Exported: Shelled peanuts - Runner variety.

Associated Milk Producers, Inc.

P.O. Box 790287
San Antonio, TX 78279-0287

Contact: Noble Anderson
General Manager

Telephone: (512) 340-9100
FM: (512) 340-9112

Commodities Exported: Dry milk products, fluid milk, condensed
milk, cream, butter, cheese and whey products.

B & W Co-op, Inc.
P.O. Box 518
Breckenridge, MI 48615

Contact: Patrick Frasco
Manager of Bean Marketing

Telephone: (517) 842-3104
FAX: (517) 842-3108

Commodities Exported: Dry edible beans • navy, cranberry, pinto, light red kidney, black, and adzuki.
Brands: B & W.

Blue Anchor, Inc.
200 North N Street
P.O. Box 367
Dinuba, CA 93618

Contact: Jim Llano
Export Sales Manager

Telephone: (209) 591-2583
FAX: (209) 591-7181

Commodities Exported: Table grapes, kiwifruit, peaches, plums, nectarines, cherries, apples, and pears.
Brands: Blue Anchor.

Blue Chelan, Inc.
P.O. Box 789
Chelan, WA 98816

Contact: Mike Lust
Sales Manager

Telephone: (509) 682-4027
FAX: (509) 682-4620

Commodities Exported: Apples and pears.

Blue Diamond Growers
PO. Box 1768
Sacramento, CA 95812

Contact: Rex Lake
Director of International Sales

Telephone: (916) 442-077 1
FAX: (916) 446-8622
TELEX: 494-9933

Commodities Exported: Almonds, hazelnuts, pistachios, and macadamias.

Cal/West Seeds
PO. Box 1428
Woodland, CA 95776

Contact: Paul Baumer
President

Telephone: (916) 666-333 1
FM: (916) 666-5317
TELEX: 377407

Commodities Exported: Seed - alfalfa, ladino clovers, Sudan grass, and safflower.

Calavo Growers of California
PO. Box 26081
Santa Ana, CA 92799-6081

Contact: Jeff Long
Manager of International
& Diversified Fresh Products

Telephone: (714) 259-1166
FAX: (714) 259-4810

Commodities Exported: Fresh avocado, kiwifruit, papaya, and mangos.

Brands: Calavo, Calavo Gold Papayas.

Calavo Foods, Inc. Wholly owned subsidiary of Calavo Growers)

Contact: Richard Ferguson
Director of International Sales and Marketing

Telephone: (714) 259-1166
FAX: (714) 259-7631

Commodities Exported: Frozen avocado products - guacamole, dip, sauce, and pulp.

Brands: Calavo.

Calberi Inc.
3605 West Pendleton Avenue
Santa Ana, CA 92704

Contact: Mack Ramsay
Executive Vice President

Telephone: (714) 979-5221
FAX: (714) 641-7542

Commodities Exported: Fresh and frozen strawberries.

Calcot, Ltd.
P.O. Box 259
Bakersfield, CA 93302

Contact: Bruce Groefsema
Senior Vice President, Sales

John Burch
Assistant Vice President, Export Sales

Telephone: (805) 327-5961
FM: (805) 861-9870
TELEX: 6839421

Commodities Exported: Cotton (also see listing for **AMCOT**).

California Bean Growers Association
PO. Box 24610
Ventura, CA 93002

Contact: Fred Beltran
President

Mark Pickett
General Manager

Telephone: (805) 652-0683
FAX: (805) 652-0430

Commodities Exported: Dry edible beans - large lima, baby lima, black-eye, pink, light red kidney, dark red kidney, small white, flat white, Great Northern, pinto, and navy. Canned and packaged beans.

California Planting Cotton Seed Distributors
Box 1281
Bakersfield, CA 93302

Contact: Tom Cherry
Manager

Telephone: (805) 324-9858
FAX: (805) 324-5312

Commodities Exported: Acala cotton planting seed.

California Sweet Potato Growers
Box 534
Livingston, CA 95334

Contact: Diane Post
Sales Manager

Telephone: (209) 394-7935
FAX: (209) 394-8433

Commodities Exported: Sweet potatoes.
Brands: King, Mr. Jumbo, and Sunny II.

California Wild Rice Growers Association, Inc.

Hc-01 Osprey Drive
Fall River Mills, CA 96028

Contact: Todd Brown
General Manager

Telephone: (916) **336-5222**

(800) **626-4366**

FAX: (916) **336-5265**

Commodities Exported: Wild rice.

Center Potato Growers Cooperative

P.O. Box 340

Center, CO 81125

Contact: Tom Perrin
General Manager

Telephone: (719) 754-3492

FAX: (719) 754-3673

Commodities Exported: Potatoes.

Central Valley Bean Cooperative

Box 162

Buxton, ND 58218

Contact: Gary Fuglesten
General Manager

Telephone: (701) 847-2622

FAX: (701) 847-2623

Commodities Exported: Pinto beans.

Cherry Central Cooperative, Inc.
P.O. Box 988
Traverse City, MI 49685

Contact: James D. Giannestras
Vice President, Sales and Marketing

Telephone: (616) 946-1860
FAX: (616) 941-4167

Commodities Exported: Frozen and canned red tart cherries and dark sweet cherries, frozen blueberries, and apples.

Chief Tonasket Growers
P.O. Box 545
Tonasket, WA 98855

Contact: Raymond Cobert
General Manager

Telephone: (509) 486-2914
FAX: (509) 486-1815

Commodities Exported: Apples and pears.

Chief Wenatchee Association
P.O. Box 1091
Wenatchee, WA 98807

Contact: Brian Birdsall
President

Telephone: (509) 662-8251
FAX: (509) 662-9415

Commodities Exported: Fresh apples, pears, cherries, prunes, plums, nectarines, and apricots.
Brands: Chief Wenatchee, Chief Supreme, Wenatchee Gold, and Chief Chelan.

Citrus World, Inc.
Box 1111
Lake Wales, FL 33859

Contact: Leslie Powell or Susan Keen
International Sales Managers

Telephone: (813) 676-1411
FAX: (813) 676-0114

Commodities Exported: Citrus juices and related fruit juices (consumer and industrial pack).
Brands: Florida's Natural Premium Juices, Blue Bird Brand, Donald Duck Brand, Texsun Brand, and Vintage.

Comstock Michigan Fruit
P.O. Box 20670
Rochester, NY 14602

Contact: Paul DiGenova
Director of Special Markets

Telephone: (716) 383-1070
FAX: (716) 383-8413

Commodities Exported: Canned and frozen vegetables, pie fillings, canned fruit, cheese sauces, maraschino cherries, bakery jams, jellies, puddings, popcorn, salsas, and salad dressings.

Cooperative Elevator Company
72 12 Michigan Avenue
Pigeon, MI 48755

Contact: John I? Kohr
President

Telephone: (517) 453-4500
FAX: (517) 453-3942

Commodities Exported: Dry edible beans - Navy, black, and pinto; corn and white wheat (bagged or bulk).

Countrymark Cooperative, Inc.
950 North Meridian Street
Indianapolis, IN 46204-3909

Contact: Stephen W. Cavanaugh
Vice President, Grain Marketing

Telephone: (317) 685-3300

FAX: (317) 685-3348

Commodities Exported: Con, soybeans, soybean meal, Soft Red Winter wheat, and Soft White Winter wheat.

Darigold, Inc.
P.O. Box 79007
Seattle, WA 98119-3983

Contact: Roger Miller
Sales Manager, Manufactured Products

Telephone: (206) 286-6732

FAX: (206) 281-3456

Commodities Exported: Whey powder and nonfat dry milk powder.

Brands: Darigold.

Delta Pride Catfish, Inc.
P.O. Box 850
Indianola Industrial Park
Indianola, MS 38751

Contact: Sissy Sullivan
Vice President, Marketing

Jerry Holaday
Export Sales

Telephone: (601) 887-5401

FAX: (601) 887-5950

Commodities Exported: Farm-raised catfish.

Diamond Fruit Growers, Inc.

P.O. Box 180
Hood River, OR 97031

Contact: Brian Lay
Export Sales Manager

Telephone: (503) 354-1394
FAX: (503) 354-2123

Commodities Exported: Fresh pears, apples, and cherries.
Brands: Diamond.

Diamond Walnut Growers, Inc.

P.O. Box 1727
Stockton, CA 95201

Contact: William Chalkley
Vice President, International Sales

Telephone: (209) 467-6000
FAX: (209) 467-6714

Commodities Exported: Walnuts.

Dundee Citrus Growers Association

Box 1739
Dundee, FL 33838

Con tact: Elise Whann
Sales Manager

Telephone: (813) 439-1574
FAX: (813) 439-1917

Commodities Exported: Grapefruit and oranges.

Farmers' Rice Cooperative
P.O. Box 15223
Sacramento, CA 95851-0223

Contact: Paul Crutchfield
Senior Vice President of Operations

Telephone: (916) 9235100
FAX: (916) 920-332 1

Commodities Exported: Rice - short, medium, long milled, milled white or brown (bulk or packaged).

Farmland Foods, Inc. (Division of Farmland Industries, Inc.)
PO. Box 7527
Kansas City, MO 64116

Contact: Rick Carlson
Director of International Marketing

Telephone: (816) 891-1276
FM: (816) 891-1451
TELEX: 43-6072

Commodities Exported: Fresh frozen, processed, and canned pork. Canned hams, canned picnic shoulders, canned pork provisions, smoked hams and pork shoulders, sliced bacon, hot dogs, smoked bellies, all fresh/frozen pork products, whole pigskins, offal, and semi-dry processed pork.

Farmland Industries, Inc.
P.O. Box 7305
Kansas City, MO 64116

Contact: **Bill Alken**
 Vice President, International Transportation

Telephone: (816) 4595111
FAX: (816) 459-5110
TELEX: 436-072

Commodities Exported: Fertilizers - ammonia, urea, DAP and MAP; feeds - swine, beef, and pet; livestock health and nutrition products; agricultural petroleum products; and agricultural chemicals.

Farmland Industries, Inc., Grain Division
5401 N. Oak
Kansas City, MO 64118

Contact: **Bryce Wells**
 Director, Grain Marketing

Telephone: (816) 459-3808
FAX: (816) 459-3805

Commodities Exported: Hard Red wheat and grain sorghum.

Federated Genetics
(Partnership of Atlantic Breeders Cooperative, Louisiana
Animal Breeders Cooperative, and Eastern Artificial
Insemination Cooperative, Inc.)
1581 Apollo Drive
Lancaster, PA 17601

Contact: Loreley Nogués
International Sales Specialist

Michael E. Sleeper
International Sales Manager

Telephone: (717) 569-7888
FAX: (717) 569-4672
TELEX: 7401039

Commodities Exported: Frozen bovine semen. (Also see listing
for World-Wide Sires, Inc.)

FernTrust, Inc.
PO. Box 9
Seville, FL 32190

Contact: William M. Dellecker
Executive Vice President

Telephone: (904) 749-9249
FAX: (904) 749-9248

Commodities Exported: A full range of cut decorative greens
from Florida, including Graded Leatherleaf Fern, Ming Fern,
Asparagus, Plumosus, Sprengeri, Pittosporum (green and **vari-
gated**), Aspidistra, **Nagi**, Feather Fern, and others. Western
Greens, such as Bear Grass and **Salal**, and other seasonal and
novelty greens are also available.

Frenchman Valley Farmers Cooperative
P.O. Box 578
Imperial, NE 69033

Contact: Terry Beard
Grain and Bean Division Manager

Telephone: (308) 882-4381
FAX: (308) 882-4380

Commodities Exported: Corn, wheat, dry edible beans, popcorn,
and sunflowers.

Fresno Cooperative Raisin Growers

4466 North Dower Street
Fresno, CA 93722

Contact: Richard Orique
Business Manager

Telephone: (209) 275-3710
FAX: (209) 275-3908

Commodities Exported: Raisins.

Gibson Wine Company

1720 Academy Ave.
Sanger, CA 93657

Contact: Kim Spruance
General Manager

Telephone: (209) 875-2505
FAX: (209) 875-4761

Commodities Exported: Grape wine, fruit and berry wines, vari-
etals, and sparkling wines.

Gold Crown Macadamia Association
P.O. Box 235
Fallbrook, CA 92028-0235

Contact: B. M. Scholes
Secretary/Treasurer

Telephone: (619) 728-4532

Commodities Exported: Macadamia nuts.

Gold Kist Inc.
P.O. Box 2210
Atlanta, GA 30301

Contact: Alex Stripling
Export Manager

Telephone: (404) 393-5070

FAX: (404) 393-5228

TELEX: 154 119

Commodities Exported: Broilers, Cornish hens, pork, beef, eggs,
peanuts, and livestock feed.

Golden Gem Growers, Inc.
P.O. Box 609503
Orlando, FL 32860

Contact: Steve Dennis
Director of Industrial Sales

Telephone: (407) 886-8000

FAX: (407) 886-8994

Commodities Exported: Frozen concentrated orange juice, formu-
lated drink concentrates, and frozen concentrated grapefruit
juice.

Harvest States Cooperatives
1667 N. Snelling Avenue
St. Paul, MN 55108

Contact: Mark Palmquist
Sr. Vice President, Grain Marketing

Telephone: (612) 646-9433

FM: (612) 641-6857

TELEX: 170 394

Commodities Exported: Barley, corn, flax, millet, milo, oats, rye, soybeans, oilseeds/oilseed meal, and refined oils. Wheat - **Soft** White, Dark Northern Spring, Hard Red Winter, and Durum.

Hazelnut Growers of Oregon
P.O. Box 626
Cornelius, OR 97113

Contact: Ronald D. Hansberry
President

Telephone: (503) 648-4176

FAX: (503) 648-9515

Commodities Exported: Inshell and shelled hazelnuts.

Illinois Foundation Seeds, Inc.
P.O. Box 722
Champaign, IL 61824

Contact: Dale Cochran
Manager

Telephone: (217) 485-6260

FAX: (217) 485-3687

Commodities Exported: Sweet corn seed.

Index Fresh of California

P.O. Box **250**

Bloomington, CA 92316

Contact: Michael Brown
President/COO

Carolina Astorga **MacIntyre**
Import and Export Coordinator

Telephone: (909) 877-1577

FAX: (909) 877-0495

Commodities Exported: Fresh Avocado.

Brands: INDEX FRESH and AVOCAL.

Knouse Foods, Inc.

800 Peach Glen/Idaville Road

Peach Glen, PA 173750001

Contact: Linda Lehman
Export Sales Manager

Telephone: (717) 677-8181

FAX: (717) 677-7069

Commodities Exported: Apple products - applesauce, apple juice,
pie filling, vinegar, and apple specialty products.

Kona Pacific Farmers Cooperative

P.O. Box 626

Kealahou, HI 96750

Contact: Sotero Agoot, Jr.
General Manager

Telephone: (808) 328-2411

FAX: (808) 328-2414

Commodities Exported: Coffee.

Lake Country Storage Cooperative, Inc.

10529 Ridge Road
Wolcott, NY 14590

Contact: Bob Fletcher
General Manager

Telephone: (315) 594-8049

FM: (3 15) 594-8040

Commodities Exported: Apples.

Land O'Lakes, Inc.

P.O. Box 116
Minneapolis, MN 55440

Contact: John Bottger
V.P. Spreads\Specialty Products
Dairy Foods Operations

Telephone: (612) 48 1-2920

FAX: (6 12) 48 1-2255

Commodities Exported: Processed dairy products.

Land O'Lakes, Inc.

P.O. Box 64089
St. Paul, MN 55164-0089

Contact: Garrit Memelink

Telephone: (612) 451-5412

FAX: (612) 451-5407

Commodities Exported: Animal milk replacers and other feeds.
Seed - soybean and corn.

Brands: MaxiCare calf milk replacer and LitterMilk pig milk
replacer.

Loomis Fruit Growers Association

Box 505

Loomis, CA 95650

Contact: Randolph Hansen
General Manager

Telephone: (916) 652-725 1

Commodities Exported: Plums, pears, and persimmons.

Majestic Valley Produce

P.O. Box 658

Wenatchee, WA 98807

Contact: Gerry Jessup
Sales Manager

Telephone: (509) 663-8585

FAX: (509) 662-7091

Commodities Exported: Fresh apples, pears, apricots, and cherries.

(Cooperative marketing agent for Blue Star Growers Inc., Peshastin Fruit Growers Association, Skookum Inc., Oro Fruit Co., and Holt & Robinson)

Manson Growers Cooperative

Box 322

Manson, WA 98831

Contact: Buck Oden
Sales Manager

Telephone: (509) 687-3530

FAX: (509) 687-9657

Commodities Exported: Apples.

Mayflower Fruit Association

Box **308**
Exeter, CA 93221

Contact: William McMahon
Broker for Cooperative

Telephone: (209) 592-6245
FAX: (209) 592-6247

Commodities Exported: Treefruit and grapes.

Brands: Mayflower.

MBG Marketing

P.O. Drawer B
Grand Junction, MI 49056

Contact: Rodney Cook
Dir. of Operations

Telephone: (616) 434-679 1
FAX: (616) 434-6997

Commodities Exported: Fresh, frozen, individually quick frozen blueberries; purees, concentrates, and other custom processed blueberry products.

Brands: Great Lakes, Great Sunbelt, and Great American.

Mid-America Dairymen, Inc.

P.O. Box 1837
Springfield, MO 65801-1837

Contact: Daniel Williams
Vice President, Sales and Marketing

Telephone: (417) 865-7100
FM: (417) 865-8194

Commodities Exported: Sport Shake (non-refrigerated milkshake available in three flavors-chocolate, strawberry, and vanilla).

Midwest Agri-Commodities Co.

100 Tamal Plaza, Suite 180
Corte Madera, CA 94925

Contact: Chuck Hufford
President

Telephone: (415) 924-4633
(800) 2275185

FM: (415) 388-4209

Commodities Exported: Dried beet pulp pellets, beet molasses,
hay cubes, and compressed alfalfa bales.

Mountain Orchard Cooperative

P.O. Box 200
Aspers, PA 17304-0200

Contact: George M. Peters
Chief Executive Officer

Telephone: (717) 677-7155

FAX: (717) 677-9890

Commodities Exported: Fresh pack apples, pears, and peaches.

Mushroom Cooperative Canning Company

P.O. Box 389
Kennett Square, PA 19348

Contact: D. Newhard
Chief Executive Officer

Telephone: (215) 444-1400

FAX: (215) 444-9457

Commodities Exported: Canned mushrooms - whole, sliced, or
diced; frozen mushrooms - sliced and diced.

Naturipe **Berry** Growers
P.O. Box 1648
Watsonville, CA 95077

Contact: Craig Moriyama
Fresh Sales Manager

Telephone: (408) 722-3505
FAX: (408) 722-0231

Commodities Exported: Fresh and frozen strawberries and fresh kiwifruit.

Brands: Naturipe.

NOBA, Inc.
P.O. Box 607
Tiffin, OH 44883

Contact: Walter Oelfke
Export Manager

Telephone: (904) 454-3853
FAX: (904) 454-2089

Contact: Janet Eckelberry
Export Coordinator

Telephone: (419) 447-6262
FAX: (419) 447-6084

Contact: Ed Silba
Export Assistant

Telephone: (407) 348-4475
FAX: (407) 348-4475

Commodities Exported: Frozen bovine semen. (Also see listing for World-Wide Sires, Inc.)

Norbest, Inc.
P.O. Box 1000
Midvale, UT 84047-1000

Contact: **Robert Cluff**
Export Manager

Telephone: **(801) 5665656**
FM: **(801) 2552309**

Commodities Exported: Whole turkeys, turkey parts, and cooked turkey products.

NORPAC Foods, Inc.
P.O. Box 458
Stayton, OR 97383

Contact: **Mike Klock**
Industrial Sales Manager

Telephone: **(503) 635-9311**
FM: **(503) 635-7498**

Commodities Exported: Frozen foods - corn, vegetable blends, potatoes, fruits, and soups. Canned vegetables. Frozen pasta salads.

Ocala Breeder Sales Company
1701 Southwest 60th Avenue
Ocala, FL 34474

Contact: **Bob Gulick**
Director of Sales

Telephone: **(904) 237-2154**
FM: **(904) 237-3566**

Commodities Exported: Thoroughbred horses.

Ocean Spray Cranberries, Inc.

One Ocean Spray Drive
Lakeville/Middleboro, MA 02349

Contact: Warren Bowen
International Administration

Telephone: (508) 946-1000
FAX: (508) 946-7726

Commodities Exported: Cranberries and cranberry products.
Grapefruit and grapefruit products.

Oregon Cherry Growers

P.O. Box 439
The Dalles, OR 97058

Contact: Robert Thompson
President/CEO

Telephone: (503) 296-5487
FAX: (503) 296-2509

Commodities Exported: Cherries - fresh, frozen, brine, and
maraschino.

Pacific Coast Producers

P.O. Box 1600
Lodi, CA 95241-1600

Contact: Larry D. Clay
President

Telephone: (209) 367-8800
FAX: (209) 339-8815

Commodities Exported: Canned apricots, grapes, peaches, pears,
tomatoes, and fruit cocktail.

Pioneer Growers Cooperative

P.O. Box 490
Belle Glade, FL 33430

Contact: Gene Duff
Executive Vice President

Telephone: (407) 996-556 1
FAX: (407) 996-5703

Commodities Exported: Sweet corn, radishes, Chinese cabbage, celery, and carrots.

Plains Cooperative Oil Mill

P.O. Box 841
Lubbock, TX 794080841

Contact: Robert Lacy
Marketing

Telephone: (806) 747-3434
FAX: (806) 744-322 1

Commodities Exported: Cottonseed oil, meal, hulls, and cut liners. (Also see listing for Soy-Cot Sales, Inc.)

Plains Cotton Cooperative Association

P.O. Box 2827
Lubbock, TX 79408

Contact: David Stanford
Vice President, Marketing

Telephone: (806) 763-8011
FAX: (806) 762-7335

Commodities Exported: Cotton (also see listing for AMCOT).

Producers' Rice Mill
Box 46 1
Stuttgart, AR 72160

Contact: Marvin Baden
Vice President, Marketing and Sales

Telephone: (501) 673-4444
FAX: (501) 673-8131
TELEX: 536-455

Commodities Exported: Rice and related products.

Ranchers Cotton Oil
P.O. Box 2596
Fresno, CA 93745

Contact: Glen N. Janzen
President

Telephone: (209) 443-5270
FAX: (209) 443-5286

Commodities Exported: Cottonseed.

Regal Fruit Cooperative, Inc.
Box 528
Tonasket, WA 98855

Contact: Gerald L. Alumbaugh
General Manager

Telephone: (509) 486-2160
FM: (509) 486-4786

Commodities Exported: Apples and pears.

Rice Growers Association of California
PO. Box 958
Sacramento, CA 95812-0958

Contact: Bill Ludwig
Export Manager

Telephone: (916) 371-6941

FAX: (916) 372-7158

Commodities Exported: Rice.

Brands: Hinode, Hinode California Brown, Hinode Southern Recipe, Hinode Fiesta Recipe, Hinode California White, Hinode Harvest Blend, Hinode California Recipe, Hinode White & Wild, Silver Pearl, RGA, Kokusai, Kokusai Rose, Good Fortune, and Golden Pearl.

Riceland Foods, Inc.

PO. Box 927
Stuttgart, AR 72160

Contact: Carl Brothers
Senior Vice President, Marketing

Telephone: (501) 673-5202

FAX: (501) 673-5667

Commodities Exported: Rice, rice by-products, rice bran, rice flour, and related products. Soybean oils and shortenings, lecithin, and soybean by-products. Sorghum, Soft Red wheat, and corn.

Brands: Riceland and Chef Way

Saginaw Bay Potato Cooperative Inc.

385 West Cass Avenue

Munger, MI 48747

Contact: Irma Abbs
Manager

Telephone: (517) 892-0122

FAX: (517) 892-7333

Commodities Exported: Potatoes.

San Joaquin Valley Hay Growers Association

P.O. Box 1127

Tracy, CA 95378-1227

Contact: Melvin M. Coelho
Manager

Telephone: (209) 835-1622

FAX: (209) 835-0719

Commodities Exported: Alfalfa hay and alfalfa cubes.

Seald-Sweet Growers, Inc.

PO. Box 6152

Vero Beach, FL 32961

Contact: James B. McCranie
Executive Vice President, Marketing

Telephone: (407) 569-2334

FAX: (407) 562-9038

Commodities Exported: Fresh grapefruit and oranges.

Brands: Florigold and Seald Sweet.

SF Services, Inc.
P.O. Box 500
Madison, MS 39130

Contact: Robert Dixon
President

Telephone: (601) 856-2400
FAX: (601) 856-3979

Commodities Exported: Livestock and poultry feeds, fish and pet foods.

Sioux Honey Association
P.O. Box 388
Sioux City, IA 51102

Contact: Jim Powell
Export Manager

Telephone: (712) 258-0638
FAX: (712) 258-1322

Commodities Exported: Honey.
Brands: Sue Bee Honey.

Sire Power, Inc.
RR 2 Box 20
Tunkhannock, PA 18657

Contact: Fred Bowman
Export Sales Manager (Latin America)

Telephone: (717) 836-3168
FAX: (717) 836-1490

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Snokist Growers
P.O. Box 1587
Yakima, WA 98907

Contact: Truman Yeager
Vice President, Fresh Fruit Sales

Telephone: (509) 453-5631
FAX: (509) 457-6417
TELEX: 5101013254

Contact: Larry West
Vice President, Processed Fruit Sales

Telephone: (509) 453-4739
FAX: (509) 453-1620

Commodities Exported: Fresh apples, pears, and cherries (in season), pouch pack applesauce.

Southern States Cooperative, Inc.
P.O. Box 26234
Richmond, VA 23260

Contact: Tom Garnett
Vice President, International Sales

Telephone: (804) 281-7772
FAX: (804) 281-1383

Commodities Exported: Livestock, dairy and poultry feed, fertilizer, farm supplies, and seed.

**Southwestern Irrigated Cotton Growers Association
(SWIG)**

P.O. Box 1709
El Paso, TX 79949

Contact: Hans-Georg Kretschmer
Exec. Vice-President, Sales

Telephone: (915) 581-5441
FAX: (915) 581-4138
TELEX: 74-9434

Commodities Exported: Cotton and cottonseed (also see listing for AMCOT).

Soy-Cot Sales, Inc.

2590 E. Devon Avenue
Des Plaines, IL 60018

Contact: Ann M. Vicek
President

Telephone: (708) 297-4160
FAX: (708) 297-4166

Commodities Exported: PBSY (once-relined) cottonseed oil.
(Cooperative marketing agent for Plains Cooperative Oil Mill, Producers Cooperative Oil Mill, Valley Cooperative Oil Mill, and Yazoo Valley Oil Mill)

Staple Cotton Cooperative Association (STAPLCOTN)

P.O. Box 547

Greenwood, MS 38935

Contact: Meredith Allen
Vice President, Marketing
Michael Adams
Export Manager

Telephone: (601) 453-6231
FAX: (601) 453-5347

Commodities Exported: Cotton (also see listing for **AMCOT**).

Sun-Diamond Growers of California

5568 Gibraltar Drive

Pleasanton, CA 94588-8544

Contact: Thomas Leahy
Vice President, International Sales

Telephone: (510) 463-8200
FAX: (510) 463-7492

Commodities Exported: Raisins, prunes, dried figs, dried apricots, dried peaches, mixed fruit, pecans, hazelnuts, mixed nuts, and prune juice.

Sunkist Growers, Inc. - Fresh Overseas Exports

P.O. Box 7888

Van Nuys, CA 91409

Contact: Richard J. Mead
Director, Export Marketing

Telephone: (818) 986-4800
FAX: (818) 379-7143
TELEX: 651413

Commodities Exported: Fresh citrus.

Sunkist Growers, Inc. - Products Group

P.O. Box 3720

Ontario, CA 91761

Contact: Sidney L. Garrett
Export Sales Manager

Telephone: (909) 933-2085

FAX: (909) 395-5068

Contact: Ralph Carlson
Licensed Products Manager

Telephone: (909) 933-2022

FAX: (909) 391-4200

Commodities Exported: Fruit juices and drinks, concentrates, candies, fruit flavorings, and oils.

Swiss Valley Farms Company

P.O. Box 4493

Davenport, IA 52808

Contact: Donald L. Brick
Vice President, Manufacturing

Telephone: (319) 391-3341

FAX: (319) 391-7479

Commodities Exported: Whole whey, lactose, whey proteins, and Cheddar and Swiss cheese.

Texas Citrus Exchange

P.O. Box 793

Mission, TX 78572

Contact: Jack Carithers
Vice President, Fresh Fruit Sales

Joel K Wilsher
Senior Vice President

Telephone: (512) 585-8321

FAX: (512) 585-1617

Commodities Exported: Fresh oranges and grapefruit, citrus fruit concentrates, and single-strength citrus fruit juices.

Brands: Texas Star and Big Tex.

Tree Top, Inc.

P.O. Box 248

Selah, WA 98942

Contact: Eric Shetterly
Export Sales Manager

Telephone: (509) 697-7251

FAX: (509) 697-0421

Commodities Exported: Apple juice and cider, blended fruit juices, applesauce, frozen concentrates, evaporated and low-moisture apples, flake powder and apple fiber, and frozen apples.

Tri-State Breeders Cooperative

E 10890 Penny Lane

Baraboo, WI 53913

Contact: Bob Silveira
International Sales Manager

Telephone: (608) 356-8357

FAX: (608) 356-3903

Commodities Exported: Frozen bovine semen. (Also see listing for World-Wide Sires, Inc.)

Tri/Valley Growers/International

PO. Box 7114
San Francisco, CA 94120

Contact: Alan Elabd
Director, International Sales Division

Telephone: (415) 837-2565
FAX: (415) 837-3994

Commodities Exported: Canned peaches, fruit cocktail, pears, and other canned fruits. Complete line of tomato products, and fruit juices.

Brands: Tri Valley, Red Pack, Glorietta, Sacramento, and S&W Fine Foods.

Trout, **Inc.**
P.O. Box 669
Chelan, WA 98816

Contact: Ric Easley
Sales Manager

Telephone: (509) 682-2539
FAX: (509) 682-2651

Commodities Exported: Apples.

21st Century Genetics Cooperative
PO. Box 469
Shawano, WI 54166

Contact: Kyle Alexander
International Sales Manager

Telephone: (715) 526-2141
FAX: (715) 526-3219

Commodities Exported: Frozen bovine semen.
(Also see listing for World-Wide Sires, Inc.)

Virginia-Carolina Peanut Farmers Cooperative Assn.
P.O. Box 239
Franklin, VA 23851

Contact: Eddie Marks
General Manager

Telephone: (804) 569-9255
FAX: (804) 569-9557

Commodities Exported: Virginia shelled, in-shell, and seed peanuts.

Washington Rhubarb Growers Association
P.O. Box 887
Sumner, WA 98390

Contact: Judith J. Nichols
Manager

Telephone: (206) 863-7333
FAX: (206) 863-2775

Commodities Exported: Fresh and frozen rhubarb.

Watsonville Berry Cooperative
P.O. Box 825
Watsonville, CA 95077

Contact: Stuart Yamamoto
General Manager

Telephone: (408) 724-5601
FAX: (408) 761-0237

Commodities Exported: Strawberries.

Welch's, A Cooperative

2 South Portage Street
Westfield, NY 14787

Contact: Donald J. Ray
Marketing Manager, International

Telephone: (716) 326-3131
FM: (716) 326-5239

Commodities Exported: Grape and fruit juices (concentrates, bottles, and cans), sparkling grape juice, fruit drinks, and Welchade. Grape and strawberry jelly, jams, and preserves.

Winter Garden Citrus Products Cooperative

P.O. Box 770399
Winter Garden, FL 34777-0399

Contact: Gordon Hunt
Director of International Sales

Telephone: (407) 656-1000
FAX: (407) 656-1229

Commodities Exported: Frozen concentrated citrus juices and citrus by-products (bulk and retail pack concentrates). Single strength pasteurized orange juice.

Brands: Whole Sun and Sunshine State.

World-Wide Sires, Inc.

P.O. Box 149

Hanford, CA 93232

Contact: John W. Schouten
Vice President, Marketing and Sales

Telephone: (209) 584-9281

FM: (209) 584-2003

TWX: (910) 544-3235

Commodities Exported: Frozen bovine semen. (Cooperative marketing agent for Federated Genetics, KABSU, NOBA, Inc., Select Sires, Sire Power, Inc., Tri-State Breeders Cooperative, and 21st Century Genetics. Marketing agent in areas outside of the Americas.)

Yakima Valley Grape Producers, Inc.

P.O. Box 520

Grandview, WA 98930-0520

Contact: David Larson
Raw Products Manager

Telephone: (509) 882-1223

FAX: (509) 882-1580

Commodities Exported: Fruit juices and purees - grape, apple, pear, and blends (Juices supplied in single strength, concentrate, and frozen forms).

**U.S. Department of Agriculture
Rural Development Administration
Cooperative Services**

Ag Box **3200**

Washington, D.C. 20250-3200

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