

# Minnesota Crop Production Retailers



7500 Flying Cloud Drive  
Suite 900  
Eden Prairie, MN 55344  
Phone: 952.253.6244  
Fax: 952.835.4774  
[www.mcpr-cca.org](http://www.mcpr-cca.org)

Memo to: Minnesota Ag Wholesalers/Distributors

From: Craig Maurer, MCPR Board Chairman  
Bill Bond, MCPR Executive Director

RE: Direct to Farmer Sales and Dry Fertilizer Storage

Date: February 4, 2009

On behalf of the members of the Minnesota Crop Production Retailers, this memo is directed to you to express concern about a noticeable trend in our industry to sell dry fertilizer direct to the farmer producers. We understand fertilizer changes ownership between brokers and many times this allows for product to be sold direct. However, whenever fertilizer is distributed to an unpermitted facility we all know that Minnesota laws and rules are being violated and a potential environmental incident is created. The MCPR urges discretion in customer choices when fertilizer is sold. We know most of the direct market fertilizer is being stored in non-permitted buildings. The Minnesota Department of Agriculture (MDA) requires all facilities storing dry fertilizer to be permitted. These practices lower the integrity of our business by placing fertilizer in facilities with no safe guards. Should these non-permitted storage facilities be the source of an environmental issue, the ramifications will move well past just the broker and producer involved.

Complying with federal and state laws and regulation, retailers have made significant investments in buildings, permit requirements, and cement to provide the proper safe guards against this type of environmental concern. Retailers live and do business in the very communities they serve. These safeguards are important to the good will and professional image they need to maintain. Our industry must constantly be aware that the decisions we make today is the path we will follow in the future.

Distributed to:

Archer Daniels Midland Company  
4666 Faries Parkway  
Decatur, IL 62526

CF Industries Holdings, Inc.  
4 Parkway North, Suite 400  
Deerfield, IL 60015-2590

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

CHS-formerly Winona River & Rail  
1000 E 3rd Street  
Winona, MN 55987-4600

DeBruce Grain, Inc  
4100 N. Mulberry Drive  
Kansas City, MO 64116

Gavilon Fertilizer  
7632 County Rd. 101  
Shakopee, MN 55379

Hefty Seed Company  
47504 252<sup>nd</sup> Street  
Baltic, SD 57003

J.R. Simplot Company  
P.O. Box 27  
Boise, ID 83707

Koch Industries, Inc.  
P.O. Box 2256  
Wichita, KS 67201-2256

North Star Commodities  
Attn: Al Klice  
700 US Trust Building  
730 2nd Avenue South  
Minneapolis, MN 55402

Northern Ag Service, Inc.  
Attn: John Scabinger  
105 Armour Street -- PO Box 307  
West Union, IA 52175

Peevey Red Rock Terminal  
1061 Red Rock Road  
St. Paul, MN 55119

Quali-Trade  
512 Broadway St N  
Jordan, MN 55352-1339

Terra Industries Inc.  
600 Fourth Street  
Sioux City, Iowa 51101

---

The Mosaic Company  
Atria Corporate Center  
Suite E490  
3033 Campus Drive  
Plymouth, MN 55441