



FANCY QUALITY BUCKWHEAT AND WHEAT PRODUCTS

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Dear Grower:

Thank you for your interest in our buckwheat program this season. As you are undoubtedly aware, domestic stockpiles of all major commodities have been swelling as U.S. exports falter, fueled by a strong dollar and rising production by other countries.

The good news for last year's growers is the 2016 crop was a bumper crop. The not so good news for this year is, naturally, our inventory carryover will be high and our needs are limited for 2017. Our contract price for 2017 is \$24.75 per cwt. (\$29.75 per cwt. certified organic) and will be a **guaranteed full production** contract.

If you would like to contract with us, the following procedures will apply.

1. Actual contracts can only be obtained at the time you pick up and lease buckwheat seed.
2. The Birkett Mills contracts are 100% full production contracts at a guaranteed price of \$24.75 per cwt. for conventional or \$29.75 per cwt. for certified organic buckwheat.
3. The Birkett Mills' needs are limited and seed will be available on a first come, first served basis, starting May 4, 2017 at The Birkett Mills' Transloading Facility on 173 North Avenue, Penn Yan, NY, Monday through Friday, 8:00 AM until 3:00 PM, or on weekends by appointment (315-536-3311).
4. Buckwheat seed is \$28.50 per 50 lb. bag (\$33.50 organic) and must be paid for at the time of pick up. Because contracts usually go fast, it is a good idea to call and reserve your seed in advance. NOTE: SEED CAN BE RESERVED FOR A MAXIMUM OF FOURTEEN DAYS! If you do not pick up your seed within two weeks from the time you call, the seed may be sold to others. All seed purchased in advance must be taken in full; no partial lot of seed will be held or stored.

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Organic Contracts: If you are already a certified organic grower and would like to contract organic buckwheat with us, simply fill out a Certified Organic Contract when you pick up your certified seed. Please remember, that your land must be already certified organic. We have no details on what is required for organic certification of property; so if you are not currently certified organic, please contact your local extension agent for all organic certification information.

NOTE: All buckwheat harvested this season will be received again this year at our Hamilton Street Facility located at 118 Hamilton Street, Penn Yan, N.Y. 14527. Receiving hours will be Monday- Friday starting September 12th- October 31 at 7:30 AM with last arrival load accepted at 3:00 PM or by appointment (call 315-536-4112). After 10/31/17 please call for an appointment.

For further information about raising buckwheat, ask for our booklet entitled “Commercial Buckwheat Production in the Northeast,” which we’ll be happy to mail to you, or you may pick up at our transloading facility, or download online at www.hort.cornell.edu/bjorkman/lab/buck/guide/main.php.

Cornell University also offers two fact sheets on raising and harvesting buckwheat. You can find them at <http://nmssp.cals.cornell.edu/guidelines/factsheets.html>; click on fact sheets #50 & #51.

Thank you for your consideration.

Very truly yours,

THE BIRKETT MILLS

Cliff Orr

Cliff Orr

2017 BUCKWHEAT FULL PRODUCTION CONTRACT

We, The Birkett Mills, agree to purchase from you, the grower, all of the 2017 crop buckwheat grain grown from seed purchased from us under this contract for \$24.75 per cwt. delivered to **Penn Yan, NY.**

The following specifications, conditions, and procedures are to apply:

1. The Birkett Mills will lease and grower (lessee) must plant only Birkett's buckwheat seed. Grower will lease 50# of seed for every acre planted.
2. All buckwheat grain delivered to The Birkett Mills must comply with The Birkett Mills "Grades and Standards for Buckwheat Grain" (rev.01/17), as well as the following specifications:
 - a. Grade: Cool, sweet, milling quality grown from Birkett's buckwheat seed.
 - b. Subject to moisture discount after cleaning of 1% of the total weight for each ½% of moisture over 15% and a test weight discount of 1% for each ½% under 46 pounds per bushel. The Birkett Mills' moisture and test weight tests to apply. Glutinous grains- 1 whole/broken kernel per pound (450grams) Maximum, Soy Beans – 1 whole/broken bean per pound (450 grams.) Maximum.
3. Contracts must be completed at the time seed is purchased. The Birkett Mills will contract on a total production basis, all the 2017 buckwheat crop, which grower (seller) harvests from seed purchased. Contracts must be filled out in the name of the person selling.
4. THE GROWER SIGNING BELOW AGREES THAT THEY WILL NOT CONVEY, SHARE, OR TRANSFER TO ANY PLACE OR PERSON BUCKWEAT SEED PURCHASED OR GRAIN HARVESTED FROM THIS SEED TO ANYONE OTHER THAN THE BIRKETT MILLS OR ITS AUTHORIZED AFFILIATES.
5. The Birkett Mills will process and mail settlements within 14 days from the date that last load of grain is received.

By signing below I certify that I have read and completely understand the terms herein stated and I understand I am obligated to sell and deliver all the buckwheat grain actually harvested by 3/31/18.

PLEASE PRINT

SIGNED

The Birkett Mills

Grower

Representative

Date

Zip Code

Grower's E-

Phone Number

SAMPLE ONLY

Acres to Be Planted

Purchased

Grower Signature

Date

*NOTE: An email address is very helpful for The Birkett Mills to contact our growers with any news and/or harvest alerts that our growers may find beneficial. The Birkett Mills will not sell or otherwise share any grower's email address without their written permission.