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FANCY QUALITY BUCKWHEAT AND WHEAT PRODUCTS

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P.O. BOX 440
PENN YAN, N.Y. 14527

March 2019

Dear Grower:

Thank you for your interest in our buckwheat program this season. The demand for buckwheat products continues to be very strong and we are pleased to offer competitive pricing. With that being said, our inventory carry over remains high and we will not require as much grain as we have in prior years. The contract price for 2019 is \$23.50 per cwt. for conventional grain and \$29.75 per cwt. for certified organic buckwheat.

If you would like to contract with us, the following standards will apply:

- Contracts must be obtained at the time you pick up and lease buckwheat seed.
- The Birkett Mills contracts are 100% full production contracts at a guaranteed price of \$23.50 per cwt. for conventional or \$29.75 per cwt. for certified organic buckwheat.
- The Birkett Mills' needs are limited and seed will be available on a first come, first served basis starting May 6, 2019 at The Birkett Mills' Transloading Facility located at 224 North Avenue, Penn Yan, NY. Pickup is available Monday through Friday, 8:00 AM until 3:00 PM, or on weekends by appointment (315-536-3311).
- Conventional buckwheat seed is \$24.75 per 50 lb. bag and Organic buckwheat seed is \$29.75 per 50 lb. bag. Payment is required at the time of pickup.
- Because contracts usually go fast, we recommend that you call to reserve your seed in advance.
- Please note that seed can only be reserved for a maximum of 14 days. If the seed is not picked up within two weeks from the time of your 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.

The demand for organic buckwheat remains especially high. 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 already be certified organic. In addition, all organic growers must comply with Canadian Organic Regulations (COR). Be sure to check with your certifying Agency on what is required to be COR certified PRIOR to planting. We have no details on what is required for organic certification of your property. If you are not currently certified organic, please contact your local extension agent for all organic certification information.

All buckwheat harvested this season will be received again this year at our Hamilton Street Facility located at 118 Hamilton Street, Penn Yan, NY. Receiving hours will be Monday - Friday starting at 7:30 am and last arrival load accepted at 3 pm or by appointment. We will start receiving 2019 harvest buckwheat on Monday, September 9th through October 31st, 2019. After October 31st, 2019 please call 315-536-4112 to make an appointment.

For additional information about the best practices for growing buckwheat, please refer to our booklet entitled "*Commercial Buckwheat Production in the Northeast*." We'd be happy to mail you a copy if you'd like, otherwise hard copies will be available when you pick up seed. It is also available electronically 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://nmsp.cals.cornell.edu/guidelines/factsheets.html>; click on fact sheets #50 & #51.

Thank you for your consideration and we look forward to working with you!

All the best,

Brian McFetridge