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National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

Understanding the Buyers

There are 4 primary types of buyers that we focus on at CGA for grains. All buyers in our network focus on the no glyphosate, minimized spraying, minimized soluble nitrogen, and a strong commitment to soil health. In addition, each buyer group considers the following requirements:

- **Wholesale Buyers – millers, baker-millers, maltsters, distillers, bulk food shops**
 - **Description:** These buyers will purchase full lots of grains to mill, sell, malt, or distill.
 - **Product:** For all grain, buyers are looking for raw berries / kernels
 - **Cleaning Requirements:**
 - **For wholesalers requiring cleaning:** must be free of stones, dirt, weed seed, insects, and any off odors.
 - **For wholesale buyers not requiring cleaning:** bin run grain is ok
 - **Purchase Quantity:**
 - Bushel to truckload
 - **Ideal Test Weights¹:**
 - Wheat: 60 lb/bu
 - Barley: 48 lb/bu

¹ **Test weight** is the quantity (measured in mass or weight) of wheat that can be contained in a standard volume. The standard volume used in the U.S. is the bushel (32 quarts).

- Rye: 56 lb/bu
- Oats: 32 lb/bu
- **Falling Number² for Food Uses:**
 - **Wheat:** 200-400
 - **Barley:** >300
 - **Rye:** 100-250
- **Protein for Food Uses³:** there is some flexibility in this.
 - For milled products:
 - Bread Flour: 12-15%
 - All purpose: 9-12%
 - Pastry: 8-9%
 - Cake: 7-8%
 - For malting:
 - 9-11%
 - For distilling:
 - 9% or less
- **Wholesale Buyers – bakers, pasta makers, granola makers, restaurants**
 - **Description:** These buyers will purchase more processed grain ready to be made into value-added products
 - **Product:** Buyers are usually looking for flour, grits, or flaked grain
 - **Cleaning Requirements:**
 - **For wholesalers requiring cleaning:** must be free of stones, dirt, weed seed, insects, and any off odors.
 - **Purchase Quantity:**
 - 25-500#
 - **Other parameters are the same as for other wholesale buyers of food-grade grain**
- **Retail Buyers**
 - **Description:** Those working directly with household customers. Grain will need to be packaged and ready for sale
 - **Product:**
 - For wheat and rye, buyers will be looking for milled products.
 - For barley, malting should be considered.
 - For oats, flaked or rolled is the most sought after product.
 - **Cleaning:** Must be free of stones, dirt, weed seed, insects, and any off odors.
 - **Purchase Quantity:**

² **Falling Number** measures the amount of pre-harvest sprouting that occurs in the grain while on the stalk in the field.

³ Desired **protein** is highly dependent on end use. We recommend discussing desired protein with potential customers before selecting varieties



- 2# - 10#
- **Other parameters are the same as for wholesale buyers of food-grade grain**
- **Seed Buyers**
 - **Description:** Seed buyers often contract acres at the start of the season but may be looking to supplement. Some seed buyers have their own cleaning while some play more of a distribution role
 - **Product:** For all grain, buyers are looking for raw berries
 - **Drying requirement:** Temperature not to exceed 110 F
 - **Cleaning Requirements:**
 - **For those requiring cleaning:** must be free of stones, dirt, weed seed, insects, and any off odors.
 - **For buyers not requiring cleaning:** bin run grain
 - **Purity & Germination:**
 - These are the most important requirement for seed buyers. They will want to ensure the quality of the product they resell
 - Inspection Agents will need to inspect your product and visit your facility.
 - VA Crop Improvement Association publishes detailed standards for each grain: <http://www.virginiacrop.org/>
 - Seed Purity Standard Table:

Factor	Standards
Pure Seed (minimum)	
Wheat, Barley	99%
Oats, Rye	98%
Inert Matter (maximum)	
Wheat, Barley, Triticale	1.0%
Oats, Rye	2.0%
Germination	
Barley, Oats	90%
Wheat, Rye	85%

- **Feed Buyers**
 - **Description:** Feed buyers can range from your neighbor to a feed dealer. Contract requirements may vary.
 - **Product:** For all grain, buyers are looking for raw berries / kernels



- **Cleaning Requirements:**
 - **For those requiring cleaning:** can contain some impurities
 - **For buyers not requiring cleaning:** bin run grain is ok
- **DON⁴:**
 - **Feed Uses:**
 - 5 ppm for swine, not to exceed 20% of diet
 - 10 ppm for ruminating beef cattle and poultry, not to exceed 50% of diet
- **Falling Number⁵:** Sprouted grain is still suitable for feed, so check with your buyer.

⁴ **DON or Deoxynivalenol**, also referred to as vomitoxin, is a substance that is toxic to humans and animals at certain levels and is regulated by the FDA; the limit for human consumption is 1 part per million. DON can be produced in grain infected with the fungal pathogen *Fusarium graminearum*. Wheat, barley, and rye crops in the mid-atlantic are at high risk for infection by *Fusarium* due to our humid climate.

⁵ **Falling Number** measures the amount of pre-harvest sprouting that occurs in the grain while on the stalk in the field.



2022 Example Price Comparisons

Crop (lbs/Bu)	Commodity Price *USDA AMS for VA 1/11 ** <u>Bin-run</u>	Organic Commodity Price *USDA AMS for USA 12/15 ** <u>Bin-run</u>	CGA Processor VA Price *Organic and conventional ** <u>Cleaned</u>	CGA Processor MD Price *Organic ** <u>Bin-run</u>	Wholesale Price *DC Metro ** <u>Cleaned</u>	Retail Price *DC Metro Direct ** <u>Cleaned</u>
Wheat (60)	\$8.70	\$14.25	\$36-54 (\$60)	\$22.80	\$58.80-\$92.40	\$108-\$480
Corn (56)	\$6.51	\$9.75	\$28-\$84	\$32.50	\$84-\$100.80	\$100.80-\$280
Buckwheat (50)	n/a	n/a	\$26-\$34.40	\$26.00	\$110-\$180	\$200-\$350
Rye (56)	n/a	n/a	\$33.60-\$56	\$32.50	\$60.48-\$112	\$100.80-\$280



For more info on CGA visit: commongrainalliance.org
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