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Michigan Agricultural Commodities Merchandising Services

MAC buys, sells and trades agricultural commodities, specifically: soybeans, corn, wheat, oats, rye, barley, feed, fertilizer, salvage grains, feed ingredients and other grains.

We pride ourselves in "working outside the box," seeking out new products, services, markets and operating methods for what we do.

Each of our elevators buys grains directly from local farmers. In addition, our location in Middleton offers custom application services and sells fertilizer, chemicals, seed, feed and other input supplies.

It's in our Lansing headquarters that we keep our finger on the pulse of the market. Here our centralized merchandising department actively trades not only in Michigan, but throughout the eastern United States and Canada.

Central Merchandising supplies buyers in quantities as low as a truckload to as much as multiple 65-car trains, and sells to:

- Grain processors, including Nabisco, Kraft and milling companies that supply such food processing giants as Kellogg.
- Feed processors, supplying animal feed grains for household names like Tyson, Purdue Farms and Smithfield Foods.
- Exporters, such as soybean exporter Cargill, ADM, and The Andersons.

Central Merchandising also complements MAC's salvage service through the purchase and selling of rejected grains, feed ingredients, fertilizer and related agricultural products. Our traders know the markets that can turn your potential loss into a profit.

Our promise to you: We take the extra steps necessary to provide you with the market information, convenience, availability, timeliness and first-class facilities you expect from your trading partner.

Salvage Services

MAC is expert in the recovery of damaged grains resulting from spills, natural calamities or mechanical mishaps. Our specialized vaculator system handles this often overwhelming job fast and effectively.

We can help you minimize loss by finding alternative markets for damaged grains. We are knowledgeable in the purchase and selling of rejected grains, feed ingredients, fertilizers and related agricultural products.

Transportation and Transfer Services

Because MAC deals only in agricultural commodities, we are uniquely familiar with the special handling requirements of these products – handling that can make the difference in delivering product on time and in prime condition.

MAC contracts with transportation professionals for any agricultural commodity. Our specialized semi-trailers and other vehicles include: hopper bottoms, hydraulic dumps, flat beds with sides, vans, refrigerated units and rail hoppers.

Additionally, our vaculator services are available for transferring products. The vaculator is an efficient system for removing grain from storage bins when normal transfer methods are not an option.

Consulting Services

Damage reduction and recovery:

- Government agencies, public utility companies and private firms rely on our estimates in such situations as losses on insured products or FDA seized grain.
- Insurance firms count on MAC for comprehensive, documented price information for accurate evaluation of claims.
- We offer expert salvaging of damaged products and are knowledgeable in the purchase and selling of rejected grains, feed ingredients, fertilizers and related agricultural products.

Timely, accurate information

- MAC staff attend seminars and training sessions to increase their knowledge and keep on top of changes.
- We understand contract deliveries. Basic contracting and hedging information. We can provide you with estimated cash grain prices one year in advance.
- We can provide updates of grades and discounts and their effect on you.

Introductory broker services:

- We provide introductory broker services for futures and options.
- MAC welcomes calls about the status of the market and provides instantaneous quotes during the Chicago Board of Trade hours.

MAC Grain Elevator Operations

Michigan Agricultural Commodities (MAC) began operations in 1976 and offers a combined total of over 100 years of industry experience. Each of our grain elevators are staffed by a facility manager, office manager/accountant, and a merchandiser.

MAC handles approximately 28 million bushels of grain annually in the United States at our facilities in:

Newaygo, Michigan

- Location: Northwest Michigan, approx. 40 miles north of Grand Rapids
- Storage capacity: 2,900,000 bushels, primarily corn, wheat and soybeans
- Direct rail access: CSXT (65 car train loading)

Middleton, Michigan

- Location: Central Michigan, approx. 40 miles north of Lansing
- Storage capacity: 1,950,000 bushels, primarily corn, soybeans and wheat
- Direct rail access:
 - CSXT Annpere (65 car train loading)
 - NS Toledo (50 car train loading)
 - GTW Durand (15 car train loading)
- Full service retail outlet of bulk fertilizer, seed, feed, chemicals and tillage tools

Brown City, Michigan

- Location: Michigan's Central Thumb
- Storage capacity: 1,200,000 bushels, primarily corn, soybeans and wheat
- Direct rail access: CSXT Saginaw (65 car train loading)
- Ability to store bulk materials other than grain

Blissfield, Michigan

- Location: Southeast Michigan, approx. 20 miles northwest of Toledo, Ohio
- Storage capacity: 3,000,000 bushels, primarily corn, soybeans and wheat
- Direct rail access:
 - CSXT Hamler (65 car train loading)
 - NS (50 car train loading)
 - GTW Riga (15 car train loading)

Jasper, Michigan

- Location: Southeast Michigan, approx. 25 miles northwest of Toledo, Ohio
- Storage capacity: 1,000,000 bushels, primarily corn, soybeans, wheat and rye
- Truck loading
- Rye processor for seed
- Bagging and cleaning capabilities

Marlette, Michigan

- Location: Michigan's central thumb region
- Storage capacity: 2,600,000 bushels, primarily corn, soybeans and wheat
- Direct rail access: CSXT Saginaw (65 car train loading)

London Agricultural Commodities Services and Facilities

London Agricultural Commodities (LAC), a wholly-owned subsidiary of Michigan Agricultural Commodities, was established in 1985 to serve as a MAC trading partner. This "Canadian Connection" provides first-hand information of the Canadian commodities market, enhances MAC's response to both supply and demand issues and the fluctuating exchange rate environment.



The LAC merchandising office in London, Ontario, trades: Soybeans, corn, wheat, oats, rye, barley, feed, fertilizer, salvage grains, feed ingredients and other grains. Our LAC staff offers over 100 years of industry experience.

LAC Grain Elevator Operations

LAC handles approximately 25 million bushels of grain annually in Canada through our offices in London and at our facilities in:

Thamesville, Ontario

- Location: Southwest Ontario
- Storage capacity: 800,000 bushels, primarily corn, wheat and soybeans
- Direct rail access:
 - CSXT Chatham (15 car train loading)
 - NS Chatham (15 car train loading)
 - CPR Thamesville (15 car train loading)

Tupperville, Ontario

- Location: Southwest Ontario
- Storage capacity: 1,100,000 bushels, primarily corn, wheat and soybeans
- Direct rail access: CSXT (3 car train loading)

Seaforth, Ontario

- Location: Southwest Ontario
- Storage capacity: 110,000
- Direct rail access: CSXT (3 car train loading)

