



Reserve Your Ad Space Now in the.....

# PACIFIC SOUTHWEST DIRECTORY

Be Seen in the 2012 Edition of the Pacific Southwest Directory  
Read by over 1,200 key personnel involved in the grain & feed industry

## CONTENTS

- Listings for both member and nonmember firms engaged in the feed, seed, grain & feeding industries in the five-state area of the Pacific Southwest
- Affiliated Organizations
- Federal/State Officials
- Other Useful Information
- Buyers Guide
- CGFA By Laws

The listings will provide the following information: city, county, firm name, address, zip code, phone number, FAX number, 800 number, Email address, Website, type of business and key company personnel. You will also receive a free link from the CGFA website to your webpage.

## CIRCULATION

The Pacific Southwest Directory has a circulation of 1,000 members, nonmembers and allied industry representatives throughout the United States.

## AD DEADLINE - JANUARY 5, 2012

## PAYMENT

Advertisers will be billed after the Directory is published or you may pay at the time of your order.

## SPECIFICATIONS

Publication size: 5-1/4" wide, 8-1/2" high.

Ad Sizes:

Full page: 4-1/2" wide, 7-1/2" high.

Half page: 4-1/2" wide, 3-1/2" high.

Half-tone screen: 133

Printing: Camera ready art is acceptable and preferred. (.pdf) Electronic ads may be emailed to dboggs@cgfa.org. If you send electronic copy -- all links and fonts MUST be embedded in the file. Preferred space: Position can be requested. Every attempt will be made to accommodate your position request, however, final placement is at the discretion of the editor.

## COMMISSION

Agency commission: 15% is paid within 30 days of billing date; discount does not apply to typesetting, layout and/or camera work required.

## COLOR ADS AVAILABLE UPON REQUEST

For the 2012 Directory there are limited color advertisement spaces available on the **tab sections** in the directory. If you are interested please call the office.

## ADDITIONAL CHARGES

Additional charges will apply for typesetting, layout and/or camera work, if required.

## BUYERS GUIDE

Category listings are included with your ad.

\*NOTE - In order to be listed in the "Where to Buy Guide", you must select category (ies) that pertain to your company located on the back of this brochure.

## DIRECTORY COPIES

Current directory prices:

Advertiser..... One free

Extra copies to Advertiser if

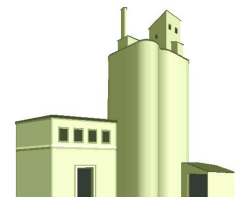
ordered when placing ad..... \$20 ea.

\*Regular price to Members..... \$25 ea.

\*Regular price to Nonmembers..... \$60 ea.

\* Regular price subject to change plus postage

(Postage is \$5.00)



# INSERTION ORDER FORM

**PLEASE PRINT OR TYPE:**

Advertiser's Company Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact \_\_\_\_\_ Telephone \_\_\_\_\_

**COMPLETE AGENCY SECTION BELOW ONLY IF AD AGENCY WILL BE FURNISHING MATERIALS:**

Agency \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact \_\_\_\_\_ Telephone \_\_\_\_\_

**PLEASE CHECK THE FOLLOWING:**

- New Ad
- Repeat our 2011 ad (in Black & White)
- Repeat our 2011 ad with changes (in Black & White)
- Materials enclosed
- Materials to come under separate cover

**ADDITIONAL DIRECTORIES:**

\_\_\_\_\_ Additional copies at \$20 ea.

**PLEASE CHECK APPLICABLE ITEMS:**

- Full page, B&W ..... \$350
- Half page, B&W ..... \$250
- Full page, Color on Tab (10 available).....\$475
- Inside Front Cover ..... \$500
- Inside Back Cover..... \$500
- Outside Front Cover ..... \$725
- Outside Back Cover ..... \$725



**\*FOR BEST RESULTS PLEASE SEND A NEW AD !**

The cost of advertisement includes a free web link from the CGFA website to your company webpage. Please be sure to include your website address: \_\_\_\_\_

*Cover positions offered to previous year's holder - available on first turndown basis.  
Be sure to select categories in the "Where to Buy Guide" on reverse side.*

**Return Ad Materials by January 5, 2012 to:**  
California Grain & Feed Assn.  
1521 I Street, Sacramento, CA 95814  
Ph: (916) 441-2272 ~ Fax: (916) 446-1063

## ~ Where To Buy Guide ~

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Aeration Equipment<br><input type="checkbox"/> Agricultural Consulting<br><input type="checkbox"/> Alfalfa Dehydrators Hay & Straw Products<br><input type="checkbox"/> Associations<br><input type="checkbox"/> Bags<br><input type="checkbox"/> Bag Closing Equipment<br><input type="checkbox"/> Bin & Rail Car Vibrators<br><input type="checkbox"/> Bucket Elevators<br><input type="checkbox"/> Building-Designers, Engineers & Contractors<br><input type="checkbox"/> Bulk Grain Storage<br><input type="checkbox"/> Bulk Handling Equipment<br><input type="checkbox"/> Commodity Brokers<br><input type="checkbox"/> Dryer Control<br><input type="checkbox"/> Dust Collector<br><input type="checkbox"/> Elevator Bolts & Buckets<br><input type="checkbox"/> Exporters<br><input type="checkbox"/> Feed Additive -<br>Medication & Animal Health Products<br><input type="checkbox"/> Feed Ingredients & Feedstuffs<br><input type="checkbox"/> Feed Manufacturers & Wholesalers<br><input type="checkbox"/> Flour Miller | <input type="checkbox"/> Grain Conditioners<br><input type="checkbox"/> Grain Conveyors-Drag Screws<br><input type="checkbox"/> Grain Dryers<br><input type="checkbox"/> Grain Processors<br><input type="checkbox"/> Grain & Seed Cleaners<br><input type="checkbox"/> Grain Storage<br><input type="checkbox"/> Hydraulic Ram Equipment<br><input type="checkbox"/> Insurance<br><input type="checkbox"/> Laboratories<br><input type="checkbox"/> Level Controls/Monitors<br><input type="checkbox"/> Liners<br><input type="checkbox"/> Maintenance/Testing<br><input type="checkbox"/> Magnets<br><input type="checkbox"/> Management Consulting<br><input type="checkbox"/> Merchants<br><input type="checkbox"/> Mill Equipment<br><input type="checkbox"/> Mineral Mixers<br><input type="checkbox"/> Moisture Management Systems<br><input type="checkbox"/> Mold Inhibitors<br><input type="checkbox"/> Nutritional Consultants<br><input type="checkbox"/> Oyster Shell | <input type="checkbox"/> Painting & Sandblasting<br><input type="checkbox"/> Pet Food Manufacturers<br><input type="checkbox"/> Pollution Control Equipment<br><input type="checkbox"/> Railroads<br><input type="checkbox"/> Railroad Construction<br><input type="checkbox"/> Railroad Maintenance & Materials<br><input type="checkbox"/> Research<br><input type="checkbox"/> Rolls & Roll Corrugating<br><input type="checkbox"/> Roller Mills<br><input type="checkbox"/> Roofing<br><input type="checkbox"/> Rotary Airlocks/Valves<br><input type="checkbox"/> Salt<br><input type="checkbox"/> Seed<br><input type="checkbox"/> Sign Designing/Painting<br><input type="checkbox"/> Steel Bin & Tank. Mfg.<br><input type="checkbox"/> Truck & Trailer Mfg.<br><input type="checkbox"/> Trucking<br><input type="checkbox"/> Unit Train Offloading<br><input type="checkbox"/> Used Mill Equipment<br><input type="checkbox"/> Waterproofing<br><input type="checkbox"/> Weighing & Measurement Devices |
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\*NOTE - In order to be listed in the "Where to Buy Guide", you must select category (ies) that pertain to your company.

**Return This Insertion Order To:**

California Grain & Feed Association: 1521 I Street, Sacramento, CA 95814

**Ad Copy Deadline Date January 5, 2012**

### 2011 DIRECTORY ADVERTISER'S INDEX

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|---|---|--|
| ADM<br>Alternative Machine Works<br>Andritz Feed & Biofuel<br>Associated Feed & Supply<br>Baker Commodities<br>Balchem Corp.<br>Ball Sales & Engineering Corp.<br>Barkley Seed, Inc<br>BioTech Associates Ltd., Inc.<br>Bunge North America<br>Cal By-Products<br>California Agri Inspection<br>California Mill Equipment Company<br>Canamer International Inc.<br>Cargill Animal Nutrition<br>Cereal Food Processors, Inc.<br>Conestoga-Rovers & Associates<br>Crisp Warehouse<br>Denton Inc.<br>El Toro Export, LLC<br>Evonik Degussa Corp.<br>FC Stone<br>Foster Commodities | Grain Processing Corp.<br>H & H Engineering Construction, Inc.<br>HP Commodities<br>High Desert Craftsmen<br>IGM<br>InterWest Insurance Services Inc.<br>J.D. Heiskell & Co., Inc.<br>J G Boswell Co.<br>Jerico Products, Inc.<br>Kings Valley Industries, Inc.<br>Laughlin Cartrell, Inc.<br>Maxi-Lift Inc.<br>Midwest Paint Service, Inc.<br>Mill & Elevator Supply/Rubber Belting & Hose<br>Mo-Ag<br>National Grain & Feed Association<br>Nebraska Corn Board<br>Novus International, Inc.<br>Nutrius LLC<br>P & F Metals<br>PCS Sales<br>Pacific Elements<br>Penny-Newman Grain Co., Inc. | Poet Nutrition<br>Premier Magnesia LLC<br>R.F. MacDonald Company<br>Rood & Dax<br>Schlagel, Inc.<br>Screw Conveyor Corp.<br>Seley & Company<br>Simplot Agribusiness<br>Star Milling<br>The Stuart Company<br>Tapco Inc.<br>TPi<br>Universal Industries, Inc.<br>V-V Enterprises<br>VSI<br>Vogel Sales Engineering<br>Wagner Machine<br>Walinga USA Inc.<br>Wilbur Ellis Co.<br>Wilkey Sheet Metal, Inc.<br>William C. Loughlin & Co. |
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