

Note: This is a reference cited in *AP 42, Compilation of Air Pollutant Emission Factors, Volume I Stationary Point and Area Sources*. AP42 is located on the EPA web site at [www.epa.gov/ttn/chief/ap42/](http://www.epa.gov/ttn/chief/ap42/)

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## **Background Report Reference**

**AP-42 Section Number:** 9.10.1.2

**Background Chapter:** 2

**Reference Number:** 3

**Title:** Directory of American Beet Sugar  
Companies

United States Beet Sugar Association

United States Beet Sugar Association

1997

# DIRECTORY

## 1997

AP-42 Section 9.10.1.2

Reference

Report Sect. 2

Reference 3

## American Beet Sugar Companies

Published by  
the United States  
Beet Sugar Association



# American Beet Sugar Companies

1997

## Contents

Foreword .....	1
About the Association .....	2
Industry Data .....	3
Beet Sugar Companies in the United States .....	12



# The United States Beet Sugar Association

The Association maintains offices at:  
1156 Fifteenth Street, N.W., Suite 1010  
Washington, DC 20005  
Telephone: (202) 296-4820  
(800) 872-0127  
FAX: (202) 331-2065

Where it is represented by:

Van R. Olsen  
President

James W. Johnson, Jr.  
Vice President

Trustees of the Association are:

Allan M. Lipman, Jr.\*  
President & Chief Executive Officer  
**Amalgamated Sugar Company LLC**

Daniel J. McCarty  
President & Chief Executive Officer  
**American Crystal Sugar Company**

David H. Roche  
President  
**Great Lakes Sugar Company**  
**Michigan Sugar Company**

Roger W. Hill  
President & Chief Executive Officer  
**Holly Sugar Corporation**  
**Spreckels Sugar Company**

Larry D. Steward  
President & Chief Executive Officer  
**Minn-Dak Farmers Cooperative**

Robert L. Hetzler  
President & Chief Executive Officer  
**Monitor Sugar Company**

Alan Ritacco  
President & Chief Executive Officer  
**Southern Minnesota Beet Sugar Cooperative**

Thomas F. Chandler  
President  
**Western Sugar Company**

\*Vice President, U.S. Beet Sugar Association

## Foreword

The publication of this directory of American beet sugar companies was delayed by the fact changes in the industry's senior executive ranks have been taking place with some frequency, and even changes in the internal structure of several companies have occurred.

We go to press now at least semi-confident this directory will remain an accurate, up-to-date resource for some time, but also recognizing that change is a constant factor in this country's beet sugar processing industry.

Significant changes also have taken place in the nation's sugar policy, as evidenced in the seven-year omnibus farm legislation approved by the U.S. Congress in 1996. Enactment of the 1996 farm bill brought about dramatic sugar policy reforms, such as elimination of domestic marketing controls — a move that will reduce government involvement in the commerce of sugar. The level of import access to the U.S. sugar market by foreign suppliers effectively was increased 20 percent, and the downside safety net on domestic producer prices was removed whenever this higher level of imports is not realized. The basic, government loan rate for sugar, which had remained constant for more than a decade, was reduced by the imposition of a one-cent-per-pound penalty should sugar under loan be forfeited to government ownership. Meanwhile, the marketing assessment, a special tax on sales of domestically-produced sugar, was increased 25 percent.

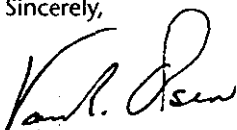
Within a few months of its enactment, the new law was contested legislatively by sugar policy antagonists and indications are these challenges will continue.

How unilateral adoption of these reforms in U.S. sugar policy plays out, as negotiators embark on yet another round of international trade liberalization talks, will present even more challenges in the years ahead.

The men and women listed on the following pages will continue to provide the leadership to meet these tests and, at the same time, manage their companies in a manner that will continue to assure U.S. consumers an abundant supply of sugar at a fair and reasonable price.

We are proud to be associated with them.

Sincerely,



Van R. Olsen  
President

## About the Association

The United States Beet Sugar Association traces its roots to 1892, when representatives of this nation's beet sugar processors met in San Francisco and established an organization known as the *American Beet Sugar Processors' Association*. In 1911, industry leaders formed a new group called the *United States Beet Sugar Industry* and, in 1914, the organization was incorporated as the *United States Sugar Manufacturers Association*. The Association adopted its present name in 1926.

Membership is limited to processors of beet sugar in the United States, and all firms that are qualified are currently members of the Association.

A senior executive from each member firm makes up the board of Trustees which oversees the Association's activities.

Association President Van R. Olsen joined the organization in 1975, and was elected to his current post in 1991. James W. Johnson has been with the Association since 1989, and was named Vice President in 1991.

Under its articles of incorporation, the Association's expressed purposes include:

- the collection and distribution of authentic information concerning the sugar industry...
- encouraging the interchange of ideas...
- promoting the honorable, economical, efficient and useful conduct of the beet sugar industry in the United States.

The Association represents the industry before the legislative and executive branches of the Federal Government and monitors related activities in the Nation's Capitol. It communicates to its membership — as well as to the general public — concerning events and issues appropriate to the Association's founding mission, and helps coordinate activities of mutual interest with other segments of the domestic sugar and sweetener producing industry as well as other general agri-business and farm commodity groups.

Public inquiries about the domestic beet sugar processing industry are invited.

U.S. Beet Sugar Association  
1156 Fifteenth Street, N.W.  
Suite 1019  
Washington, DC 20005

(202) 296-4820  
(800) 872-0127  
FAX: (202) 331-2065

# Beet Sugar Production in the United States 1950-1996

Crop Year	Production	
	CWT Refined	Short Tons, Raw Value
1950	37,709,845	2,017,477
1951	28,824,415	1,542,106
1952	28,418,200	1,520,374
1953	35,017,816	1,873,453
1954	37,358,899	1,998,701
1955	32,321,735	1,729,200
1956	36,855,735	1,971,782
1957	41,359,789	2,212,748
1958	41,383,474	2,214,016
1959	43,035,831	2,302,417
1960	46,266,559	2,475,261
1961	45,279,847	2,422,472
1962	48,567,912	2,598,383
1963	57,831,880	3,094,006
1964	62,095,571	3,322,113
1965	52,857,258	2,827,863
1966	53,293,073	2,851,179
1967	50,242,317	2,687,964
1968	65,599,874	3,509,593
1969	63,464,106	3,395,330
1970	63,612,573	3,403,273
1971	65,749,806	3,517,615
1972	67,866,126	3,630,838
1973	60,106,952	3,215,722
1974	56,174,467	3,005,334
1975	75,121,479	4,018,999
1976	72,999,041	3,905,449
1977	58,102,542	3,108,486
1978	61,480,000	3,246,073
1979	53,813,084	2,879,000
1980	58,859,813	3,149,000
1981	63,327,102	3,388,000
1982	51,155,888	2,736,840
1983	50,448,998	2,699,000
1984	54,299,065	2,905,000
1985	56,074,766	3,000,000
1986	63,853,280	3,416,150
1987	74,728,972	3,998,000
1988	65,551,402	3,507,000
1989	64,336,449	3,442,000
1990	71,813,084	3,842,000
1991	69,700,935	3,729,000
1992	81,981,308	4,386,000
1993	75,644,860	4,047,000
1994	83,981,308	4,493,000
1995*	73,196,262	3,916,000
1996**	74,766,355	4,000,000

\*Estimate

\*\*Forecast

Source: U.S. Department of Agriculture

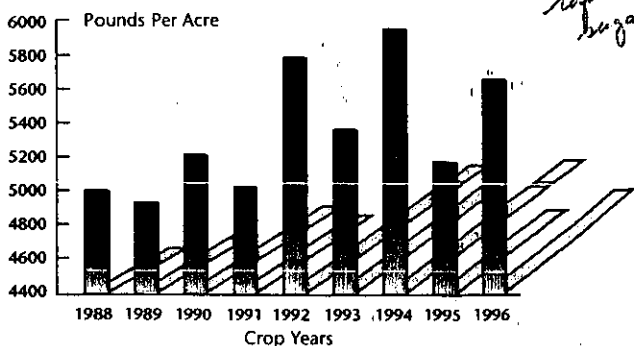
# Beet Sugar Production in the United States 1965-1996

Crop Year	Per Acre Yields	
	Short Tons Raw Value	Pounds of Refined Sugar
1965	2.27	4,243
1966	2.46	4,598
1967	2.37	4,430
1968	2.42	4,523
1969	2.22	4,150
1970	2.43	4,542
1971	2.65	4,953
1972	2.74	5,121
1973	2.65	4,953
1974	2.40	4,495
1975	2.65	4,953
1976	2.64	4,931
1977	2.56	4,777
1978	2.59	4,844
1979	2.57	4,804
1980	2.65	4,953
1981	2.76	5,134
1982	2.67	4,966
1983	2.56	4,786
1984	2.65	5,953
1985	2.72	5,084
1986	2.87	5,364
1987	3.19	5,963
1988	2.70	5,047
1989	2.66	4,972
1990	2.79	5,215
1991	2.68	5,009
1992	3.10	5,794
1993	2.87	5,364
1994	3.17	5,925
1995*	2.78 <i>5560</i>	5,196
1996**	3.02	5,652

$$(5,196)(1420.1 \times 10^3) \left(\frac{1}{2000}\right) =$$

## Pounds of Refined Beet Sugar Produced Per Acre 1988-1996

*3,689,000  
Tons of  
refined  
sugar*



\*Estimate

\*\*Forecast

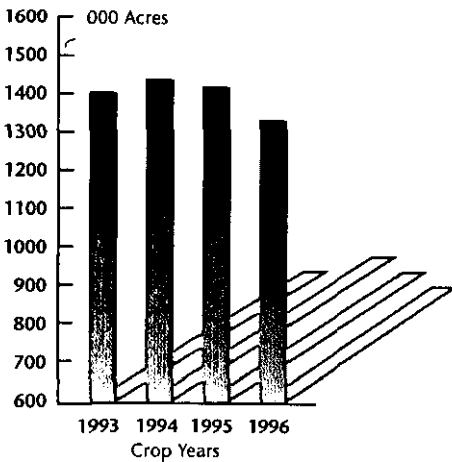
Source: U.S. Department of Agriculture



## Sugarbeets: Acreage Harvested by States 1993-1996

State	1,000 Acres			
	1993	1994	1995	1996
California	136.0	141.0	114.0	82.0
Colorado	40.0	43.2	41.1	51.1
Idaho	204.0	201.0	197.0	184.0
Michigan	187.0	187.0	188.0	130.0
Minnesota	379.0	411.0	420.0	438.0
Montana	54.1	54.0	55.5	57.5
Nebraska	79.6	74.1	72.3	51.2
New Mexico	***	***	***	0.9
North Dakota	190.9	201.5	204.2	225.3
Ohio	17.5	16.0	15.3	4.2
Oregon	15.2	16.4	17.8	16.3
Texas	39.2	24.5	19.3	12.6
Washington	***	***	***	13.0
Wyoming	64.4	61.3	61.5	56.8
Other***	2.5	12.0	14.1	—
United States	1,409.4	1,443.0	1,420.1	1,322.9

## Sugarbeets: Acreage Harvested Crop Years 1993-1996



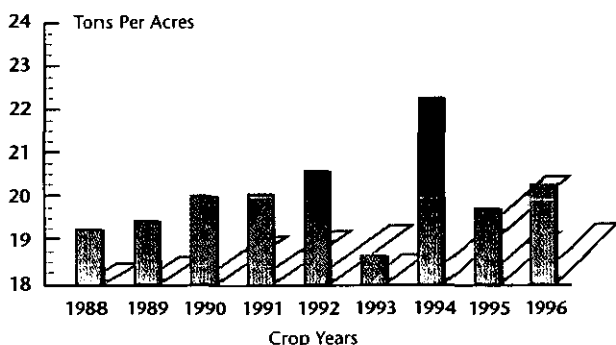
\*\*\*Includes New Mexico and Washington prior to 1996

Source: U.S. Department of Agriculture

## Yields Per Harvested Acre by States 1993-1996

State	Tons of Sugarbeets			
	1993	1994	1995	1996
California	26.0	28.0	28.0	29.5
Colorado	23.1	21.9	17.4	20.2
Idaho	23.2	27.9	24.0	24.7
Michigan	17.0	16.2	15.8	15.1
Minnesota	14.1	20.6	17.7	18.2
Montana	21.6	24.2	21.5	22.6
Nebraska	18.5	20.3	16.4	17.8
New Mexico	***	***	***	30.0
North Dakota	16.3	21.2	19.2	18.7
Ohio	12.1	16.5	15.0	18.8
Oregon	24.5	27.8	22.7	25.4
Texas	21.0	20.3	18.2	19.2
Washington	***	***	***	35.2
Wyoming	19.7	18.0	20.3	17.5
Other***	41.2	37.7	34.3	—
United States	18.6	22.1	19.8	20.1

## Sugarbeets: Tons Per Harvested Acre Crop Years: 1988-1996



\*\*\*Includes New Mexico and Washington prior to 1996

Source: U.S. Department of Agriculture. Relates to year of intended harvest except for over wintered spring planted beets in California.

## Sugarbeets: Harvested Acreage and Yield Per Harvested Acre in the United States

Crop Year	Harvested Acres (1,000)	Yield Per Harvested Acre (Tons)
1900	132	6.4
1920	872	9.8
1940	914	13.4
1960	962	17.3
1963	1,249	18.7
1964	1,393	17.0
1965	1,240	16.5
1966	1,161	17.6
1967	1,136	17.2
1968	1,442	17.8
1969	1,563	18.4
1970	1,367	18.5
1971	1,325	20.3
1972	1,329	21.3
1973	1,217	20.2
1974	1,213	18.2
1975	1,517	19.6
1976	1,480	19.9
1977	1,216	20.6
1978	1,269	20.3
1979	1,120	19.6
1980	1,189	19.8
1981	1,228	22.4
1982	1,027	20.3
1983	1,056	19.9
1984	1,096	20.2
1985	1,103	20.4
1986	1,191	21.8
1987	1,252	22.4
1988	1,301	19.1
1989	1,295	19.4
1990	1,377	20.0
1991	1,387	20.3
1992	1,412	20.6
1993	1,409	18.6
1994	1,443	22.1
1995	1,420	19.8
1996	1,323	20.1

Source: U.S. Department of Agriculture



SOUTHERN MINNESOTA BEET SUGAR COOPERATIVE

**PIONEER  
SUGAR**

MICHIGAN SUGAR COMPANY

THE AMALGAMATED SUGAR COMPANY

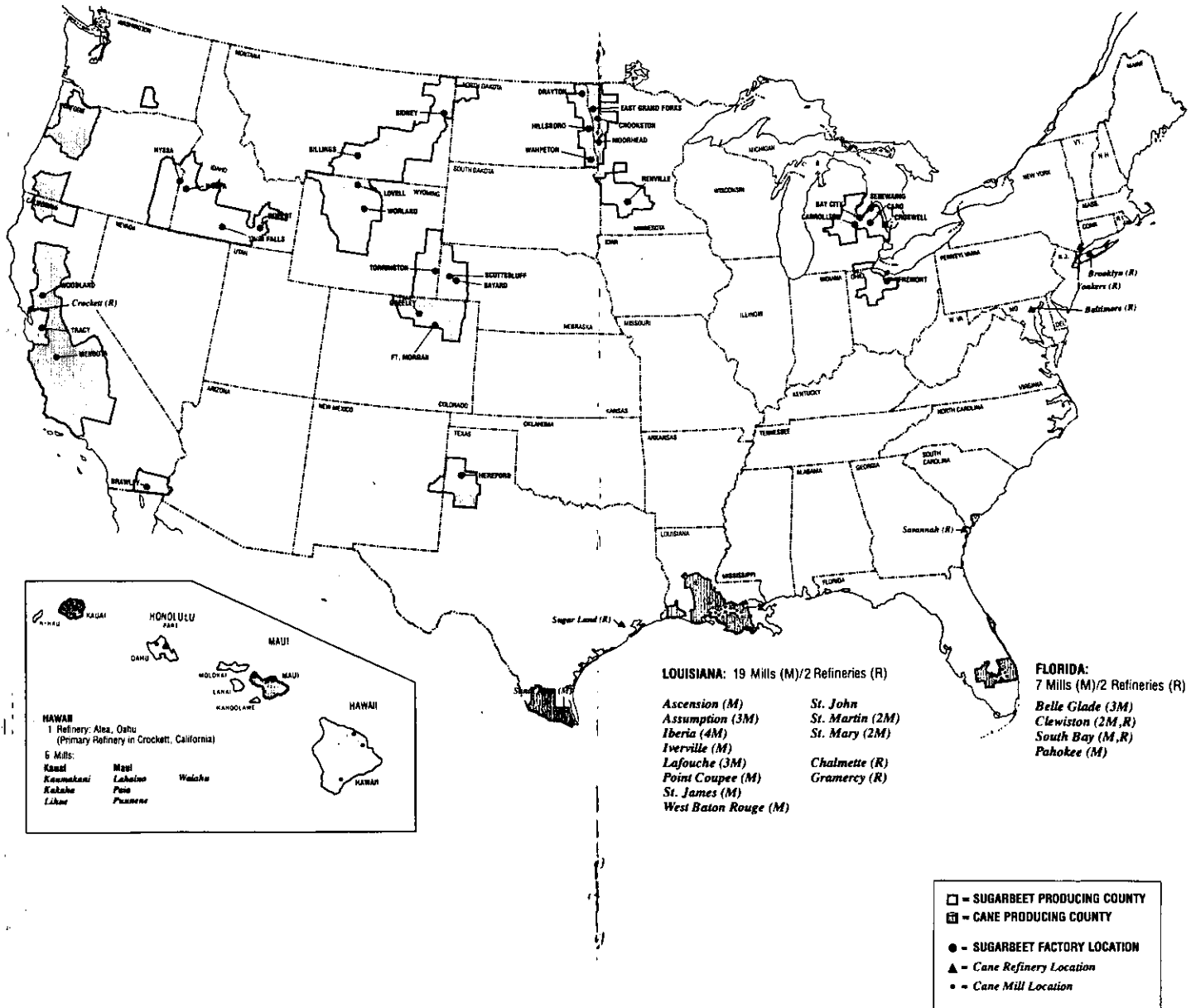


HOLLY SUGAR CORPORATION

**BIG  
CHIEF  
SUGAR**

MONITOR SUGAR COMPANY

# THE U.S. SUGAR INDUSTRY



# Amalgamated Sugar Company LLC

2427 Lincoln Avenue  
P.O. Box 1520  
Ogden, Utah 84402  
(801) 399-3431  
FAX: (801) 393-8042

Terry Ketterling ..... Chairman  
Allan M. Lipman, Jr. .... President and Chief Executive Officer  
Lawrence L. Corry ..... Executive Vice President and  
Chief Operating Officer  
W.E. (Bill) Smith, Jr. .... Vice President, Marketing  
K. Pete Chertudi ..... Vice President, Operations  
Ralph C. Burton ..... Vice President, Agriculture  
George R. Hobbs ..... Vice President, Engineering  
Dennis D. Costesso ..... Vice President, Quality and Research  
David L. Budge ..... Treasurer  
John R. Lemke ..... General Counsel and Secretary  
Wayne P. Neeley ..... Contoller  
Conrad Lauer ..... Manager, Sales and Distribution  
Bryan Whipple ..... Traffic Manager  
Steven M. Coley ..... Materials Manager  
Paul D. Lemieux ..... Manager, Employee Relations  
Edward G. Bulgin ..... Chief Engineer

Factory	Daily Capacity (Tons of Beets)	Agricultural Manager	Factory Manager
Mini-Cassia, ID	10,000	D. Bennett	M.A. Swenson
Twin Falls, ID	6,200	L.D. Kerbs	V.J. Jaro
Nampa, ID	11,800	L.W. Blacker	J.P. Huff
Nyssa, OR	9,000	G.I. Wells	L.D. Russell
	<u>37,000</u>		



Western Sugar



*Ohio's Natural*

GREAT LAKES SUGAR COMPANY



ALL NATURAL SUGAR

SPRECKELS SUGAR COMPANY



AMERICAN CRYSTAL SUGAR COMPANY



# American Crystal Sugar Company

101 North Third Street  
 Moorhead, Minnesota 56560  
 (218) 236-4400  
 FAX: (218) 236-4422

Wayne Langen ..... Chairman of the Board  
 Daniel J. McCarty ..... President and Chief Executive Officer  
 Marcus F. Richardson ..... Chief Operating Officer  
 James J. Horvath ..... Chief Financial Officer  
 David A. Berg ..... Vice President, Business Development  
 James W. Dudley ..... Vice President, Operations  
 Robert W. Levos ..... Vice President, Agriculture  
 Larry L. Mathias ..... Vice President, Human Resources  
 Samuel S. M. Wai ..... Corporate Controller  
 Joseph J. Talley ..... Treasurer  
 David L. Malmkog ..... Director, New Business Analysis  
 Kevin S. Price ..... Director, Government Affairs  
 Jeffery J. Schweitzer ..... Public Relations Manager  
 Bruce A. Meidinger ..... Purchasing Manager  
 David V. Sundby ..... General Manager, Beet Seed  
 Steven C. Sing ..... Agriculture Operations Manager

## Subsidiary Operations:

United Sugars Corporation (sugar marketing)

Robert G. Atwood ..... President  
 Jack G. Lackman ..... Vice President, Marketing  
 Catherine M. Maruska ..... Vice President, Consumer Sales  
 Richard W. Saylor ..... Vice President, Finance  
 Dirk F. Swarth ..... Vice President, Industrial Sales  
 Lewis A. Westlake ..... Director, Logistics

Midwest Agri-Commodities Company (by-product marketing)

V.C. "Chuck" Hufford ..... President  
 Darryl J. Salter ..... Vice President, Marketing

Factory	Daily Capacity (Tons of Beets)	Agricultural Manager	Production Manager
Moorhead, MN	5,300	J. Christenson	N. Juhnke
Hillsboro, ND	5,900	M. Steinberger	M. Goettel
Crookston, MN	5,300	B. Doty	R. Aune
E. Grand Forks, MN	8,000	M. Christianson	M. Benedict
Drayton, ND	5,900	G. Moe	R. Koester
	<u>30,400</u>		

# Great Lakes Sugar Company

## Subsidiary of Michigan Sugar Company

1101 North Front Street  
P.O. Box 728  
Fremont, Ohio 43420  
(517) 799-7300  
FAX: (517) 799-7310

W.W. Sprague, III ..... Chairman of the Board and  
Chief Executive Officer  
David H. Roche ..... President  
Mark S. Flegenheimer ..... Vice President and  
Chief Operating Officer  
Barry L. Brown ..... Vice President, Sales and Marketing  
Robert D. Braem ..... Vice President, Agriculture  
Lelf L. Nielsen ..... Vice President, Operations  
Lee B. Durham, Jr. .... Corporate Secretary  
Carl F. Boland ..... Corporate Controller  
and Assistant Treasurer

Factory	Daily Capacity (Tons of Beets)	Master Mechanic	Agriculturalist
Fremont, OH*	3,800	T. Brickley	D. Steinberger
Findlay, OH**			

\*Suspended Factory Operations  
\*\*Sugar Terminal



# Holly Sugar Corporation

P.O. Box 9  
Sugar Land, Texas 77487  
(281) 491-9181  
FAX: (281) 490-9785

Holly Sugar Corporation is a wholly-owned subsidiary of Imperial Holly Corporation, P.O. Box 9, Sugar Land, Texas 77487-0009; phone (281) 491-9181.

James C. Kempner ..... Chairman, Board of Directors  
Roger W. Hill ..... President and Chief Executive Officer  
Douglas W. Ehrenkranz ..... Vice President,  
Sales and Marketing  
William F. Schwer ..... Senior Vice President, Secretary  
and General Counsel  
John A. Richmond ..... Senior Vice President and General  
Manager, Beet Sugar Operations  
Calvin K. Jones ..... Vice President, Commodities  
Robert W. Strickland ..... Vice President, Beet Operations  
John Kolberg ..... Vice President, Engineering  
and Technical Support  
Alan K. Lebsock ..... Controller

Factory	Daily Capacity (Tons of Beets)	Agricultural Manager	District Manager
Sidney, MT	5,400	R. Fullmer	R. Parrill
Worland, WY	3,600	R. Haase	G. Garcia
Torrington, WY	5,400	K. Thompsen	G. Thompson
Hereford, TX	7,700	D. Printz	D. Duncan
	<u>22,100</u>		

# Michigan Sugar Company

Plaza North, Suite 300  
 4800 Fashion Square Boulevard  
 P.O. Box 1348  
 Saginaw, Michigan 48605  
 (517) 799-7300  
 FAX: (517) 799-7310

W.W. Sprague, III ..... Chairman of the Board  
 and Chief Executive Officer  
 David H. Roche ..... President  
 Mark S. Flegenheimer ..... Vice President and Chief  
 Operating Officer  
 Barry L. Brown ..... Vice President, Sales and Marketing  
 Robert D. Braem ..... Vice President, Agriculture  
 Leif L. Nielsen ..... Vice President, Operations  
 Lee B. Durham, Jr. .... Corporate Secretary  
 Carl F. Boland ..... Controller and Assistant Treasurer  
 Steven Jolliffe ..... Director, Procurement  
 James Ruhlman ..... Director, MIS  
 Richard H. Buin ..... Director of Transportation and Logistics  
 Dr. Richard C. Zielke ..... Director of Research  
 Phil B. Brimhall ..... Chief Agronomist  
 James B. Martin ..... Company Chief Engineer  
 Glenn Augustine ..... Director of Quality Assurance  
 and Environmental Compliance  
 Ray Goodman ..... Corporate Safety Director  
 Cheryl Haack ..... Human Resources Manager  
 Raymond Maczik ..... Manager of Communications

Factory	Daily Capacity (Tons of Beets)	Factory Manager	Agricultural Manager
Caro, MI	3,500	K. Scheffler	K. Graf
Carrollton, MI	3,100	F. Hardwick	W. Gough
Croswell, MI	3,600	G. Soule	R. Langhofer
Sebewaing, MI	<u>5,550</u>	B. Robertson	R. Jacoby
	15,750		

# Minn-Dak Farmers Cooperative

7525 Red River Road  
Wahpeton, North Dakota 58075-9698  
(701) 642-8411  
FAX: (701) 671-1369

Victor Krabbenhoft ..... Chairman of the Board  
Larry D. Steward ..... President and Chief Executive Officer  
Steven M. Caspers ..... Executive Vice President and  
Chief Financial Officer  
Tom Knudsen ..... Vice President, Agriculture  
Richard Richter ..... Vice President, Operations  
John Groneman ..... Vice President, Engineering  
Dr. Jeff Carlson ..... Director of Technical Services  
John Nyquist ..... Purchasing Manager  
Jerry Pierson ..... Personnel Manager  
John Wieser ..... Information Systems Manager  
Kevin Shannon ..... Special Projects Director  
Patricia J. Estes ..... Director of Communications  
Allen Larson ..... Contoller  
Steven M. Caspers ..... President, Yeast Operations\*  
Dr. Richard Ames ..... Plant Manager, Yeast Operations\*

## Subsidiary Operations:

United Sugars Corporation (sugar marketing)  
Robert G. Atwood ..... President  
Jack G. Lackman ..... Vice President, Marketing  
Catherine M. Maruska ..... Vice President, Consumer Sales  
Richard W. Saylor ..... Vice President, Finance  
Dirk F. Swarth ..... Vice President, Industrial Sales  
Lewis A. Westlake ..... Director, Logistics

Midwest Agri-Commodities Company (by-product marketing)  
V.C. "Chuck" Hufford ..... President  
Darryl J. Salter ..... Vice President, Marketing

Factory	Daily Capacity (Tons of Beets)
Wahpeton, ND	7,500

\*Subsidiary Company

# Monitor Sugar Company

2600 South Euclid Avenue  
Bay City, Michigan 48706  
(517) 686-0161  
(517) 686-2959 FAX-Administration  
(517) 686-1566 FAX-Operations  
E-mail: bigchief@monitorsugar.com

Charles A. Coryell, Jr. .... Chairman of the Board  
Robert L. Hetzler ..... President and Chief Executive Officer  
Thomas Mahar ..... Executive Vice President and Secretary  
Jerry T. Coleman ..... Vice President, Marketing  
Kenneth E. Hoff ..... Vice President, Operations  
Dale A. Keyser ..... Vice President, Finance  
Eugene H. Kramer ..... Vice President, Procurement  
Paul Pfenninger ..... Vice President, Agriculture  
Christopher Rhoten ..... Vice President, Technical Development  
Brenda S. Rowley ..... Vice President, Administration  
Dr. Mosen Asadi ..... Director of Research  
Judy Bagley ..... Director of Communications  
Lee Hubbell ..... Research Manager  
Carol S. Kunitzer ..... Director of Marketing and Sales  
June Lutz ..... Human Resources Manager  
Kimberly K. Martin ..... Controller and Assistant Treasurer  
Roger Roslund ..... Agronomist  
William Stephenson ..... Environmental Manager

Factory	Daily Capacity (Tons of Beets)	Factory Manager
Bay City, MI	8,000	Robert Arnold

# Southern Minnesota Beet Sugar Cooperative

P.O. Box 500  
Renville, Minnesota 56284  
(320) 329-8305  
FAX: (320) 329-3252

Harold Petersen ..... Chairman, SMSC Board of Directors  
Alan Ritacco ..... President and Chief Executive Officer  
Dr. Jimmy N. Widner ..... Vice President, Agriculture  
J.L. Plathe ..... Vice President, Administration  
and Chief Financial Officer  
Mark Suhr ..... Vice President, Technology and Engineering  
Jim DeTar ..... Factory Manager  
Roger Feil ..... Process Superintendent  
Dennis Ulrich ..... Master Mechanic  
Vern Clarkson ..... Chief Chemist  
Jerome Kvistad ..... Manager of Engineering  
Mara Hoffman ..... Environmental Engineer  
Robert Willis ..... Manager of Human Resources  
Dave Peterson ..... Materials Manager  
Dave Deppa ..... Director of Loss Control  
Kenneth L. Dahl ..... Agricultural Superintendent

## Subsidiary Operations:

### United Sugars Corporation (sugar marketing)

Robert G. Atwood ..... President  
Jack G. Lackman ..... Vice President, Marketing  
Catherine M. Maruska ..... Vice President, Consumer Sales  
Richard W. Saylor ..... Vice President, Finance  
Dirk F. Swarth ..... Vice President, Industrial Sales  
Lewis A. Westlake ..... Director, Logistics

### Midwest Agri-Commodities Company (by-product marketing)

V.C. "Chuck" Hufford ..... President  
Darryl J. Salter ..... Vice President, Marketing

Factory	Daily Capacity (Tons of Beets)
---------	-----------------------------------

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Renville, MN	10,000
--------------	--------



# Western Sugar Company

1700 Broadway  
 Suite 1600  
 Denver, Colorado 80290  
 (303) 830-3939  
 FAX: (303) 830-3940

Thomas F. Chandler ..... President  
 Frank B. Bush ..... Vice President, Sales and Marketing  
 Inder K. Mathur ..... Vice President, Finance  
 David A. Arend ..... Vice President, Personnel and Administration  
 Roger F. Dallner .. Regional Manager, Montana/Wyoming Region  
 William H. Stewart ..... Regional Manager, Colorado Region  
 Owen A. Palm ..... Regional Manager, Nebraska Region  
 Ron L. England .... Director, Engineering and Process Technology  
 Barry D. Lindgren ..... Director, Legal and Regulatory Affairs  
 J. Kent Wimmer ..... Director of Agriculture  
 Jack A. Fulton ..... Director, Government Relations  
 Kathryn E. Bahne ..... Director of Marketing  
 Laszlo Toth ..... Director, Technical Training and Development

Factory	Daily Capacity (Tons of Beets)	Factory Manager	Agriculture Manager
Billings, MT	5,000	V. Vickery	T. Zitterkopf
Scottsbluff, NE	5,000	G. Price	B. Zitterkopf
Bayard, NE	3,000	R. Hopping	
Lovell, WY	3,000	L. Dunham	D. Lindshield
Greeley, CO	3,500	B. Stewart	
Ft. Morgan, CO	5,000	D. Kraus	K. Vollmer
	<u>24,500</u>		

# Table of Measurement Conversions

Based On Sugar Conversion Factor Of 1:1.07  
 (refined value-to-raw value)  
 As provided For Under Section 101(h)(1) Of  
*The Sugar Act of 1937*  
 (Public Law 75-414)

To Convert:	Multiply By:
Long tons to short tons .....	1.12
Short tons to long tons .....	0.892857142
Long tons to metric tons.....	1.016
Short tons to metric tons.....	0.9072
Metric tons to long tons.....	0.9842
Metric tons to short tons .....	1.1023
Long tons refined to long raw value.....	1.07
Long tons refined to short tons raw value.....	1.1984
Long tons refined to bags of 100 lbs. refined value.....	22.4
Long tons raw value to long tons refined value.....	0.93457944
Long tons raw value to short tons refined value ....	1.0467289728
Long tons raw value to bags of 100 lbs. refined value.....	20.93457944
Short tons refined to long tons raw value .....	0.95535714
Short tons refined to short tons raw value .....	1.07
Short tons refined to bags of 100 lbs. refined value.....	20.0
Short tons raw value to long tons refined value ....	0.83444592
Short tons raw value to short tons refined value ....	0.93457944
Short tons raw value to bags of 100 lbs. refined value.....	18.6915888
Bags of 100 lbs. refined to short tons refined value.....	0.05
Bags of 100 lbs. refined to short tons raw value ....	0.0535
Bags of 100 lbs. refined to long tons refined value .....	0.0446428571
Bags of 100 lbs. refined to long tons raw value.....	0.0477678571



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