

AgNews



DELAWARE DEPARTMENT OF AGRICULTURE
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To: Newsroom Directors and Assignment Editors

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Market your products in the 2006 Delaware *Produce Buyers' Guide* And the 2006 *Marketing and Consumers' Guide*

Delaware growers and licensed brokers of fresh fruits, vegetables, and nursery stock are encouraged to contact the Delaware Department of Agriculture (DDA) to be included in the 2006 issue of the *Delaware Produce Buyers' Guide* and the *2006 Marketing and Consumers' Guide*. The guides include a list of Delaware commodity growers and brokers able to ship large quantities directly to out-of-state buyers.

The *Produce Buyers' Guide* is mailed to large grocery chains, brokers, and buyers prior to each harvest season. In addition, prospective buyers can also find the guides on the Delaware Department of Agriculture's web site: www.state.de.us/deptagri under the Marketing Section. The *2004-2005 Produce Buyers' Guide* is currently available on the website under **Hot Topics**. The updated guides will be distributed to buyers at the Delaware State Fair and the Produce Marketing Association Trade Show in San Diego, California, in October.

The *2006 Marketing and Consumers' Guide* will be distributed at the Delaware State Fair and other Delaware venues.

During the season, the Delaware Department of Agriculture also communicates with buyers and brokers via terminal market visits, e-mails, and faxes, providing the latest availabilities and crop reports. "We communicate with buyers and brokers to promote the availability of quality Delaware agricultural products and to assist our producers with finding outlets for their harvest," said Orlando Camp, DDA Marketing Manager.

Commodity growers and licensed brokers currently in the *2004 -2005 Produce Buyers' Guide* will be automatically entered into the *2006 Produce Buyers' Guide* unless a change is requested by the grower or the broker. New growers and licensed brokers interested in a listing in the 2006 issue of the guides should contact Orlando Camp, Delaware Department of Agriculture at 302-698-4600 or 1-800-282-8685 (In DE) or by e-mail at Orlando.Camp@state.de.us. Contact deadline is **June 23, 2006**.

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