

TOM RUTLEDGE  
VICE PRESIDENT - NUT PROCUREMENT



THE BLACK WALNUT PEOPLE™

105 HAMMONS DR.  
P.O. BOX 140  
STOCKTON, MO 65785

417/276-5181  
FAX 417/276-5187  
[trutledge@black-walnuts.com](mailto:trutledge@black-walnuts.com)

Sample Contract



### Memorandum of Agreement for Huller Operation

Huller Location: \_\_\_\_\_

Directions: \_\_\_\_\_

Huller Operator Name: \_\_\_\_\_ Machine No. \_\_\_\_\_ Type \_\_\_\_\_  
Cord/Length \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Shipping Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Email Address \_\_\_\_\_

Contact Person: \_\_\_\_\_

Freight Rate CWT \_\_\_\_\_ Comm Rate CWT: 5.00

The Operator agrees to operate a hulling machine and purchase black walnuts brought to them during the fall of 20\_\_ and to sell all walnuts purchased to Hammons Products Company ("Hammons").

Hammons will furnish the hulling machine, mesh bags, repairs and belts. The Operator will furnish the labor, gas, oil and electricity. The Operator will be liable for all damages due to any property damage or personal injuries caused by or resulting from any activity connected with purchasing walnuts and involving negligence or wrongful action by the Operator or any agent or employee of the Operator. **If the walnuts are to be transported by Hammons from the huller location, the Operator agrees to load them.**

The Operator agrees to store all walnuts outside to allow the walnuts to dry and give reasonable protection against loss due to theft or destruction incurred before the walnuts are transported to Hammons. The Operator also agrees to protect the hulling machine from all destructive elements except for normal wear and tear, to store all extra bags in a dry area and out of the direct sunlight and to return all remaining bags with the last load of walnuts.

Hammons will suggest to the Operator the date to start and to stop buying, notify the Operator of the suggested price to pay and of any change in that price. Hammons will purchase from the Operator all walnuts the Operator hulls and purchases. The price Hammons pays will be the suggested price for Operator purchases plus commission stated above. **(The Operator must have a completed form W-9 on file with Hammons before any payments for walnut purchases can be made to Operator.)**

Hammons will advertise the fact that the Operator is purchasing walnuts, in such manner and at frequencies as Hammons shall determine. This will include various media participation, and may list several huller operators in any particular ad.

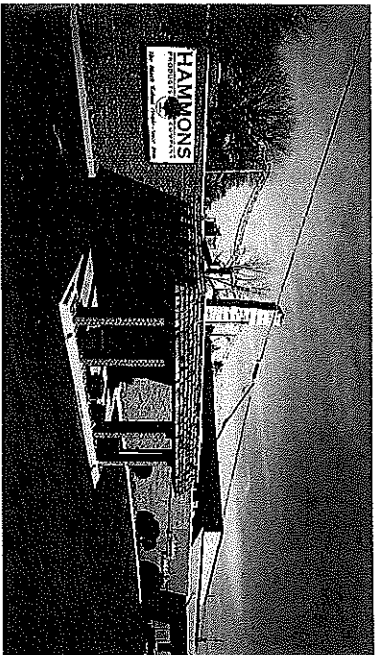
**The Operator agrees to call Hammons at 1-888-429-6887 anytime the machine is not functioning properly and not to operate the machine until it is repaired.**  
**Walnuts should be delivered as soon after hulling as possible.**

\_\_\_\_\_  
Hammons Representative

\_\_\_\_\_  
Huller Operator or Authorized Agent

Date Signed: \_\_\_\_\_

Date Signed: \_\_\_\_\_



## OUR STORY IN A NUTSHELL

In 1945, Ralph Hammons, who owned a small town grocery store in Stockton, Missouri, began buying Black Walnuts from local Ozarks people. He shipped them to a company in Virginia, which later went out of business. So in 1946 Ralph bought a cracking machine and began to sell his own "Missouri Dandy" Black Walnut nutmeats.

Demand for Ralph's high-quality brand kept growing, and it became the "Hammons" brand. Hammons Products Company – still family owned – is now the world's premier supplier of Black Walnut nut products. The vision for the Black Walnut industry has passed from Ralph Hammons to his son, Dwain, to grandson and company president, Brian, who is leading the business in the 21<sup>st</sup> century.

The Eastern Black Walnut is a unique product with diverse uses that make Hammons Products Company proud to offer quality nut products and superior service. The entire Hammons family is excited about the future and looks forward to sharing it with their children and yours.

JOIN IN

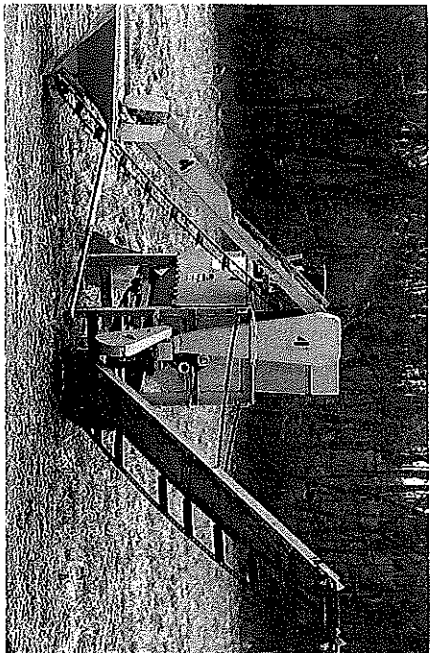
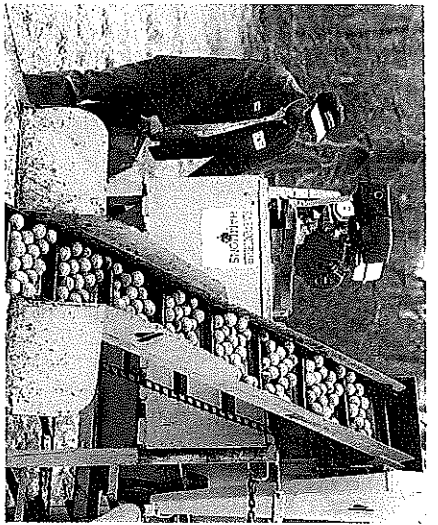


THE  
BLACK WALNUT  
HARVEST  
THIS FALL

**HAMMONS**  
PRODUCTS COMPANY

PO Box 140  
105 Hammons Drive  
Stockton, MO 65785  
(417) 276-5181 • 1-888-4BWNUTS  
[www.black-walnuts.com](http://www.black-walnuts.com)

**HAMMONS**  
PRODUCTS COMPANY



## THE HARVEST SEASON

### OCTOBER - MID NOVEMBER

Every fall, people in the Midwest and Eastern United States gather wild Black Walnuts by hand from their lawns and pastures. The nuts are sold to local buyers for delivery to our plant in Stockton, MO. Individuals, families, and community groups harvest Black Walnuts, and everyone profits. Each year we purchase millions of pounds of nuts from approximately 250 buying locations in a 13-state area. The nuts end up in recipes and ice cream all over the United States, while the hard shell is ground into various sizes for industrial uses.

“The black walnut buying season helps people that don’t have a job to make extra income. And it helps me: I love people, I enjoy hulling walnuts, I like getting an extra check, and I like the publicity. It’s a pleasure. The buying season puts quite a bit of money into circulation.”

*James Ellis  
The Walnut King  
Harrodsburg, KY*

## JOIN US FOR THE

### BLACK WALNUT HARVEST

Earn extra money this fall buying nuts – sign up to be a huller operator!

All operators receive the following:

- Commission
- Reimbursement of price paid to harvesters daily, weekly or monthly
- Hulling machine, mesh bags and repairs
- Advertising support and materials
- Promotion of fall harvest listing all locations on our web site at [www.black-walnuts.com](http://www.black-walnuts.com)

Huller operators are responsible for:

- Platform scale for weighing nuts
- Loading nuts for transportation
- Electricity or gas
- Disposal of hulls

“This definitely provides extra income, plus it’s a service here in our rural community. It also gives us exposure to new clientele. We see a lot of new people who might not otherwise stop by. Hammons Products Company is very attentive to any detail in the walnut buying process. From huller maintenance to unloading trucks to quick, prompt payment, Hammons makes sure it’s a smooth flow. This has been very good for us in the 20 plus years we’ve been participating.”

*Tim Littlefield  
Southside Feed  
& Farm Pro  
Neocho & Monett, MO*

“This provides a source of income in our stores’ off-season, while drawing customers into the store. It’s also providing a community service. And it helps us use our labor during our off-season. We receive good support from Hammons Products Company – everything goes smoothly. Hammons Products Company is a top-notch company. The lines of communication are always open.”

*JR Lubbers  
Schnelville Mill Inc.  
Schnelville, IN*

“I hull walnuts mainly for the extra money, but I also enjoy seeing the people. The harvest time works well for me because it (the fall) is slower on the farm.”

*Donnie Lightfoot  
Bolivar, MO*

## START HULLING!

For more information about hulling this season, call us today!

**1-888-4BWNUTS**  
(1-888-429-6887)