



## Dear Florida Agricultural Producers,

You supply over 280 essential commodities to households throughout North America and to 100 international trading partners.

Your farms are some of the most productive in the world. However, you could suffer damaging losses if buyers fail to pay you for the commodities you produce.

The Florida License and Bond Law requires dealers of agricultural products to obtain a license from the Department and post appropriate bonds before they do business in Florida. The law gives you protection against buyers who fail to pay on account, write bad checks, or declare bankruptcy. It gives you confidence that your customers have been pre-qualified and transactions are secured.

Should a licensed dealer fail to pay you, the Department will take the money from the bonds that agricultural dealers are required to post with us and return the unpaid balance to you. The program has reimbursed over \$3.8 million to Florida producers over the last five years.

Even some of your oldest and most trusted customers can fall on hard times, and trusted relationships can end in bitter court battles when finances get tight. If you're an agricultural producer, **REDUCE YOUR RISK**. Make the Agricultural Dealer's License a condition of sale, and ensure that all of your buyers are properly licensed.

Sincerely,

Charles H. Bronson  
Commissioner of Agriculture



DACS-P-01559 REV. 8-08



**Gary Wishnatzki, President**  
Wishnatzki Farms

*"[This program] gives somebody in the produce business credibility. If I find a customer that is not licensed we question their ability to conduct business."*

*"The best way to collect is through the Florida Agricultural Bond. You get all the money and the state does all the work."*

**Alan Shapiro, President**  
Grandiflora



*"...We've been supportive for over 30 years. [It's] one of the best government programs there is. There's no way a grower can lose by participating."*



**Hugh Gramling, Executive Director**  
Tampa Bay Wholesale Growers

### WEBSITE:

[www.doacs.state.fl.us/onestop/mkt/licensebond.html](http://www.doacs.state.fl.us/onestop/mkt/licensebond.html)

### SEARCH FOR LICENSED DEALERS:

[app1.Florida-Agriculture.com/bond/DealerSearch.aspx](http://app1.Florida-Agriculture.com/bond/DealerSearch.aspx)

### VIEW OPEN CLAIMS FILED AGAINST DEALERS:

[www.Florida-Agriculture.com/marketing/licensing\\_claims.htm](http://www.Florida-Agriculture.com/marketing/licensing_claims.htm)

# RISKY BUSINESS?

Dear Commissioner,

I want to help reduce the risk to Florida's agricultural producers. Please contact the individuals listed below and ensure they are meeting the requirements of the Florida Agricultural Dealer's License and Bond Law.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

TELEPHONE \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

TELEPHONE \_\_\_\_\_



PLACE  
STAMP  
HERE

Bureau of Agricultural Dealer's Licenses  
407 S. Calhoun St. Suite 208  
Mayo Building M-38  
Tallahassee, Florida 32399-0800

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407 S. Calhoun St. Suite 208  
Mayo Building M-38  
Tallahassee, Florida 32399-0800

# REDUCE YOUR RISK

## Do Business With Licensed Agricultural Dealers



Florida Department of Agriculture  
and Consumer Services  
Charles H. Bronson, Commissioner

