

we deliver



**Only Co-Alliance delivers on a promise...
to lead, grow, give and remember.**



Welcome to Co-Alliance. Within this partnership of businesses, you'll find more than 500 dedicated employees working to **meet and exceed the expectations** of our members every day.

Together, we strive to fulfill our collective mission, which is to:

- ▶ **lead** our markets
- ▶ **grow** member profitability
- ▶ **give** back in the communities we serve
- ▶ **remember** our cooperative roots

You have a choice in suppliers. I believe our history, our commitment, our resources and our people set us apart. We'd like to show you how we deliver for our members and customers.

Thank you for your interest in Co-Alliance.

A handwritten signature in black ink that reads "Kevin A. Still". The signature is written in a cursive, flowing style. It is positioned below the text "Thank you for your interest in Co-Alliance." and above a large yellow section at the bottom of the page.

“In **everything** we do, we ask ourselves,
‘How does this benefit **farmer-members?**’”

-- Co-Alliance CEO **Kevin A. Still**

introduction

Co-Alliance LLP is the **partnership** of five cooperative businesses (Midland Co-op, IMPACT Cooperative, LaPorte County Co-op, Frontier Co-op and Excel Co-op).

Our core service areas are premium fuels, propane, agronomy inputs and services, grain marketing, and swine/animal nutrition products.

“A cooperative is different. It exists to serve members, and all benefits stay local.”

*-- Putnam County Farmer and Co-Alliance Board Member **Keith Berry***



The local farmers within the Co-Alliance partnership are represented by an elected Board of Directors. These directors provide leadership, set policy and hire a competent manager. Members are encouraged to consider serving as a director.



premium diesel and gasoline

“My customers face more pressures than ever. They need quality fuel, **no surprises,** and personal service they can trust.”

— Million Gallon PSR *Gary Crawford*



- ▶ premium branded power fuels
- ▶ biofuel leadership, pro-American blends
- ▶ full line of premium lubricants
- ▶ responsive, personalized account service
- ▶ CFN/networked retail fuel sites
- ▶ safety and compliance information
- ▶ contracting and advisory services



We support pro-American energy solutions.



Co-Alliance maintains supply relationships with CountryMark, Citgo, BP and Cenex.

Veteran fuel professional **Kenny Troutman** fills dozers and fleets before sunrise to help high-volume accounts save hundreds each month. “I’m in and out before their operators arrive. My customers really appreciate a job done right.”

For decades, co-op diesel and gasoline have been recognized as the fuels of choice for hardworking agricultural equipment and commercial engines. Demanding applications require **dependable, consistent premium power fuels.**

In addition to high-performing fuel, our customers expect exceptional account service and **atypical solutions** to help them run strong. We deliver.

Co-Alliance delivers more than 65 million gallons of fuel each year to power on-road and off-road engines.



propane gas

Whether you order 700 gallons for your family home fuel tank or 70,000 for your greenhouse operation, you can depend on **quick response, courteous service and the professionalism** of your Co-Alliance propane team.

Our representatives deliver competitively priced propane for home, farm and business. We offer tank sets, inspections and services to help keep your family warm and comfortable all season long.

"I recognize that customers count on me. I don't take that lightly."

*-- Propane Professional
Steve Tutterow*



"I treat every account the way I want to be treated. It's the right thing to do."

*-- Propane Professional
Roger Earley*



Co-Alliance offers a variety of programs and discounts to help our customers **make the most of every energy dollar.**

- ▶ keep full discounts
- ▶ customer tank incentive
- ▶ cash discount
- ▶ summer fill and prepay programs
- ▶ Budget Solutions... which offers families savings and peace of mind



We deliver more than 20 million gallons of propane annually. You do not have to be a co-op member to purchase fuel.





agronomy inputs and services

A dedicated seed team matches products to specific local growing conditions.

Agronomy is the science behind a successful harvest. Through a carefully crafted combination of inputs, services, expertise and technology, the Co-Alliance agronomy division helps producers **maximize the potential** of every acre.

- ▶ soil testing and fertility maps
- ▶ personalized recommendations
- ▶ precision ag and GPS services
- ▶ field scouting for pest and disease
- ▶ custom application, aerial application
- ▶ safety and compliance information
- ▶ certified crop advisors, trained technicians
- ▶ regional seed hubs, bulk handling, treatments
- ▶ proprietary customized technology solutions



“To succeed, we must deliver an **experience** growers won’t find anywhere else.”

– Kempton Manager *TC Huffman*



With new regional hubs, bulk handling, treatment and inoculation capabilities, plus incentive programs, Co-Alliance seed customers have **increased purchases significantly** in recent years.



“Our goal is to give the customer a **reason** to do business with us.”

– Russellville Manager *Ted McCaughey*
(pictured with assistant *Deanna Carrington*)



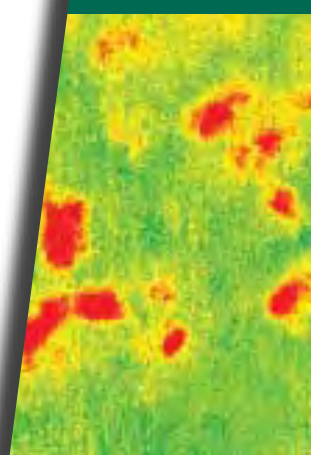
“We **think 250** bushels, and develop the programs and practices with you to **get there.**”

-- Technology Manager *Luke Lightfoot*



Balanced soil fertility is your building block for higher yields.

Our agronomy and technology teams **work beside you every step of the way** to maximize your soil's potential... one field at a time.



“It’s more than leading genetics and traits... it’s making fertility, technology and positioning work to your advantage in every field.”

--Co-Alliance
Seed Manager
Spencer Ritchie



Customers are served by hundreds of **trained** staff members working at 29 local agronomy outlets every day.

In addition to the area’s most efficient fertilizer hub at Scircleville, Co-Alliance also operates five large liquid fertilizer storage facilities, plus a 10-34-0 reactor.

With 40,000 tons (dry) and 10,000 tons (28%) capacities, and the latest handling capabilities, Scircleville Hub customers are loaded and back on the road in minutes.





grain marketing

Area growers market 60+ million bushels per year via Co-Alliance Grain.

The company supplies Midwest processing and southeast feeder markets, and also has international marketing experience.



Storage capacity at our 12 regional facilities exceeds 30 million bushel.



“We’re **investing** in these upgrades because we are here for the **long-term.**”

-- Scircleville Manager **Bill Klee**



In an era when some companies are exiting rural communities, Co-Alliance is **expanding** facilities and capabilities.

In recent years, the company has completed several multi-million dollar projects to enable our local elevator and terminal teams to market grain more safely, quickly and flexibly than ever.

- ▶ marketing and advisory services
- ▶ direct marketing (e.g., ethanol plants)
- ▶ large load outs/new dumps/rail access
- ▶ safety and compliance information
- ▶ speed, programs, flexibility of services
- ▶ frequent communications and free alerts

“We’ll run trucks constantly, six days a week...
whatever it takes to keep Scotts supplied.”

-- Remington Manager **Russ Hammer**, who helps service the local MorningSong bird seed facility owned by Scotts MiracleGro.

animal health and nutrition

“As both a feed company and hog marketer, we face the same **stewardship and production** challenges our customers face.”

-- Division Manager *Dewey Bucher*

New investments in the latest **genetics** will help Co-Alliance and area producers achieve greater efficiencies and goals.

The goal of every livestock producer is to strike the appropriate balance between **making gains and minimizing impact** on the environment and community. As a feed company and also as a marketer of 250,000 hogs per year, Co-Alliance brings a different **perspective and expertise** to these challenges ... something other suppliers simply can't deliver.



“I really enjoy going to the farms. Our new feeds make such a difference. We are their partner **start to finish.**”

-- Nutrition expert *John Blake*
(recently honored by Land O'Lakes Purina Feeds as one of the nation's best)

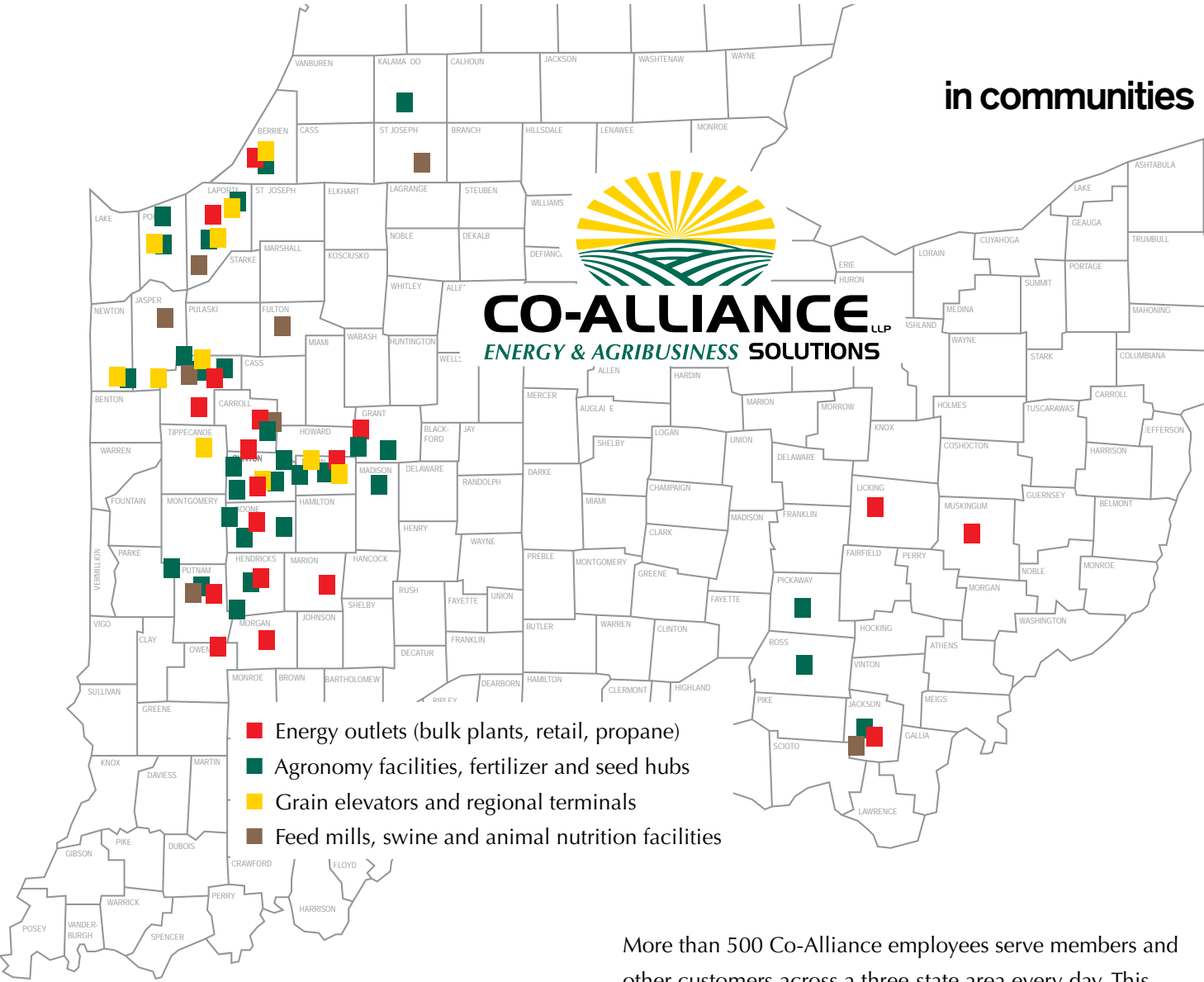


From four regional feed mills, Co-Alliance markets more than 200,000 tons of premium blended feeds for area livestock producers.

Our team delivers:

- ▶ production and management solutions
- ▶ premium branded feeds
- ▶ feed budget tracking
- ▶ least-cost formulations
- ▶ information and recordkeeping
- ▶ environmentally friendly programs
- ▶ safety, IDEM and compliance information
- ▶ manure management expertise

in communities



- Energy outlets (bulk plants, retail, propane)
- Agronomy facilities, fertilizer and seed hubs
- Grain elevators and regional terminals
- Feed mills, swine and animal nutrition facilities

More than 500 Co-Alliance employees serve members and other customers across a three-state area every day. This map is representative of the services provided.

In every community we serve, we **actively support local FFA, 4-H and youth scholarship programs.** As part of an on-going stewardship commitment, we also support community Soil and Water Conservation efforts. For more information, please contact the branch nearest you.

“I can’t thank you enough. Your scholarship really helps local students like me.”

-- 2010 scholarship recipient, Clinton Prairie High School



Co-Alliance invests more than **\$20,000** each year in local academic scholarships.

Co-Alliance is the area's leading energy and agribusiness solutions provider. Headquartered in Avon, Indiana, this co-op partnership serves thousands of farm, commercial and home energy customers in more than 30 counties across Indiana, Ohio and Michigan. We are an equal opportunity employer. For more information, please visit www.co-alliance.com.

resources

Through our affiliations with leading companies across the nation and the world, Co-Alliance **brings the best home** to local producers.

Adayana
Akey
Asgrow/Dekalb
BASF & Syngenta
BP
Bunge & ADM
Cargill
CF Industries
CHS/CENEX
CoBank
CountryMark
Dow AgroSciences
Gavilon
Growmark
IPC
Koch
Land O'Lakes
MorningSong
Mosaic
Nationwide
PNC
Rosens
Scotts MiracleGro
Tate & Lyle
Texas Liquids
VitaPlus
WinField



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