

**AGRO-CULTURE**  
**LIQUIO**<sup>®</sup>  
**FERTILIZERS**

Research Driven. Farmer Trusted.



# Non-changing Principles

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We are stewards of the land for a short period of time.  
Our products and methodology promote sustainable  
agriculture for future generations!



# Core Values

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- ❖ Honesty, *Integrity*, Ethics, *Quality*, and *Giving Back*.
- ❖ AgroLiquid researches, manufactures, distributes, and markets the best products possible. Products exceed industry, quality-control standards.
- ❖ AgroLiquid strives to inspire and inform growers and sellers of the “*Best Management Practices*” for using AgroLiquid products, while promoting “*Responsible Nutrient Management*” practices.
- ❖ AgroLiquid extends our success to local communities and the industry and most of all, toward the future of agriculture.
- ❖ AgroLiquid seeks *collaboration* with organizations sharing these same core values.

# Vision

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1. Optimize
2. Strategize
3. Lead Innovation

# Mission

Prosper the Farmer.

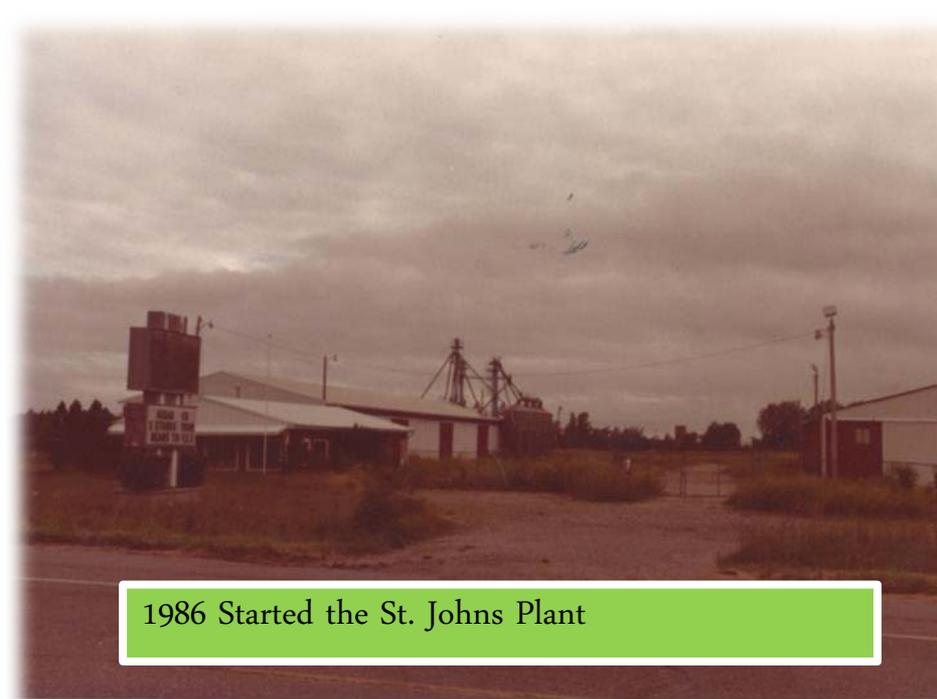


# History

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- ❖ Started in 1963 by Douglas Cook.
- ❖ In 1983 Troy and Jill Bancroft (Cook) joined the team to incorporate Agro-Culture Liquid Fertilizers.
- ❖ Troy and Jill's three sons are all actively involved and hold strong values and commitment to the family business.
- ❖ AgroLiquid is a small town success story that has grown to benefit many.





1986 Started the St. Johns Plant

# Agro-Culture parent company is growing

COG Marketers, parent corporation of Agro-Culture Liquid Fertilizers in St. Johns; was recently ranked among the top Michigan Private 100 companies as one of the fastest growing companies for 1992.

small businesses in the United States (770,000 in Michigan).

Agro-Culture Liquid Fertilizers is one of the largest manufacturers of liquid fertilizer in Michigan with distribution to over 20 states.

The Michigan Private 100 selections are based

In keeping with ecological concerns, the company is recognized as



MI Private 100 Companies



1993 NCRS Created



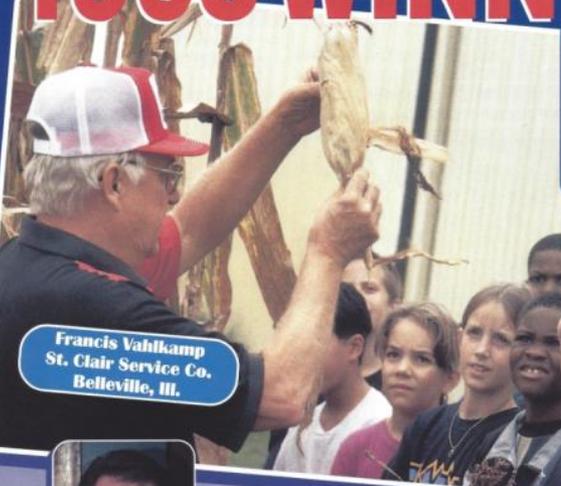
1996 Home Headquarters Moved

**PROGRESS** *Dealer* 



# Environmental Respect Awards

## 1998 WINNERS!





**Darrell Fellows**  
Imperial, Neb.



**Jim Deterding**  
Pond Creek, Okla.

**Francis Vahlkamp**  
St. Clair Service Co.  
Belleville, Ill.



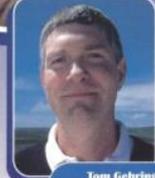
**Troy Bancroft**  
St. Johns, Mich.



**Rick Strecker**  
Hertford, N.C.



**Debra Anderson**  
Quincy, Wash.



**Tom Gehring**  
Craigmont, Idaho



**MICHIGAN 50 COMPANIES TO WATCH™**  
 AN AWARDS PROGRAM CELEBRATING SECOND-STAGE ENTREPRENEURS  
 IN ASSOCIATION WITH THE EDWARD LOWE FOUNDATION

Agro-Culture Liquid Fertilizers  
 AIRman Inc.  
 Allied PhotoChemical Inc.  
 B&E LLC  
 Rubber Recycling LLC  
 Tech Industries Inc.  
 Charles House Innovations  
 CORTEZ Customer House Brokerage Company  
 Custom Interface  
 Crypton Super Fabrics  
 Cybernet Systems Corporation  
 Danotek Motion  
 Data Integrated Scientific Systems LLC  
 DMF Bait Company  
 EBW Electronics Inc.  
 First Tech Direct LLC  
 Fluid Equipment Development Company  
 ForeSee Results  
 Freedom Finishing Inc.  
 Global Marine Insurance Agency  
 GMI Composites Inc.  
 HealthMedia Inc.  
 Highland Engineering Inc.  
 Industrial Maintenance Services Inc.  
 JTC Sealing Technologies

*Congratulations*  
 to the  
**2006**  
*award winners*



Goodland, KS 2001



Williams, IA 2004



Billings, MT 2002



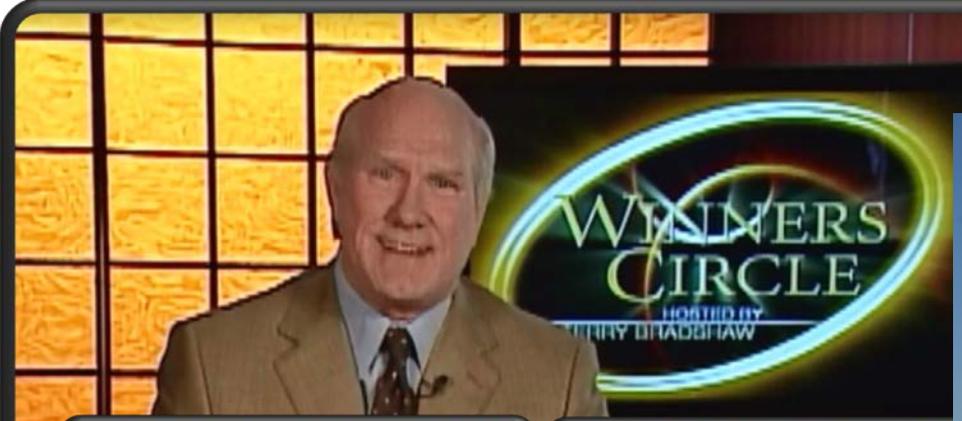
Sunray, TX 1998



RESPONSIBLE  
**NUTRIENT**  
 MANAGEMENT® Foundation



Ashley, MI 2011



Stockton, CA 2012

# Now



- ❖ Business across the U.S. as well as Canada, Mexico and Belize.
- ❖ Leading the industry in environmentally friendly products
- ❖ Production facilities in Ashley, MI, Stockton, CA, Williams, IA and Goodland, Kansas

# Now

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- ❖ They have been able to create sustainability for the grower and consumer alike.
- ❖ AgroLiquid's fertilizers have continued to achieve the best possible yields with less environmental impact.



# Growth

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- ❖ New corporate office opened in 2013; great place for employees and a destination for visitors to learn.
- ❖ Annual growth was 20% per year for 17 years.



# Growth

- ❖ IQhub: Home to History, Innovation and Exploration.
  - ❖ 9,500 Square foot agriculture education destination.
  - ❖ Complimented by Kids' Korner
  - ❖ Group Programing
  - ❖ Transportation Grants



# Future

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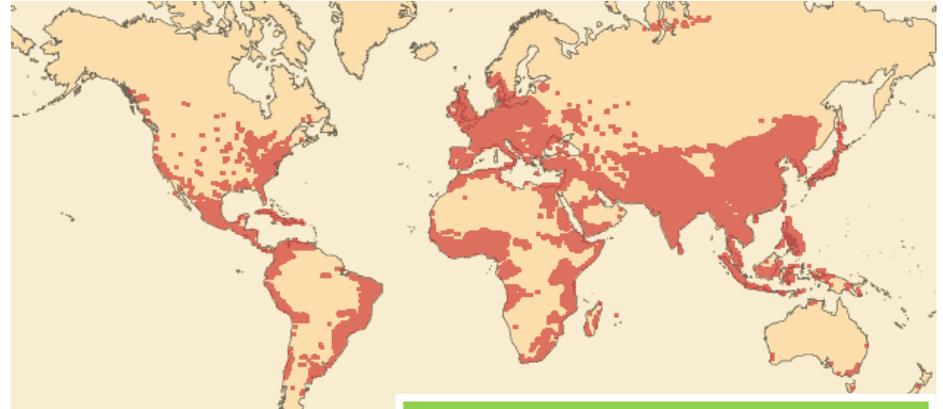
- ❖ New production facility in Campbell, Georgia will be operational in the next few years.
- ❖ New production facility planning in North Dakots.



# Future

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- ❖ Food Production and Regulatory Pressures.
- ❖ AgroLiquid is always looking to the future and is committed to finding what farmers need.



World Population 1999



World Population 2050

# Environmentally Friendly

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- ❖ AgroLiquid strives to be an industry leader through environmentally friendly farming practices.
- ❖ Above and beyond State and Federal Standards
  - Rail spur
  - Solar lighting
  - Filtered rain water
  - Research proven products



# Environmentally Friendly

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Right Source. Right Rate. Right Time. Right Place.

# Research and Agronomy

- ❖ North Central Research Station 1994
- ❖ Research Field Days
- ❖ Product Field Experiences (PFEs) 2007

All recommendations are backed by extensive research.



# Products

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- ❖ 28 Products
- ❖ All supported by research on a variety of crops
- ❖ Low salt indexes

Proper Nutrient Balance is a must!



# Company Involvement with Community

- ❖ Corporate Office
- ❖ Ashley, Michigan Plant
- ❖ Future Generations
- ❖ Research
- ❖ Project RED



# Why chose Liquid?

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- ❖ Strong commitment to research and education.
- ❖ Not only a United States company but a Michigan company.
- ❖ Nutrients Not Numbers.
- ❖ Custom blend nutrients for your crops needs.
- ❖ Unsurpassed Flexibility, Reduced Rates, High Quality, High Usability.

Better Yield, Better Quality, Better for the Environment.

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