

Welcome to Auburn Bean & Grain Companies



Auburn Bean & Grain Companies

Established 1970

Privately Held

•Cliff Vennix and his wife Jan



Who We Are

- ▶ Auburn
- ▶ Auburn Fertilizer
- ▶ Hemlock
- ▶ Oakley
- ▶ Saginaw
- ▶ Millington



★ Standish- Future Auburn Bean & Grain Location



Company Information

- ▶ Annual Sales
 - ▶ Approaching \$200 million
- ▶ 16 million bushel grain storage
- ▶ 40,000 ton fertilizer storage
- ▶ Employment
 - ▶ 71 full time employees
 - ▶ 10 – 15 seasonal employees for spring or fall
 - ▶ Payroll over \$5 million



What We Do

▶ Grain

- ▶ 4 locations with 90 car train shippers
 - ▶ High speed loading
- ▶ Majority of grain commodities go to SE market
- ▶ High speed unloading systems for superior customer service
- ▶ Marketing consultant/analysis approach with customers

▶ Agronomy

- ▶ 25 custom application machines
- ▶ GPS soil testing
- ▶ Variable Rate application
- ▶ 200,000 acres of custom application
- ▶ Speed driven fertilizer mixing, loading, and application procedures



Doing Business In: 20 Counties

- ▶ Alpena
- ▶ Montmorency
- ▶ Otsego
- ▶ Crawford
- ▶ Oscoda
- ▶ Iosco
- ▶ Roscommon
- ▶ Ogemaw
- ▶ Gladwin
- ▶ Arenac
- Isabella
- Midland
- Gratiot
- Saginaw
- Lapeer
- Genesee
- Shiawassee
- Clinton
- Tuscola
- Bay



Industry Changes and Challenges

- ▶ **Increasing Yield Curve**
- ▶ **Increasing Demand**
- ▶ **Economy of Scale**
- ▶ **New Technology Driving Agriculture Into The Future**





Increasing Yield Curve



Increasing Demand



**Bulk fertilizer
storage expansion**



Focused Nutrition Needs New Technology



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Wholesale Loadout		Master Control Circuit Dengergized!		Retail Loadout		
Preset	Actual			Preset	Actual	
28% Wholesale	0	0		28% Retail	0	0
28% Retail	0	0		10-34-0	0	0
10-34-0	0	0		Sulfur Oxide	0	0
Sulfur	0	0		Spare	0	0
Spare	0	0		Sulfur Iside	0	0
				Hydrabumo	0	0
				Fert 1	0	0
				Fert 2	0	0
				Mix Tank	0	0

Send Reset Ab/Stop Stop Print

Mix Tank 0 Gals Remaining Clear Contents

Premix Tank		Master Control Circuit Dengergized!	
Preset	Actual		
Trofix Zn	0	0	
Tracite Mn	0	0	
Spare	0	0	
Spare	0	0	
Spare	0	0	

Send Reset Ab/Stop Stop Start

Premix Tank 1.1 lbs

Send Reset Print Ab/Stop Stop Start



Focused Nutrition Needs New Technology



Bulk Seed System



**Bulk Seed
Storage**

Custom Seed Treatments

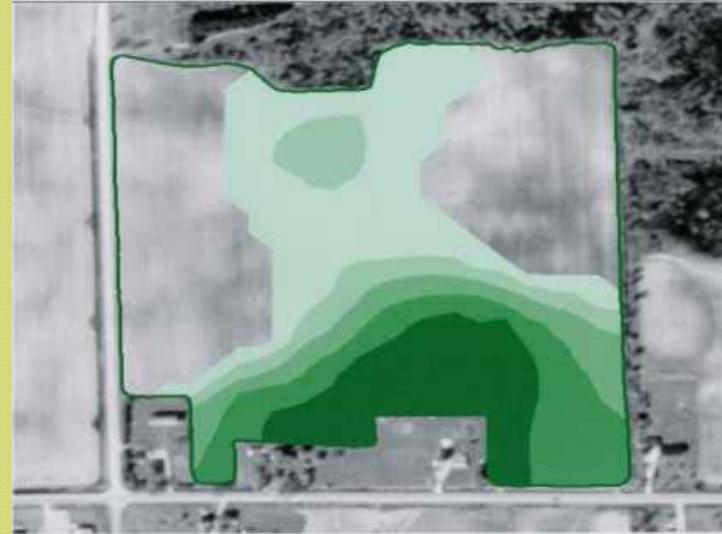
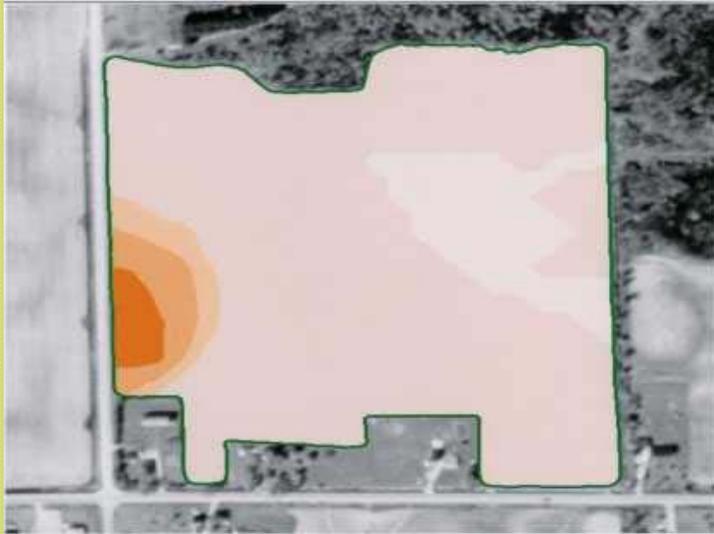


Precision Ag

Exactly what
crops need
when they
need it



Variable Rate Technology



**Exactly what
crops need when
they need it**



Continuing Investment



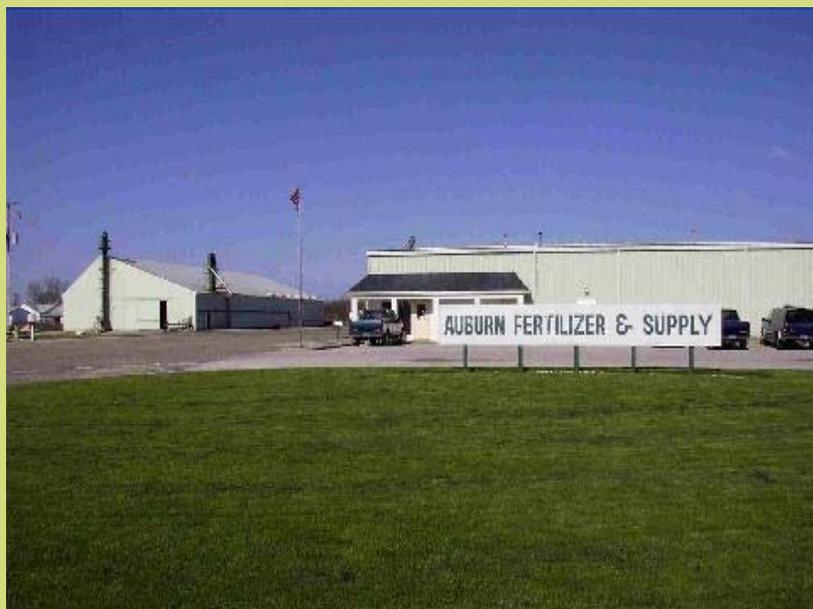
**The right
equipment to get
the job done**



Auburn Grain Division



Auburn Fertilizer Division



Hemlock Elevator



Frutchey Bean – Town Location



Frutchey Bean Corn Plant and Agronomy Center



Recent Expansion



Auburn Bean & Grain Companies



**Agriculture in Michigan
Driving Economic Growth**

