

## Chapter 32

### U.S. Suppliers of Distiller's Dried Grains with Solubles

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#### Abengoa Bioenergy Trading U.S.

**Contact:** Thomas Rossmanith

**Tel:** (636) 728-4500

**Email:** [Thomas.Rossmanith@bioenergy.abengoa.com](mailto:Thomas.Rossmanith@bioenergy.abengoa.com)

Abengoa Bioenergy Trading U.S., LLC was formed to manage the critical functions of grain procurement, ethanol and DDGS co-product marketing, and hedging and risk management for all commodities, including energy needs. The concentration of these functions into one specialized entity for all U.S. operations is critical to achieve the company's goals of consistency, efficiency, and identification of one common brand throughout U.S. Abengoa Bioenergy operations. Currently, Abengoa Trading markets co-products for the six Abengoa owned U.S. ethanol plants. Abengoa's plants are located strategically in the western cattle feeding markets and along the Mississippi River system.

Abengoa Bioenergy Trading U.S. marketed approximately 500,000 short tons of DDGS through the Gulf of Mexico in 2010. Abengoa's unique ability to put this much volume into the market place from identical production facilities leads to the consistency that has been missing from the marketplace in the past. Abengoa also has the ability to pellet co-products without sacrificing the specifications, which leads to increased efficiencies in freight and handling costs for their customers that can benefit from full vessel shipments of DDGS from NOLA.

#### Agribase International, Inc.

**Contact:** Terry English

**Tel:** (217) 370-5654

**Email:** [terry.english@agribaseinc.com](mailto:terry.english@agribaseinc.com)

Agribase International, Inc. is a U.S. feed ingredients exporting company based in Schaumburg, IL. Their core business deals in DDGS, soybeans, whey powder, and other ingredients. Terry English, formerly the USGC delegate for the Illinois Department of Agriculture, has been named the delegate to the Council on behalf of Agribase.

## AgMotion

**Contact:** Tim Carlson  
**Tel:** (612) 486-3880  
**Email:** [trade@agmotion.com](mailto:trade@agmotion.com)  
[www.agmotion.com](http://www.agmotion.com)

AgMotion, Inc. is a principal trading and exporting company that specializes in DDGS among other major U.S. commodities. The company also operates as US Commodities. Please see their website and contact them directly for more information.

## Agniel Commodities, LLC

**Contact:** Lucien Agniel  
**Tel:** (401) 248-2086  
**Fax:** (401) 248-2087  
**Email:** [info@agnielcommodities.com](mailto:info@agnielcommodities.com)  
[www.agnielcommodities.com](http://www.agnielcommodities.com)

Brokers for wheat, corn, soybeans, soybean meal, DDGS, corn gluten meal, cotton seed, soy hull pellets

## AG Processing, Inc (AGP)

**Contact:** Craig Pietig  
**Tel:** (402) 492-3322  
**Email:** [cpietig@agp.com](mailto:cpietig@agp.com)

Historically, AGP has been a wet distiller's grains marketer, but is now marketing DDGS from two ethanol plants in Iowa and Nebraska. Their export capabilities include barge, rail car and container shipments. AGP owns an export facility located in the Port of Grays Harbor in the state of Washington.

## Archer Daniels Midland Company (ADM)

**Contact:** Ryan J. Brocklesby  
**Tel:** (217) 451-8162  
**Email:** [ryan.brocklesby@adm.com](mailto:ryan.brocklesby@adm.com) (vessels)

**Contact:** Tony Ielase  
**Tel:** (217) 451-4776  
**Email:** [containers@adm.com](mailto:containers@adm.com) (containers)

**Contact:** Aaron Taft  
**Tel:** (217) 451-5061  
**Email:** [aaron.taft@adm.com](mailto:aaron.taft@adm.com) (truck and rail)  
[www.adm.com](http://www.adm.com)

Every day, the 29,000 people of Archer Daniels Midland Company (NYSE: ADM) work to

connect the harvest to the home, turning crops into renewable products that serve the vital needs of a growing world. ADM trades, transports, stores, and processes corn, oilseeds, wheat, and cocoa into products for food, animal feed, chemical, and energy uses. They are committed to the responsible, sustainable development of agriculture throughout the world. ADM is a producer and exporter of DDGS with production facilities in North Dakota, Iowa, Nebraska and Illinois. ADM has four gulf export elevators as well as two floating rigs to load DDGS or combination commodity vessels. ADM has three exclusive container loading facilities and also utilizes two additional public container loading facilities. Export capabilities include vessel, barge, rail car and container shipments.

## Attebury Grain, LLC

**Contact:** Keith Hunt

**Tel:** (806) 335-1639

**Fax:** (806) 335-1165

**Email:** [khunt@attebury.com](mailto:khunt@attebury.com)

[www.atteburygrain.com](http://www.atteburygrain.com)

Brokers for DDGS, corn and soybeans

## Big River Resources

**Contact:** Raymond Defenbaugh

**Tel:** (319) 753-1100

**Email:** [ray.defenbaugh@bigriverresources.com](mailto:ray.defenbaugh@bigriverresources.com)

[www.bigriverresources.com](http://www.bigriverresources.com)

Big River Resources West Burlington, LLC is an ethanol plant in West Burlington, Iowa. Initial annual production of this 40 million gallon ethanol plant started April 12, 2004, and capacity doubled from 40 to 92 million gallons per year in December 2007.

## Bunge North America

**Contact:** David Barham

**Tel:** (314) 292-2927

**Email:** [david.barham@bunge.com](mailto:david.barham@bunge.com) (vessel)

**Contact:** Julio Salinas

**Tel:** (314) 292-2988

**Email:** [julio.salinas@bunge.com](mailto:julio.salinas@bunge.com) (vessel)

**Contact:** Richard Moneymaker

**Tel:** (314) 292-2923

**Email:** [richard.moneymaker@bunge.com](mailto:richard.moneymaker@bunge.com) (rail)

**Contact:** Elisa Uribe

**Tel:** (314) 292-2422

**Email:** [elisa.uribe@bunge.com](mailto:elisa.uribe@bunge.com) (rail)

**Contact:** Kristan Barta  
**Tel:** (712) 366-8830  
**Email:** [kristan.barta@bunge.com](mailto:kristan.barta@bunge.com) (trucks)

**Contact:** Jim Macfarlane  
**Tel:** (314) 292-2115  
**Email:** [jim.macfarlane@bunge.com](mailto:jim.macfarlane@bunge.com) (containers)

Bunge North America has marketing agreements and is a minority investor in two ethanol facilities that began production in 2008. With a 200 year history in agribusiness, Bunge can provide not only critical contacts in the North American animal nutrition markets, but with their global reach they are able to provide access to developing export markets as well. Bunge's export capabilities include vessel, rail car, and container shipments. Bunge owns an export facility located in Destrehan, LA. Please contact them directly for more information.

### C&D (USA) Inc.

**Contact:** Jerry Wang  
**Tel:** (630) 928-1180  
**Email:** [jwang@chinacnd.com](mailto:jwang@chinacnd.com)  
[www.chinacnd.com](http://www.chinacnd.com)

C&D (USA) Inc. is a wholly-owned subsidiary company of Xiamen C&D Inc., a top 100 ranking, public company in China. Xiamen C&D is one of the biggest importers of grain, oilseeds and feedstuffs in China. After C&D USA opened in Chicago, Ill. in 2008, it quickly set up a suppliers' and logistics network of agricultural commodities in the United States and became one of the largest exporters of U.S. DDGS to China. C&D USA is currently working to develop its buyers' network in Southeast Asia.

### Cargill, Inc.

**Contact:** Daniel Humboldt  
**Tel:** (952) 742-2326  
**Email:** [daniel\\_humboldt@cargill.com](mailto:daniel_humboldt@cargill.com)

**Contact:** Mark Jirik  
**Tel:** (952) 742-6068  
**Email:** [mark\\_jirik@cargill.com](mailto:mark_jirik@cargill.com)

Cargill has marketing agreements with dry-grind ethanol facilities. They are also investors in those facilities. Cargill takes market positions from other DDGS marketers in the United States. Cargill sells a combination 36% protein-fat DDGS. Export capabilities include vessel, barge, container, rail cars and truck shipments. Cargill markets approximately 1 million metric tons of co-products per year.

## Cenex Harvest States (CHS)

**Contact:** Clayton Haupt

**Tel:** (651) 355-6804

**Email:** [clayton.haupt@chsinc.com](mailto:clayton.haupt@chsinc.com) (vessel)

**Contact:** Scott Thiel

**Tel:** (800) 769-1066

**Email:** [scott.thiel@chsinc.com](mailto:scott.thiel@chsinc.com) (container)

**Contact:** Sean Broderick (For prices FOB ethanol plants and delivered points in the U.S. Canada and Mexico)

**Tel:** (800) 769-1066

**Email:** [sean.broderick@chsinc.com](mailto:sean.broderick@chsinc.com)

[www.chsinc.com](http://www.chsinc.com)

CHS is a diversified energy, grains and food company committed to providing the essential resources that enrich lives around the world. A Fortune 100 company, CHS is owned by farmers, ranchers and cooperatives, along with thousands of preferred stockholders, across the United States. CHS supplies energy, crop nutrients, livestock feed, grain, food and food ingredients, along with business solutions, including insurance, financial and risk management services. The company operates petroleum refineries/pipelines and manufactures, markets and distributes Cenex® brand refined fuels, lubricants, propane and renewable energy products. CHS is the largest agricultural cooperative in the U.S. CHS is also the largest marketer of DDGS with estimated tons marketed in excess of 5 million for 2010. CHS currently has exclusive marketing agreements with 28 U.S. ethanol plants. CHS has container loading capabilities at several locations and owns and operates bulk export capacity in the U.S. Gulf, on the West Coast, and off of the Great Lakes. With offices around the world, CHS is positioned to serve your DDGS needs.

## Consolidated Grain and Barge Company (CGB)

**Contact:** Mitchell McGee

**Tel:** (985) 867-3554

**Email:** [mitchell.mcgee@cgb.com](mailto:mitchell.mcgee@cgb.com)

[www.cgb.com](http://www.cgb.com)

CGB is a full service agriculture commodity trading and logistics company that specializes in the trading and exporting of golden DDGS. They focus their service on shipping only those DDGS with a consistent quality, utilizing strong relationships with various origin plants. Their logistical capabilities include truck, rail car, container, barge, and vessel shipments. CGB owns several container and barge loading facilities throughout the Midwest and use third party loaders when necessary. In addition, they can load and unload barges at multiple locations in the Gulf of Mexico, and load DDGS or combination commodity vessels. Currently, CGB services numerous export markets and can streamline the supply chain for quality golden DDGS from origin to destination. Please contact them directly and visit their website for additional information.

## DeLong Co., Inc.

**Contact:** Brian Arnold

**Tel:** (608) 676-3039

**Email:** barnold@delongcompany.com

www.delongcompany.com

As one of the Midwest's largest suppliers of food grade corn and soybeans, the DeLong Co. has more than a quarter-century of experience supplying food grade white and yellow corn to domestic and international markets, including Europe, Asia, Mexico and Canada. With annual sales exceeding \$800 million, the company is active in grain, fertilizer and agricultural chemicals, seed, feed and pet foods, and transportation. The company also operates 45 trans-loading facilities in the Midwest, where products from farmer producers and elevators in Wisconsin, Illinois, Indiana and Ohio are trans-loaded into containers for shipment.

## Flint Hills Resources LLC

**Contact:** Ryan Sauer

**Tel:** (515) 817-2987

**Email:** ryan.sauer@fhr.com

Flint Hills Resources is an independent refining and chemicals company. It strives to create value for its customers and society - through the way its facilities operate, its efficient use of resources, the products it produces and markets, and its involvement in its communities. The company, based in Wichita, Kansas, has expanded its operations through capital projects and acquisitions worth more than \$6.2 billion since 2002.

The following Flint Hills plants are members of the U.S. Grains Council:

**Flint Hills Resources Fairbank LLC** is a 115 million-gallon-per-year plant that began operation in 2006 as the second ethanol production facility in the Hawkeye Renewables system. The facility consumes about 41 million bushels of corn annually and produces about 980 tons of DDGS per day.

**Flint Hills Resources Iowa Falls LLC** is a 100 million-gallon-per-year ethanol plant that was expanded to its current capacity in 2006. The plant uses 36 million bushels of corn per year and produces about 860 tons of DDGS each day. The plant was the first plant in the Hawkeye Renewables system and was originally constructed as a 50 million-gallon-per-year plant. It began operations in November of 2004.

**Flint Hills Resources Menlo LLC** is a 115 million-gallon-per-year ethanol plant that was completed in September, 2008. The plant uses 41 million bushels of corn per year and produces about 370,000 tons of DDGS each year. The plant was the third plant in the Hawkeye Energy Holdings system.

**Flint Hills Resources Shell Rock LLC** is a 115 million-gallon-per-year ethanol plant that was completed in October, 2008. The plant uses 41 million bushels of corn per year and produces about 370,000 tons of DDGS each year. The plant was the fourth plant in the Hawkeye Energy Holdings system.

## Fornazor International Inc.

**Contact:** John Fornazor, Jr.

**Tel:** (201) 664-4000

**Fax:** (201) 664-3222

**Email:** jf@fornazor.com

www.fornazor.com

Brokers of corn, sorghum, barley, and corn co-products (gluten feed, gluten meal, and distillers grains)

Fornazor International is a US trading company and feed manufacturer that has exported commodities globally since 1979. Fornazor exports and trades grains, vegetable proteins, marine proteins, and animal proteins primarily to Asian and the Middle Eastern markets. Fornazor owns and operates their own loading facilities on the east coast and also has a forage export facility in Kansas where they produce alfalfa pellets as well. Fornazor has a blend facility where they create their own custom feed formulations as well as other finished feeds.

## Gavilon

**Contact:** Tomas Elvir

**Tel:** (402) 889-4348

**Email:** tomas.elvir@gavilon.com

www.gavilon.com

Gavilon sources and distributes grain inputs including corn, wheat, soybeans, sorghum, milo and DDGS throughout North American, the Caribbean, Central America, South America, Europe and Asia. Gavilon Grain, with roots that go back well over 130 years as Peavey Grain, achieves quick, efficient handling while protecting quality with 64 high-volume capacity grain elevators. Formerly ConAgra Trade Group, Gavilon was formed as a new independent entity through the acquisition by a group of investors led by Ospraie Special Opportunities Fund. Gavilon is now positioned to provide its customers with a more complete and robust trading, merchandising, and distribution platform than ever before. Gavilon is headquartered in Omaha, NE with 930 employees worldwide and 144 facilities on six continents.

## Green Plains Renewable Energy Inc.

**Contact:** Brent Lorensen

**Tel:** (402) 315-1643

**Email:** brent.lorensen@gpreinc.com

www.gpreinc.com

Green Plains Renewable Energy (GPRE) was founded in 2004 and is North America's fourth largest ethanol producer. GPRE operates a total of 8 dry-grind ethanol plants in Indiana, Iowa, Michigan, Nebraska, and Tennessee with annual expected operating capacity totalling approximately 670 million gallons. GPRE's 8 plants will consume approximately 239 million bushels of corn in the ethanol production process. They also market and distribute ethanol for third party ethanol producers with annual expected operating capacity totaling approximately 360

million gallons. Today, GPRE markets and distributes over 1 billion gallons of ethanol, representing about 8% of the total U.S. supply, as well as 2.1 million tons of distillers grains. GPRE owns 51% of Blendstar, LLC, a biofuel terminal operator which operates 9 blending or terminal facilities with approximately 495 million gallons per year of total capacity in 7 states in the south central United States. GPRE also operates grain storage facilities with 31 million bushels of storage capacity and complementary agronomy and petroleum businesses at 13 facilities located in Iowa, southern Minnesota, and western Tennessee.

## Golden Grain Energy

**Contact:** Walter Wendland

**Tel:** (563) 238-5555

**Email:** [wwendland@etoh.us](mailto:wwendland@etoh.us)

Golden Grain Energy is a privately-held company dedicated to adding value to northern Iowa's corn production by turning locally-grown corn into clean-burning ethanol. The company currently produces approximately 100 million gallons of ethanol annually at a plant in Mason City, Iowa. Owned by more than 750 members, the majority of whom are northeast Iowa farmers, Golden Grain Energy is committed to being a strong partner in the local community, a key player in the regional economy and a leader in Iowa's ethanol industry. The company employs 45 individuals and purchases more than 33 million bushels of locally-grown corn annually from producers and grain dealers. In addition to ethanol, Golden Grain Energy produces both wet and dry distillers grains, providing a feed source for livestock producers. Golden Grain Energy strives to help meet the growing national demand for domestic biofuels, which are the key components of our nation's efforts to reduce reliance on foreign oil and improve air quality around the country.

## Granite Falls Energy

**Contact:** Tracey Olson

**Tel:** (320) 564-3100

**Email:** [tolson@granitefallsenergy.com](mailto:tolson@granitefallsenergy.com)

Based in Granite Falls, Minnesota, Granite Falls Energy began producing ethanol in 2005 and has a production capacity of 50 million gallons per year. The plant is a limited liability corporation comprised of over 900 investors. Granite Falls Energy has recently submitted permits to increase its production capacity to 70 million gallons per year. DDGS produced at Granite Falls Energy are marketed by CHS, though the company does market directly to the local end-users. The company recently added a corn oil extraction process to its production capacity.

## Hawkeye Gold, LLC

**Contact:** Mike Borcharding

**Tel:** (515) 663-6468

**Email:** [mborcharding@hawkgold.com](mailto:mborcharding@hawkgold.com)

[www.hawkgold.com](http://www.hawkgold.com)

Hawkeye Gold is an operating subsidiary of Hawkeye Energy Holdings, a privately owned, Iowa-

based renewable energy company. The company provides professional marketing services for distillers grains producers. We have an industry leading team with many years of experience in marketing distillers grains and other commodities, and have access to a wide range of local, domestic and international markets. Our client-plants have state-of-the-art ethanol facilities that produce a premium golden color distiller grains that is highly nutritious and well suited for animal feed.

The following Hawkeye plants are members of the U.S. Grains Council: Hawkeye Renewables – Fairbanks is a 115 million-gallon-per-year plant that began operation in 2006 as the second ethanol production facility in the Hawkeye Renewables system. The facility consumes about 41 million bushels of corn annually and produces about 980 tons of DDGS per day. Hawkeye Renewables – Iowa Falls is a 100 million-gallon-per-year ethanol plant that was expanded to its current capacity in 2006. The plant uses 36 million bushels of corn per year and produces about 860 tons of DDGS each day. The plant was the first plant in the Hawkeye Renewables system and was originally constructed as a 50 million-gallon-per-year plant. It began operations in November of 2004. Hawkeye Menlo LLC is a 115 million-gallon-per-year ethanol plant that was completed in September, 2008. The plant uses 41 million bushels of corn per year and produces about 370,000 tons of DDGS each year. The plant was the third plant in the Hawkeye Energy Holdings system. Hawkeye Shell Rock LLC is a 115 million-gallon-per-year ethanol plant that was completed in October, 2008. The plant uses 41 million bushels of corn per year and produces about 370,000 tons of DDGS each year. The plant was the fourth plant in the Hawkeye Energy Holdings system.

## Homeland Energy Solutions

**Contact:** Walter Wendland

**Tel:** (563) 238-5555

**Email:** wwendland@etoh.us

[www.homelandenergysolutions.com](http://www.homelandenergysolutions.com)

Homeland Energy Solutions, LLC operates an ethanol production plant which produces 100 million gallons of ethanol annually from 37 million bushels of corn using a 2.8:1 conversion ratio. Based in Lawler, IA, the facility serves corn producers in an 11 county area in northeastern Iowa. The purchase of the 37 million bushels of corn will increase the demand for corn and increase its market value. Based on existing industry experience, a projected value increase is expected between \$.05 and \$.08 per bushel. This amounts to an increased income of approximately \$1.85 million to \$2.96 million annually to regional participating producers. The facility also produces significant quantities of distillers' grains that are used in livestock production.

## International Feed

**Contact:** Bernie Kaiser

**Tel:** (763) 479-8185

**Email:** berniek@internationalfeed.com

[www.internationalfeed.com](http://www.internationalfeed.com)

International Feed has over a decade of experience in the production, supply, and export of feed ingredients. The company has practical experience in the handling and storage of feed ingredients, and offers expert advice on the nutritional value of protein meals. International Feed has excellent relationships with numerous container lines, which enable them to offer low-priced freight and fast transit times. The exporting and importing of animal feed ingredients is a more detailed process that requires many documents and certificates. International Feed has vast experience in the handling and negotiating of export documents.

### J.D. Heiskell & Co.

**Contact:** Mark Neher

**Tel:** (515) 663-6483

**Email:** [mneher@heiskell.com](mailto:mneher@heiskell.com)

[www.heiskell.com](http://www.heiskell.com)

J.D. Heiskell & Company is a professionally managed, family-owned company with a rich 123 year history. As the fourth largest feed manufacturer in the US (by volume), they understand and are committed to supplying the same high quality grain and feed ingredients that they use themselves. Export capabilities include rail car and container shipment, with an extensive list of freight providers to ensure competitive rates, as well as a staff to manage all export documents and certificates. By exporting grains and feed ingredients from various container transloading facilities spread across the US, they are able to seamlessly adapt to changing markets and originate from the most economical location. J.D. Heiskell had annual sales over \$3 billion during the last fiscal year. Their culture is driven by relentless pursuit of the highest standards of integrity, accountability, professionalism, excellence and innovation. Customer satisfaction and employee growth opportunities are the benchmarks by which they measure their success.

### Kimshe International Grain & Feed LLC

**Contact:** Sherif Gendi

**Tel:** (732) 444-1129

**Email:** [sgendi@kimshellc.com](mailto:sgendi@kimshellc.com)

[www.kimshellc.com](http://www.kimshellc.com)

Based in Holmdel, NJ, Kimshe International Grain specializes in the procurement of grain from several different locations in the midwest, east coast and west coast of the USA. While its focus is mostly on procurement of grain, they also have a department that can assist with all logistics from transportation to documentation and grain testing services. Kimshe was formed by a group of specialists who combined have over 60 years of experience in grain purchasing and logistics.

### Land O' Lakes Purina Feed, LLC (LOLPF)

**Contact:** Darian Carpenter

**Tel:** (425) 653-4237

**Email:** [DACarpenter@landolakes.com](mailto:DACarpenter@landolakes.com)

**Contact:** John Hany

**Tel:** (651) 375-5652

**Email:** jahany@landolakes.com  
www.ddgsnutrition.com

Land O' Lakes Purina Feed (LOLPF) DDGS Marketing has exclusive marketing agreements with ethanol plants for the marketing of distillers grain co-products. LOLPF has a highly recognized and respected history of success in the livestock feeding business. Being recognized as the "Industry Leader" in the animal nutrition business, they bring a unique marketing opportunity for their partners in the ethanol business. Combining the expertise of their animal nutrition business with their highly qualified feed ingredient merchandising staff brings value to the company's clients. They have over 80 highly technical feed mills located across the U.S. LOLPF also has feed plants in Ontario, Canada and a partnership in Taiwan. LOLPF has a 'state-of-the-art' animal nutrition research facility in Missouri. This facility is located just Southwest of St. Louis, Missouri, spans over 1200 acres, and is used to conduct feeding trials on multiple species of livestock. There are 11 research scientists at this facility that produce research results that allow them to back up our feeding recommendations. The Land O' Lakes Purina Feed DDGS Marketing team has experience and expertise in all forms of logistics (truck, rail car, containers, barge and vessels). Our export experience has included the St. Lawrence River, Gulf of Mexico, Southwest Pacific Coast, and in the near future, the Pacific Northwest out of Portland/Seattle.

## Lansing Trade Group

**Contact:** Steven J. Speck  
**Tel:** (419) 897-3182  
**Email:** [sspeck@lansingtradegroup.com](mailto:sspeck@lansingtradegroup.com)  
www.lansingtradegroup.com

Lansing Trade Group is a trading company focused on the movement of physical commodities. The company trades whole grains, feed ingredients, biofuels, freight, and many other commodities, including DDGS and corn gluten feed, within North America and internationally. It controls over 12 million bushels of elevator space through ownership or lease arrangements across the U.S. as well as various other strategically located storage and handling facilities for other commodities traded. Originally formed in Michigan in 1931, Lansing Trade Group is now headquartered in Overland Park, Kansas and has 10 U.S. offices as well as international offices in Geneva, Switzerland; Sao Paulo, Brazil and Buenos Aires, Argentina. The company provides customers with market opinion, price discovery, marketing support, timely distribution, and works hard to ensure that customers will get the quality of product they purchased.

## Lincolnland Agri-Energy LLC

**Contact:** Eric Mosbey  
**Tel:** (618) 553-3802  
**Email:** [ejmosbey@lincolnlandagrienergy.com](mailto:ejmosbey@lincolnlandagrienergy.com)  
www.lincolnlandagrienergy.com

Lincolnland Agri-Energy, LLC was formed by local people to add value to the agricultural community. Located in Palestine, IL, ethanol and DDGS production operations began in 2004 after almost 5 years of planning and has operated successfully since that time. The company strives to be a leader in dry-grind ethanol operation and to be excellent neighbors and

environmental stewards. We are here to serve farmers, shareholders, and employees.

## Little Sioux Corn Processors

**Contact:** Steve Roe  
**Tel:** (712) 376-2800  
**Email:** Steve.roe@littlesiouxcornprocessors.com

Little Sioux Corn Processors is a corn-to-ethanol processing facility located in, Marcus, Iowa. The company currently has a nameplate capacity of 92 million gallons of ethanol. It began operation in 2003 and was expanded to its current capacity in 2007. Little Sioux Corn Processors produces DDGS as well as "Modified" Wet Distillers Grains with Solubles (approximately 55% moisture).

## Louis Dreyfus Commodities Inc.

**Contact:** Jose Martinez  
**Tel:** (816) 218-2304  
**Email:** jose\_martinez@ldcommodities.com  
www.louisdreyfus.com

Louis Dreyfus Commodities Inc. commenced production of ethanol and DDGS in October of 2007. They are also a full service commodity export and trading company and are involved in all major commodities. Their DDGS trading includes exports as well as U.S. domestic truck and rail.

## Marquis Grain Inc.

**Contact:** Marcus Throneburg  
**Tel:** (815) 925-9590  
**Fax:** (815) 925-9504  
**Email:** marcustroneburg@marquisgrain.com  
www.marquisenergy.com

Products: DDGS

Marquis Grain Inc. supplies golden dried distiller's grains to markets throughout the world. These markets can be reached by rail, container, and bulk vessel, thanks to the location of the Marquis Energy biofuel facilities. Marquis Grain is the proud supplier of Marquis Gold 60. Thanks to a low-heat drying system at Marquis Energy's Hennepin facility, this uniquely bright product is the real gold standard when it comes to DDGS production. For samples, analysis, or pricing information, please contact them any time. They look forward to reaching new markets and building mutually beneficial business relationships.

## Marinex Grains, Inc.

**Contact:** Kevin Yoon  
**Tel:** (714) 990-2222  
**Email:** kevin.yoon@marinexgrains.com

[www.marinexgrains.com](http://www.marinexgrains.com)

Marinex Grains Inc. (MGI) has various transloading facilities to provide state-of-the-art container shipment services to their grain clients, and the capability to export bulk from the U.S. Gulf of Mexico. MGI serves and distributes corn, wheat, soybeans, sorghum, barley, milo, soybean meal, corn gluten meal, DDGS, and other special purpose co-products. The staff of knowledgeable employees and experts provide unique service experiences, superior quality, and competitive pricing. Currently, MGI is planning to establish a transloading facility in the west coast to provide more competitive and flexible services to their valuable clients.

## McCaulay Dalton & Company USA LLC

**Contact:** Graeme B. Foote

**Tel:** +61-2-9410-0409

**Email:** [graeme@mccaulaydalton.com.au](mailto:graeme@mccaulaydalton.com.au)

[www.mccaulaydalton.com.au](http://www.mccaulaydalton.com.au)

McCaulay Dalton & Company was formed in 2000 based on the philosophy that business needs to be approached by forming long-term relationships. Over the course of the company's life span, McCaulay Dalton has evolved from an Australian agricultural marketing consultant to an international commodity broker and has again reinvented itself to include MCCD Freight Services, offering clients ocean freight support for bulk export.

## Mirasco Inc.

**Contact:** Diaan Ghaly

**Tel:** (770) 956-1945

**Email:** [diaa.ghaly@mirasco.com](mailto:diaa.ghaly@mirasco.com)

[www.mirasco.com](http://www.mirasco.com)

Based in Atlanta, Georgia, Mirasco Inc. is a major global exporter and distributor of feed ingredients and raw materials, including corn, barley, sorghum, DDGS and corn gluten meal and feed. Mirasco organizes logistics, finance, and risk management to achieve the maximum results for their importers and suppliers. Through global offices located in the US, Uruguay, Brazil, Russia and Egypt, Mirasco is capable of serving its customers worldwide, including importers, distributors and processors. Mirasco's ultimate aim is to build a strong export business for US grains and co-products to several markets including Asia and the Middle East.

## Northwest Grains International, LLC

**Contact:** Gary Mao

**Tel:** (952) 746-2888

**Email:** [gmao@nwgrains.com](mailto:gmao@nwgrains.com)

[www.nwgrains.com](http://www.nwgrains.com)

Northwest Grains International is a company dedicated to the marketing and distribution of

commodity products. Our committed relationship with a professional network of partners enables us to supply our customers efficiently. They export commodity products to Pacific Rim countries which makes Northwest Grains International the leading provider of commodity products to industries worldwide. They pride themselves with outstanding attention to detail. Northwest Grains International employs a selected group of experienced professionals. This staff is well acquainted and involved in every aspect of each transaction, from manufacturing to logistics, and promises quality service and complete satisfaction. Their goal is to provide our customers with trustworthy service, extensive communication, and deliver continuous innovative solutions. They focus their attention in creating complete respect to our different cultural and geographical clientele, always finding a positive response to any problem during the work in progress.

### **Pasternak, Baum & Co., Inc.**

**Contact:** Michael Johnson

**Tel:** (914) 630-8145

**Email:** [mjohnson@pasternakbaum.com](mailto:mjohnson@pasternakbaum.com)

[www.pasternakbaum.com](http://www.pasternakbaum.com)

Importers and exporters on 6 continents have engaged the services of Pasternak, Baum and Co. for more than 70 years. As brokers and merchant consultants, Pasternak has been known by the community of agricultural commodity traders around the globe since the 1920's. As an independent third party intermediary between buyer and seller, Pasternak provides competitive prices and each client is also offered a total solution through a variety of support services. These services include procurement of freight, financing, insurance and logistics management. This full service brokering allows Pasternak to facilitate transactions of commodities for buyers and sellers around the world. The company brokers nearly one-third of American corn and wheat products. It employs a knowledgeable staff of brokers with an average of 22 years experience in the commodity-trading field.

### **Patriot Renewable Fuels**

**Contact:** Judd Hulting

**Tel:** (309) 935-5700

**Email:** [jhulting@patriotethanol.com](mailto:jhulting@patriotethanol.com)

Patriot Renewable Fuels, LLC's mission is to produce high quality, environmentally conscious renewable fuels that will promote energy independence for our community and the nation. The company operates a 100 million gallon per year ethanol producing facility in Annawan, IL. This facility also produces 320,000 tons per year of dried distillers grains with soluble for use as a high quality livestock feed ingredient. Patriot Renewable Fuels exported its first international shipment of DDGS in April 2009.

### **Phibro Ethanol Performance Group**

**Contact:** Tom Slunecka

**Tel:** (402) 575-5855

**Email:** [tom.slunecka@phibrochem.com](mailto:tom.slunecka@phibrochem.com)

**Contact:** Michael Giambalvo  
**Tel:** (201) 329-7314  
**Email:** [Michael.giambalvo@phibrochem.com](mailto:Michael.giambalvo@phibrochem.com)

Phibro Ethanol Performance Group (EPG) is a part of PhibroChem. The company was created to focus efforts on developing and marketing products that optimize the fermentation of alcohol during ethanol production. EPG offers LACTROL® antimicrobial, Neotrol and Ethanol Red® Dry Yeast. Together, these products provide a complete fermentation package for EPG customers. EPG and PhibroChem are divisions of Phibro Animal Health Corporation, serving customers worldwide throughout the Animal Health & Nutrition and Performance Products industries. The company has 900 employees to manufacture and market more than 550 specialty products all over the globe. Its combined annual sales are more than \$500 million.

## Platinum Ethanol, LLC

**Contact:** Nick Bowdish  
**Tel:** (712) 367-2727  
**Email:** [nbowdish@fageninc.com](mailto:nbowdish@fageninc.com)

Platinum Ethanol is a 110 million gallon per year ethanol production facility located in Arthur, Iowa. Platinum Ethanol began operations in September 2008 and is proud to purchase locally grown corn and produce renewable energy and value-added feed products. Platinum Ethanol employs nearly 50 people and operates 24 hours a day. The company takes pride in its international relationships, which provide an important end market for distiller's dried grains with solubles.

## POET Nutrition

**Contact:** Tarri Rott (Merchandising Manager)  
**Tel:** (605) 965-6279  
**Email:** [tarri.rott@poet.com](mailto:tarri.rott@poet.com)  
[info@dakotagold.com](mailto:info@dakotagold.com)  
[www.poet.com](http://www.poet.com) or [www.Dakotagold.com](http://www.Dakotagold.com)

POET Nutrition is responsible for one of the more important achievements in biorefining, the development of the standard-setting Dakota Gold DDGS. POET Nutrition's Dakota Gold is an excellent source of livestock feed that is in demand across the globe. With years spent on developing proprietary biotechnologies and processes, POET Nutrition delivers premium distiller's grains consistent in nutrient concentrations, loaded with protein and blessed with excellent flowability and other important technical characteristics. POET's team of PhD. nutritionists and their innovative spirit, have resulted in not only capturing maximum nutrition from each corn kernel, but also creating products with ideal properties for use in multiple applications for a variety of livestock feeds. For product to be given the Dakota Gold label, it needs to meet the highest quality standards in the industry. In addition, because of their tremendous volume, they have unique access to rail, truck and ocean freight to make the delivery of Dakota Gold a simple, predictable affair for their clients all around the world. As part of POET™, they're backed by the strength and resources of one of America's largest and most innovative ethanol

companies. For more information on POET Nutrition and the Dakota Gold family of products, please visit [www.dakotagold.com](http://www.dakotagold.com)

## Renewable Products Marketing Group (RPMG)

**Contact:** Jim Montbriand  
**Tel:** (952) 465-3248  
**Email:** [jmontbriand@rpmgllc.com](mailto:jmontbriand@rpmgllc.com)

**Contact:** Trevor Kallop  
**Tel:** (651) 465-3252  
**Email:** [tkallop@rpmgllc.com](mailto:tkallop@rpmgllc.com)  
[www.rpmgllc.com](http://www.rpmgllc.com)

The Renewable Products Marketing Group (RPMG) markets 1 billion gallons of ethanol annually from producer-owned ethanol production plants, allowing them to gain economies of scale in their marketing. The company also has distillers grain marketing services and markets over 1 million tons. RPMG has a staff with more than 80 years experience managing co-product marketing. The company has implemented a quality program and is developing global markets for its client plants. RPMG is poised to market any and all co-products produced by the plants utilize fractionation and additional processing technologies. RPMG was founded in 1996 and strives to provide a competitive advantage for producer-owned plants. Marketing ethanol and DDGS through a pool concept allows smaller producers to participate in all markets and utilize all contractual methods to maximize margins. Ethanol and distillers marketing, as well as a group buying program make up the core of RPMG's services. In addition, state-of-the-art logistics management, inventory management, RINs management and support services are provided. With the improvement in technology and the global demand for energy and protein, RPMG is prepared to provide the necessary services for its clients.

## Rycom Trading Ltd.

**Contact:** Ryan Slozka  
**Tel:** (250) 768-4321  
**Email:** [ryan.slozka@rycomtrading.com](mailto:ryan.slozka@rycomtrading.com)  
[www.rycomtrading.com](http://www.rycomtrading.com)

Rycom Trading Ltd. purchases, sells and distributes agricultural commodities, such as corn DDGS, canola meal, protein and energy feeds for the animal feed industry in both Canada and the United States. Rycom works closely with animal nutrition consultants and frequently tests its products to ensure customers are receiving high quality feed products. Rycom also operates a transloading facility in Sunburst, Mont. that facilitates the importing and exporting of agricultural commodities between Canada and the United States.

## The Scoular Company

**Contact:** Jim Harding  
**Tel:** (941) 365-0090  
**Email:** [jharding@scoular.com](mailto:jharding@scoular.com)

**Contact:** Jennifer Li  
**Tel:** (612) 252-3533  
**Email:** [JLi@scoular.com](mailto:JLi@scoular.com)

**Contact:** Doug Grennan  
**Tel:** (612) 335-8205  
**Email:** [dgrennan@scoular.com](mailto:dgrennan@scoular.com)

**Contact:** Josh Kasprzyk  
**Tel:** (800) 365-0524  
**Email:** [jkasprzyk@scoular.com](mailto:jkasprzyk@scoular.com)  
[www.scoular.com](http://www.scoular.com)

Scoular's export capabilities include barge, rail car and container shipments. They have their own container freight and container transloading division, TSC Container Freight, which is a Scoular subsidiary. Scoular has marketing agreements with ethanol plants for the sale of DDGS.

## Touton USA Limited

**Contact:** Dan Freeman  
**Tel:** (317) 324-6800  
**Email:** [d.freeman@touton.com](mailto:d.freeman@touton.com)

Formed in June 2008, Touton USA Limited is a U.S. subsidiary of a privately held French company that specializes in trading of raw materials of grain, coffee, and cocoa. The company specializes in the sale of grains and grain products, including DDGS, to markets around the world. It has a specific focus on the Asia market and container shipments. Other Touton locations include the Ivory Coast, Nigeria, Indonesia, Singapore, Australia and it also has business representation in Vietnam, Russia and China. The revenue of the Group totals \$775 million and employs 800 people. Touton USA Limited is based in Indianapolis, IN.

## Trans Coastal Supply Co.

**Contact:** Pam Moses  
**Tel:** (217) 421-0203  
**Email:** [pam@transcoastalsupply.com](mailto:pam@transcoastalsupply.com)

**Contact:** Bob Briscoe  
**Tel:** (217) 421-0203  
**Email:** [briscoe@pcgrain.com](mailto:briscoe@pcgrain.com)  
[www.transcoastalsupply.com](http://www.transcoastalsupply.com)

Trans Coastal Supply Company (TCSC) provides export customers with agricultural grains and products such as yellow corn, distillers dried grains with solubles (DDGS), corn gluten meal,

yellow soybeans and Hi Pro soybean meal delivered to the transloading facilities of Prairie Creek Grain Company Inc., in Elwood, IL and Agri-Load, Inc in Decatur, IL, as well as to the rail ramps and C&F final port destinations. The company also provides origination, logistics, transloading and drayage complete with product analysis and export documentation. The company's founders bring more than 20 years of experience in grain and feed ingredient trading, logistics and management, and experience in agricultural businesses ranging from drain tiling, elevator management and transloading operations.

### Uriman Inc.

**Contact:** Ryan Kim

**Email:** rkim@uriman.com

**Contact:** Joe Onorato

**Email:** joe.onorato@urimangrain.com

**Tel:** (714) 257-2080

**Fax:** (714) 257-2087

Brokers for DDGS, corn, sorghum, gluten feed and meal

### Valero Marketing and Supply Company

**Contact:** Allan Assmann (Manager, DDGS Sales)

**Tel:** (402) 727-5300

**Email:** allan.assmann@valero.com

**Contact:** Ted Hattori (Manager, DDGS Export Sales)

**Tel:** (210) 345-5304

**Email:** ted.hattori@valero.com

**Contact:** Ernest Blansfield (Director, Distillers Grain Sales)

**Email:** ernest.blansfield@valero.com

www.valero.com

Valero Energy Corporation is a FORTUNE 50 company and is the 3rd largest U.S. fuel-grade ethanol producer and has a fleet of 10 facilities in seven states. Current annual name plate production is 1.13 billion gallons of ethanol and 3 million tons of DDGS across the fleet. Valero Marketing and Supply Company is a subsidiary of Valero Energy Corporation and is the marketer of ethanol and DDGS.

### Western New York Energy

**Contact:** Andrew Buck (Marketing Manager – Distillers Grains)

**Tel:** (585) 798-9693

**Email:** abuck@wnyenergy.com

Western New York Energy is the first ethanol plant in operation in the northeastern United States. The company was founded in 2004 and began producing ethanol and co-products in November 2007. The plant utilizes approximately 20 million bushels of corn annually to produce

55 million gallons of fuel ethanol and 160,000 tons of high quality "Dairy Distillers Grain," a unique low-fat distillers grain that is marketed to western New York feed users. They also produce and market other co-products such as corn oil and food grade carbon dioxide.

## **Zeeland Farm Services**

**Contact:** Darwin Rader (International Sales Manager)

**Tel:** (616) 748-1819

**Email:** darwinr@zfsinc.com

Zeeland Farm Services, Inc. is a family-owned and operated business with over 55 years of service to the agricultural and transportation industries. It was founded in 1950 by Robert (Bob) G. Meeuwsen as Meeuwsen Produce and Grain. In 1977, it was reorganized as Zeeland Farm Services, Inc. to provide customers with a wider variety of agricultural services. Bob sold the company to his sons Cliff, Arlen, and Robb in 1992. Over 200 employees, including 12 Meeuwsen family members, work at ZFS. They strive to provide the best possible customer service and offer quality products and services at competitive prices.