

The DeLong Co., Inc.

Overview of the DeLong Co., Inc, and specialty markets



Grain

- ~55,000,000 bushel of capacity
- 21 Country grain elevators
- Containerized Feed and Grain Exports



Agronomy and Seed

- 6 Agronomy locations
- Precision Ag/Nutrient Management
- On Demand Seed Treatment



Wholesale

- Bird Seed
- Livestock Feeds
- Salt
- Grass Seeds
- Pet Foods



Transportation

- 45 full time CDL drivers
- Separate division for brokering bulk truck freight



Origination

- Work with growers to buy their grains and oilseeds
- Provide growers contracts for non-gmo and identify preserve commodities



Trans load

- Elevate, condition, clean and segregate a variety of grains, oilseeds and feed products
- Loaded into 20' and 40' containers
- Strategically located assets near major inland container ports



Rail

- The containers then get railed to major export terminals to be placed on container ships



Ship

- The containers are loaded onto vessels to be shipped overseas



Partnerships

- Shipped to various customers and end-users primarily in south Eats Asia



Genetically Modified Organism

- organism whose genetic material has been altered using genetic engineering techniques
- Example: Round up ready corn and soybeans



Non - Genetically Modified

- Produced without genetic engineering
- No standards set by US government for labeling
- 3rd party organizations like the Non-GMO Project have created standards, otherwise the product trades at a % of purity



Organic

- “Organic food is the product of a farming system which avoids the use of man-made fertilizers, pesticides; growth regulators and livestock feed additives.” NOP
- US standards are set by the USDA via the national organic program (NOP)



Sustainability

- The ability to be maintained at a certain rate or level
- No standards set by US government for labeling
- 3rd party labels like ISCC or RTRS set requirements and issue labeling



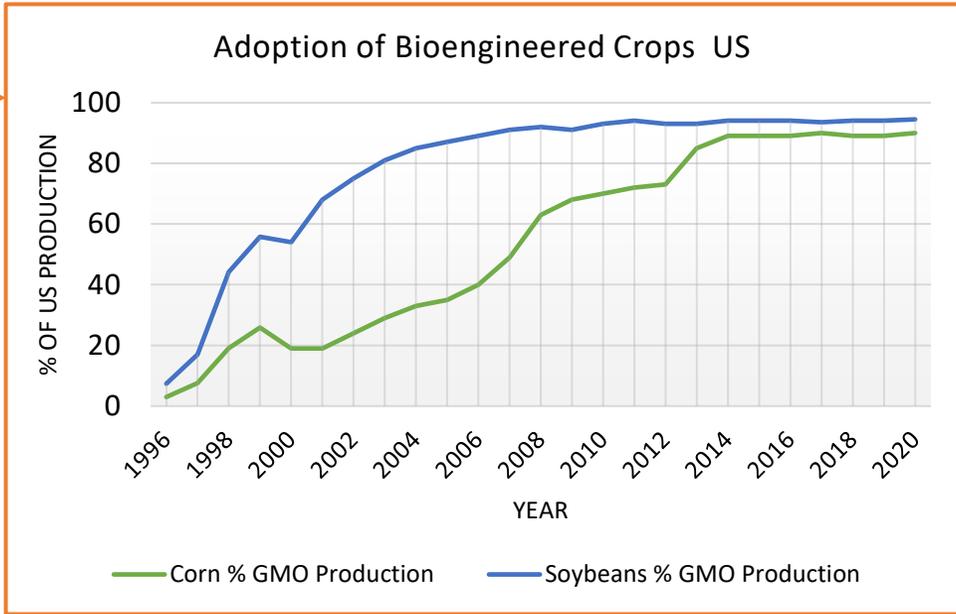
Identity Preserved (IP)

- Refers to the maintenance of a product's specific traits or characteristics through growing, production and marketing channels
- Usually done to enhance processing efficiencies, enhance taste, create a better appearance or marketability of the finish product



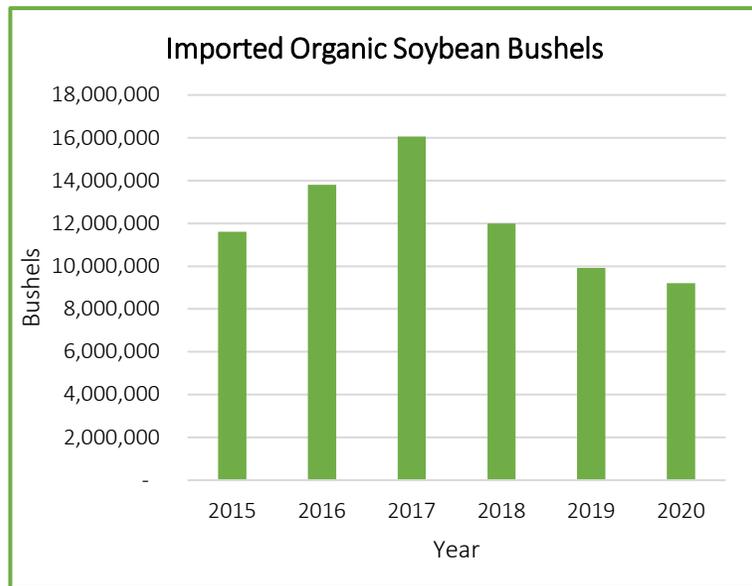
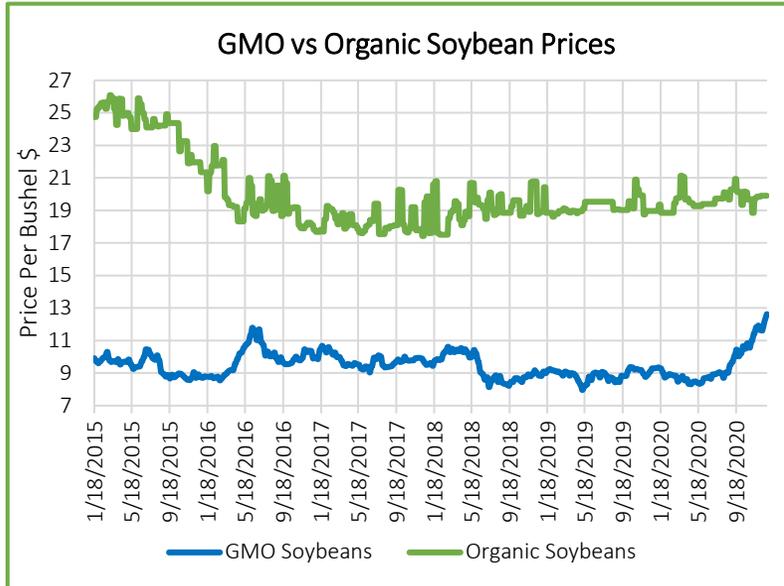
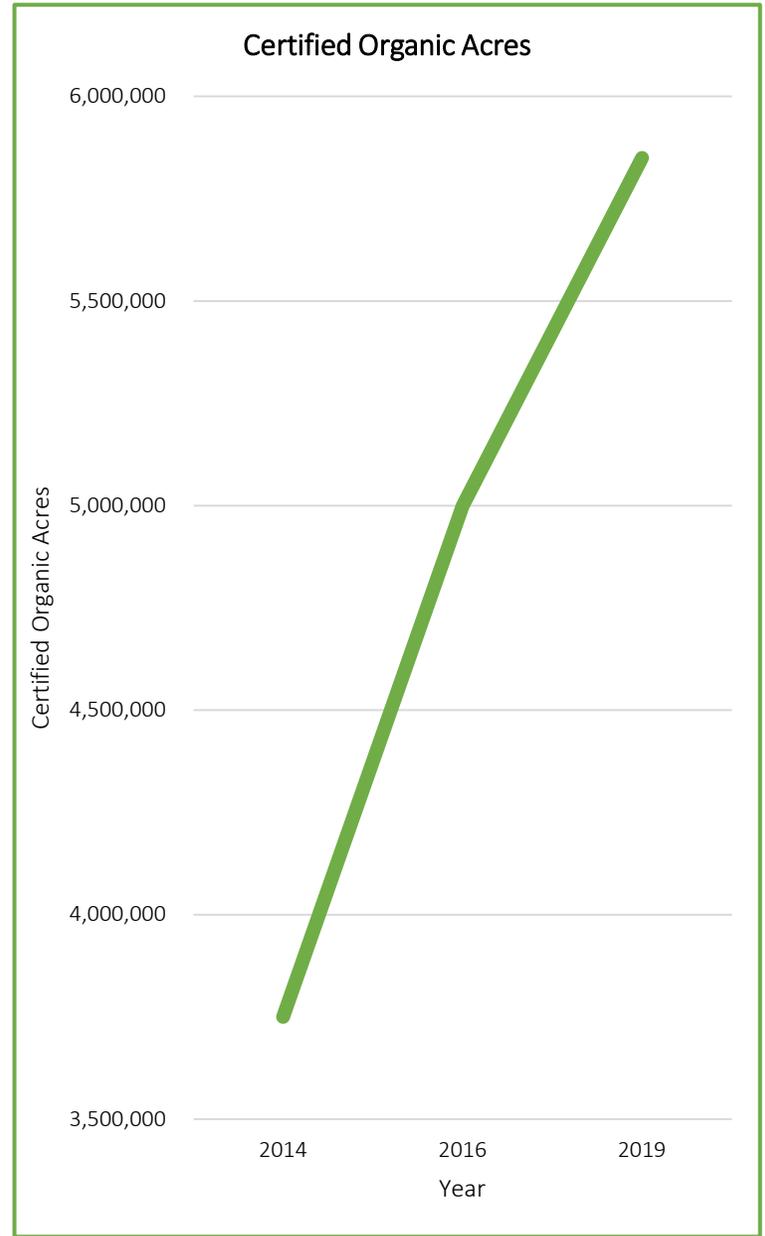
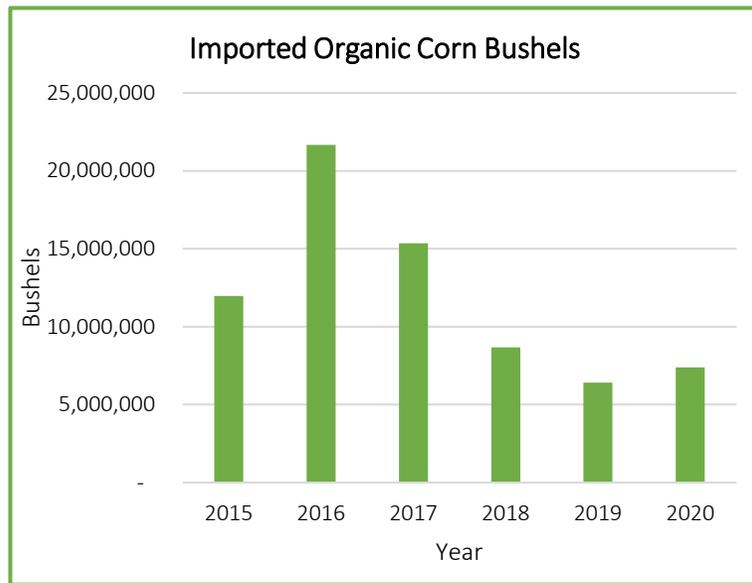
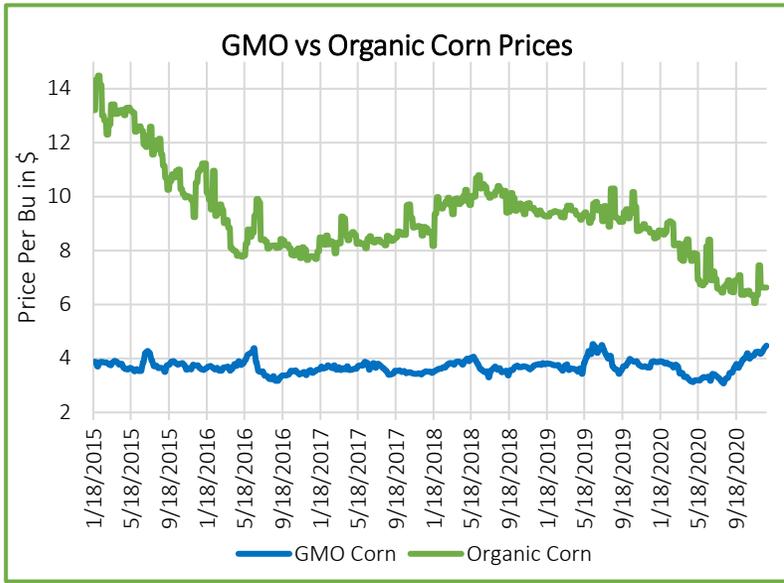
Cleaned and/or Conditioned

- End users may desire grain that meet higher specifications than USDA grades
- To meet these specifications usually requires some advance cleaning and sorting equipment

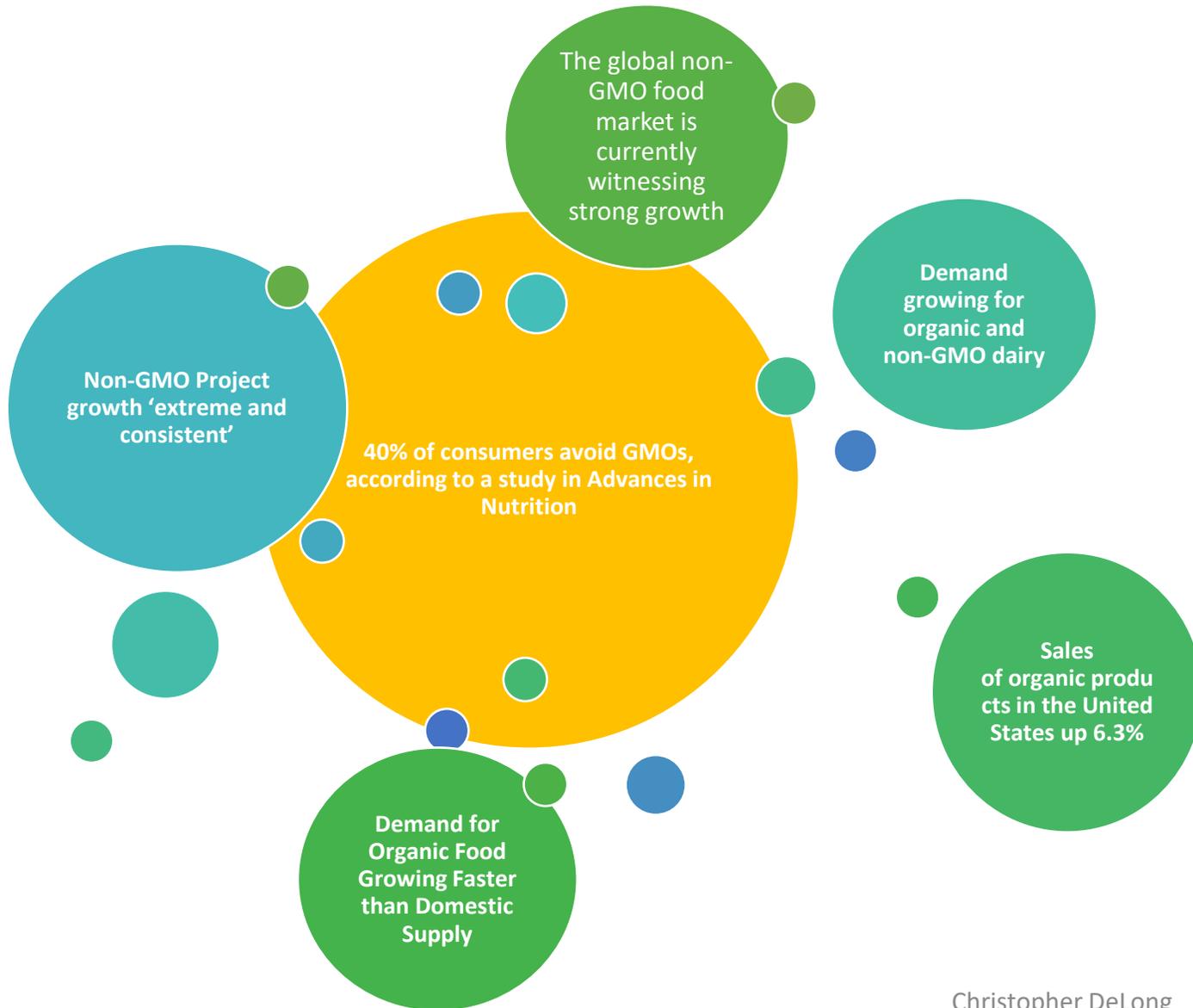


Source: USDA, Economic Research Service using data from the 2002 ERS report, Adoption of Bioengineered Crops (AER-810)

- ### Specialty Grains
- A commodity that is grown , conditioned, or marketed to a niche market
 - Usually **adds value** to the end users product and the producers bottom line
 - **Can mean a lot of different things**



Outlook for Specialty Grains



- Demand is strong and is growing but, is a challenge to measure
- Modern production methods can raptly overproduce for the given demand. This will continue to cause pronounced cyclical patterns
- Price discovery and data will need to get better for this sector to grow and be efficient