

Thresher Updates

Don Wille, CEO



2016 SEED DAYS

2015 Highlights

- Market in flux
 - Rolled contracts from 2014 to 2015
 - This kept the mills running, and allowed us to add \$2 to bottom line instead of discounting up to \$3



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Collaborations and Purchases

- Collaborated with the mills to reduce the milling specs
 - Mills reacted quickly and effectively to minimize the impact to growers
- Purchased Moreland Grain
 - Provides a steady supply of wheat to the cleaning plant and the mill all year long



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Blackfoot and Newdale Facilities

- Blackfoot facility
 - Added a second cleaning line
- Newdale facility
 - New elevator
 - More efficient truck flow
 - Safer environment for workers and truckers
 - Quicker turn around
 - Increased loading and unloading capacity by 150%



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Rockford Facility

- Added 1,000,000 bu of pod space
- 25,000 bu/hour double drive-over stacker
- Second scale



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American Falls Facility

- Added
 - 1.5M bushels of pod space
 - 25,000 bu/hour double drive-over stacker
 - Added a second scale
- Increased delivery speed by 150%
 - Dumped trucks in under 5 min per truck



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Idaho Falls Facility

- Rebuilt 6 bins / increased capacity by 500,000 bu of storage
- Implemented Scale Trak to all stations
 - Decreases dump time
 - Emails unload information when outbound ticket is printed



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Merchandising Team

- Implemented a customizable text messaging program
 - Tailored to your needs
 - Provides information such as:
 - Timely information on markets
 - Bid changes
 - Issues we may be having at our unloading facilities
 - Blackfoot has used this system to inform producers of where they should dump at harvest time. This helps manage the lines. At no time did any trucker have to wait more than 15 minutes to dump during harvest.



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Sign up Today!

- Go back and see the Thresher table to sign up today.



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Merchandising Team Cont.

- Minimum-priced contracts
 - Allows producers to lock in a price at harvest, thus reducing your downside risk, but also allows you to participate in any of the small rallies
 - This has resulted in many producers receiving up to 40c over their initial contract price
- We have collaborated with you
 - Presented 15 marketing meetings
 - Provided a refresher course in dealing with low prices
 - Changing perspective during times of depressed markets



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But wait...there's more!

- We are working on our improvements in 2016
 - Continued improvements on infrastructure
 - Continued improvements on IS programs
 - Settlements
 - Contracts



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Some things will not change:

- We will continue to work with Grain Craft Mill to insure they have the product they need
- We will work in conjunction with the Mill, the seed companies and the universities to make sure we have the best seed varieties for both yield and disease resistance
- We will continue to research the best practices so we can help you succeed in this challenging economy



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We live by the platinum rule:
*Treat people the way they want to be
treated...*

On behalf of everyone at Thresher and
Agspring, I thank you for your business and
wish you all the best in this coming year.



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Thank You



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