



## Twenty Reasons Why You Should Consider ADM as Your Dairy Nutrition Professional

ADM is committed to providing our dairy customers with the best value for their feed dollar. We strive to provide the latest in dairy nutritional technologies and unparalleled service to optimize dairy farm profitability. Our dedicated staff of researchers, technical support team and field personnel work tirelessly to meet these objectives.

1. ADM has an extensive commitment to dairy nutrition research resulting in numerous patented and/or patent-pending technologies throughout the years. This commitment translates into the ability to provide a measurable technological advantage for our customers.
2. ADM has an experienced and knowledgeable team of Ph.D. Dairy Nutritionists, Specialists and Sales Professionals working in the field whose input is sought as integral members of our dairy customers' operations. The ADM team provides ideas and solutions to enhance customer profitability while also offering trouble-shooting and problem-solving capabilities.
3. ADM has a strong network of feed dealer companies throughout the country who add value for their dairy customers on a daily basis.
4. ADM is one of the largest feed companies in North America and has the size, scope and breadth of resources to add a wide array of products, programs and services to the dairy industry.
5. ADM is basic in the raw ingredients required for dairy production.
6. ADM is positioned to capitalize upon the various co-product streams being produced from the alternative fuel industry.
7. ADM's expertise in the grain and commodity markets can be a valuable resource for its dairy clients.
8. The ADM Commodity Merchandising Program can be beneficial in assisting customers with sourcing commodities and ingredients most economically.
9. ADM provides price risk management opportunities, including future feed contracting, for our dairy clients.
10. ADM has its own proprietary ration balancing program with amino acid, fat and nutrient excretion models to provide the most appropriate balance of all nutrients necessary for optimal dairy herd performance
11. The ADM Resolution Dairy Feed program enables our field staff to provide farm-specific formulation appropriately balanced around the dairy producer's homegrown grains, forages and commodities.
12. ADM has strategically located state-of-the-art feed manufacturing and distribution facilities to serve its dairy customers.
13. ADM has made a continued sizeable financial investment in their feed manufacturing facilities and the building of new plants, such as the Enertia® Rumen Inert Fat plant in Quincy, IL, to manufacture proprietary dairy technologies.
14. ADM is truly a "one stop shop" for its dairy customers as we are basic in the manufacturing of base vitamin/trace mineral premixes, minerals, concentrates, complete feeds and specialized feed technologies, such as Enertia Rumen Inert Fat, Proponse® Yeast, RumeNext®-Dairy, CitriStim® SI Inside<sup>SM</sup> and Sweet Unique<sup>TM</sup>.
15. In addition to the extensive portfolio of dairy feed products for all phases of dairy production, ADM also has an extensive line of animal health products including silage inoculants, hay preservatives, de-wormers, nutritional aids, flow agents, and many other items to optimize dairy production and health of the dairy animal.
16. The ADM Feed Technology group is in constant pursuit of new manufacturing technologies to provide ADM with a differential advantage in the marketplace, including our patented cold pelleted technology.
17. ADM's stringent quality assurance program and standard operating procedures provide assurance that their products are of consistent quality and integrity load after load.
18. ADM has a strong network to help producers sell and/or purchase animals and equipment or secure specialized services, such as that of contract heifer replacement growers and/or forage harvesters.
19. ADM has a one-on-one relationship with key animal agriculture suppliers, which provide additional technical resources of value to dairy producers.
20. ADM has an extensive network in the areas of dairy facility design and planning, milk price risk management, financing for expanding dairy businesses, and business/financial planning, which offers additional value to dairy customers.