



Auburn Bean & Grain Companies

Striving for Excellence in Products & Services

Member of
MABA - NGFA - SEGF

Auburn Bean & Grain • Auburn Fertilizer • Standish • Frutchey Bean - Oakley • Hemlock Elevator

Our mission at Auburn Bean & Grain is to provide excellence in products and service. When we bought Auburn Bean & Grain in 1970, Frutchey Bean in 1981, Hemlock Elevator in 1982 and opened Standish Elevator in 2013 we meant to serve our customers, our employees and our family. We continue to strive for that today.

Recently, we completed the sale of Auburn Bean & Grain to The Andersons. We believe The Andersons is best suited to continue our legacy of service and excellence into the future. We know they will bring added opportunity to our customers and employees. In the near future not much will change about how you do business with Auburn Bean & Grain. Over time we believe you will see great advantages and rewards.

Thank you. Words really cannot express our gratitude to you for your past support. Whether you've been with us for the entire 40 years or delivered your first load to us recently, we sincerely appreciate your business. We wish you great success in the future. We believe doing business with The Andersons will give you even greater access to realizing your hopes and dreams for your farm and family.

With sincere thanks and best wishes for your future,

Cliff and Jan Vennix and Family



Answers to Questions You May Have Today

We want to make the transition from Auburn Bean and Grain to The Andersons as smooth as possible and respond to any and all of your questions or concerns. We hope to answer some of your questions with this communication. We understand you will have many other inquiries as the transition progresses. We are committed to keeping you informed along the way.

1. Why is The Andersons interested in Auburn Bean and Grain?

The Andersons has been an agribusiness leader in the Eastern Corn Belt for nearly 70 years. More recently, we've been executing our strategy to be a key player on a national level. Part of our strategy includes expanding our presence in states where we have existing locations as well as regions that are new to us. This acquisition enables us to serve new customers in Michigan, where we've had a presence for 33 years. As a family-owned business with a history of nearly 100 years, Auburn Bean and Grain is an excellent cultural fit with The Andersons, especially with our similar philosophies in providing exceptional customer service.

2. Who is The Andersons?

The Andersons is known for growing enduring relationships through extraordinary service, a deep knowledge of the market and a knack for finding new ways to add value as we have done for nearly 70 years. We are a diversified company rooted in agriculture. Founded in Maumee, Ohio, in 1947, the company conducts business across North America in the grain, ethanol, and plant nutrient sectors, railcar leasing, turf and cob products, and consumer retailing (in Ohio only). We have more than 3,200 employees working in six operating groups in more than 90 locations. The company's stock is publicly traded on the NASDAQ under the stock symbol ANDE. You can get more information about the company at andersonsinc.com or information about our grain business at andersonsgrain.com or information on our plant nutrient business at andersonsnutrients.com.

3. What are the core beliefs of The Andersons?

We are committed to the betterment of our employees, customers, shareholders, and the communities in which we operate. We aspire to treat all these constituencies with integrity, fairness, respect and good will. Additionally, we have an overarching commitment to the health and safety of our employees and visitors. Last, but not least, we have a strong and proud tradition of contributing generously to our local communities and to being good corporate citizens.

4. Will the Auburn Bean and Grain name discontinue?

For now, we will continue to operate as Auburn Bean and Grain and all contact information will remain the same. As we come to fully understand the intimate details of how Auburn Bean and Grain works with their customers, we will slowly and purposefully transition to The Andersons, Inc. name.

5. Who is writing my grain checks? Who do I write my agronomy checks to?

It will be business as usual and your grain checks will continue to come from Auburn Bean and Grain until further notice. When writing your agronomy checks they will continue to go to Helena until further notice.

6. What is the status of my Price Later, Storage and or Grain Bank Bushels? Are Grain Policies being continued?

The rates and policies related to these bushels are unchanged. Grain storage and price later rates can change, however the policies will be maintained and remain in place as they were when handled by Auburn Bean and Grain. All grain policies will be continued until further notice.

7. What is the status of my open grain contracts?

All Auburn Bean and Grain contracts will be honored.

8. Are there Hold Pay Dollars?

All current policies by Auburn Bean and Grain will be maintained until further notice.

9. What is the status of Nutrient / Seed Pre-Pay?

Any pre-pay on seed or nutrients currently in agreement with Auburn Bean and Grain or Helena will be honored. The pre-paid status will remain unchanged.

10. What company does my Salesperson represent?

Auburn Bean and Grain is now a subsidiary of The Andersons. In time they will be referred to as The Andersons.

11. If I have questions, who should I talk to?

We encourage you to direct any questions to your salesperson, or to the following employees of The Andersons:

John Stefanelli
Senior Area Manager, PNG
john_stefanelli@andersonsinc.com
517-881-4331

Rick Hollister
Senior Sales & Merchandising Manager, Grain
rick_hollister@andersonsinc.com
517-629-9427