

Winfield US



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Winfield US and Southern States Cooperative, Inc. Working Toward Exclusive Supply Agreement

Agreement would bring operational support and WinField portfolio to new customers and furthers support for agricultural retailers

ARDEN HILLS, Minn. and RICHMOND, VA (4/20/2016) – Winfield US (Winfield United Suppliers) and Southern States Cooperative, Inc. have signed a letter of intent to enter into a supply agreement for Winfield US to exclusively provide a majority of Southern States’ requirements for crop inputs.

“We are very pleased to be working with Southern States to help meet their supply and operational needs and bring WinField products and services to new customers,” says Chris Policinski, president and CEO of Land O’Lakes, Inc. and Winfield US chairman. “This agreement furthers our commitment to helping agricultural retailers continue to compete in this era of industry consolidation.”

The intent is for Winfield US to supply a majority of crop inputs requirements to the Southern States network of 1,200 retail locations across 23 states serving 200,000 farmers, including products and services delivered under the WinField brand, which will be new offerings for Southern States customers.

“We’re excited about the possibilities of aligning with a company known for industry-leading operations and with some of the best products and services to help us better serve our customers and grow our business,” says Jeff Stroburg, CEO of Southern States Cooperative, Inc.

With the agreement, Winfield US gains access to a new geographic region.

“We are looking forward to the potential of bringing our WinField portfolio of products, including our WinField seed, seed treatments, adjuvants, micronutrients and plant growth regulators to a new customer base,” says Mike Vande Logt, COO of Winfield US. “The products, paired with our decision agriculture technologies will provide real value to Southern States customers looking to increase productivity in the most sustainable ways. We look forward to

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defining the details of the agreement and getting to work with new retail partners and the farmers they serve in this region.”

The agreement is expected to be complete in early summer and effective fall 2016.

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Winfield US is a seed and crop protection business serving nearly 1,300 independently owned and operated agricultural retailers that operate thousands of retail locations across the United States. Through its recognized portfolios of agricultural products, services and agricultural expertise delivered under the WinField[®] and United Suppliers[®] brands, the business supports retailers in helping farmers achieve high levels of success in the field.

About Southern States Cooperative, Inc.

Southern States is a Richmond, Virginia-based farm supply and service cooperative, established in 1923, which now has more than 200,000 farmer-members. As one of the nation's largest agricultural cooperatives, it provides a wide range of farm inputs, including fertilizer, seed, livestock feed, pet food, animal health supplies and petroleum products, as well as other items for the farm and home. The cooperative serves its members and non-member customers through 1,200 retail outlets in 23 states.