

# 2022

Annual Report  
February 1 – September 30





# An Uncommon Committment

## **2022 was an outstanding year for Allied Cooperative.**

It was a year of progress. It was a year of solid execution as we continued to focus on financial discipline, strengthening our balance sheet and positioning the co-op for continued sustainable growth. Our sales reached an all-time high of \$241.3 million and profitability followed suit with net savings of \$16.9 million. Both of these figures were achieved in a fiscal year containing just eight months (February 1 – September 30, 2022).

The Board of Directors elected to change our fiscal year end to September 30th – a time when our inventories are at their lowest. This change creates efficiencies throughout our business, and helps alleviate some of the pressure on our accounting department during tax season. This annual report highlights finances and activities that took place during the short year ending September 30, 2022.

It has been said that uncommon results require uncommon commitment. The commitment that I have witnessed from our dedicated team of employees is anything but common. Our success is a testament to the nearly 300 employees who work hard day in and day out – making good decisions that are in alignment with our core values of teamwork, integrity, dependability, efficiency and service to others.



The number one challenge we have faced as a co-op this year has been our ability to hire qualified employees. A combination of low unemployment and few employee candidates has put pressure on our existing staff as we continue to provide products and services to our members. I am constantly humbled and impressed by the way our dedicated team has gone above and beyond to ensure the job gets done.

I believe that the future of our co-op will be decided by how well we anticipate and respond to the opportunities our shifting marketplace presents. Striving for continuous improvement and adapting to change have helped make your co-op successful in the past – and will help ensure its success in the future. We are making significant investments in our facilities in order to ensure our members have access to the most reliable and efficient service possible.

The vision of your cooperative is to be one of the best agri-businesses by providing an environment for change with future technology, communication and business practices. One way to deliver on this vision is by operating at a size and structure that will keep you and your cooperative competitive in the future. We know that those who stand still get left behind. Because of this we are actively considering partnership opportunities with an eye on future growth.

While the pace of change in our industry continues to accelerate, one thing that hasn't changed is our commitment to you, our member-owners. We are committed

to providing a return on your investment through patronage refunds and an active equity revolvment program. We are investing in the equipment and facilities you need for success. We are promoting agriculture in our local schools and investing in students through a robust internship and scholarship program. We are good corporate citizens, giving back to the communities we serve.

Throughout all of the growth and change your cooperative has seen over the years, we have remained committed to our mission: To provide quality products and services to our customers at a competitive advantage while creating value and profitability for our member patrons and our cooperative. I'm proud of what we accomplished in 2022 and look forward to continuing to build on that success moving forward.

Sincerely,

Tim Clemens, CEO



# Agronomy Division

Allied Cooperative's Agronomy Division is well known in the industry for its agronomic leadership. Our Agronomy Division is unique and diverse, servicing a wide range of soil types and production practices throughout the Allied Cooperative footprint. Our facilities and equipment give us a competitive edge, while our people set us apart from the competition.





In 2022, our Agronomy Division performed well despite challenging market conditions. The war between Russia and Ukraine had an impact on both supply and demand around the world. Despite product shortages and supply chain issues, we were able to secure the products we needed in time for spring.

Our team worked hard over the winter months to prepare for spring planting. Meticulous maintenance of our extensive fleet off-season helped to ensure that the fleet kept running in-season. The addition of several new purchased and leased pieces of equipment, including dry tenders, spreaders, sprayers, poly-wagon replacements and liquid trailers allowed us to better serve our members.

With the concern of pricing and supply at the forefront of our growers' minds, our agronomy advisors worked hard to help our members find ways to maximize their input efficiency. Coming off of a season where we saw tar spot and fusarium stalk rot greatly diminish yields, we enlisted aerial applicators to apply fungicides and micro-nutrients to area crops which greatly helped to reduce the disease pressure in our trade territory.

Our nationally recognized Pest Pros labs were very busy this year, providing a wide range of crop management services designed to help growers solve production problems. They continued to work with the Wisconsin Soybean Marketing Board and the UW-Madison Extension program to offer free Soybean Cyst Nematode tests to Wisconsin soybean growers.

Despite the challenges faced throughout the year, the Agronomy Division showed strong results. We're committed to putting your equity to work through our people, facilities, productive rolling stock and technology all designed to help our grower's get the most out of every acre.



# Energy Division

The Energy Division continues to remain solid amidst a difficult and ever-changing marketplace. Much like other commodity markets, the energy complex will continue to see volatility. You can be assured that Allied is here to help in managing your energy costs in these difficult economic times.



**RUBY FIELD MASTER**  
PREMIUM OFF-ROAD DIESEL FUEL

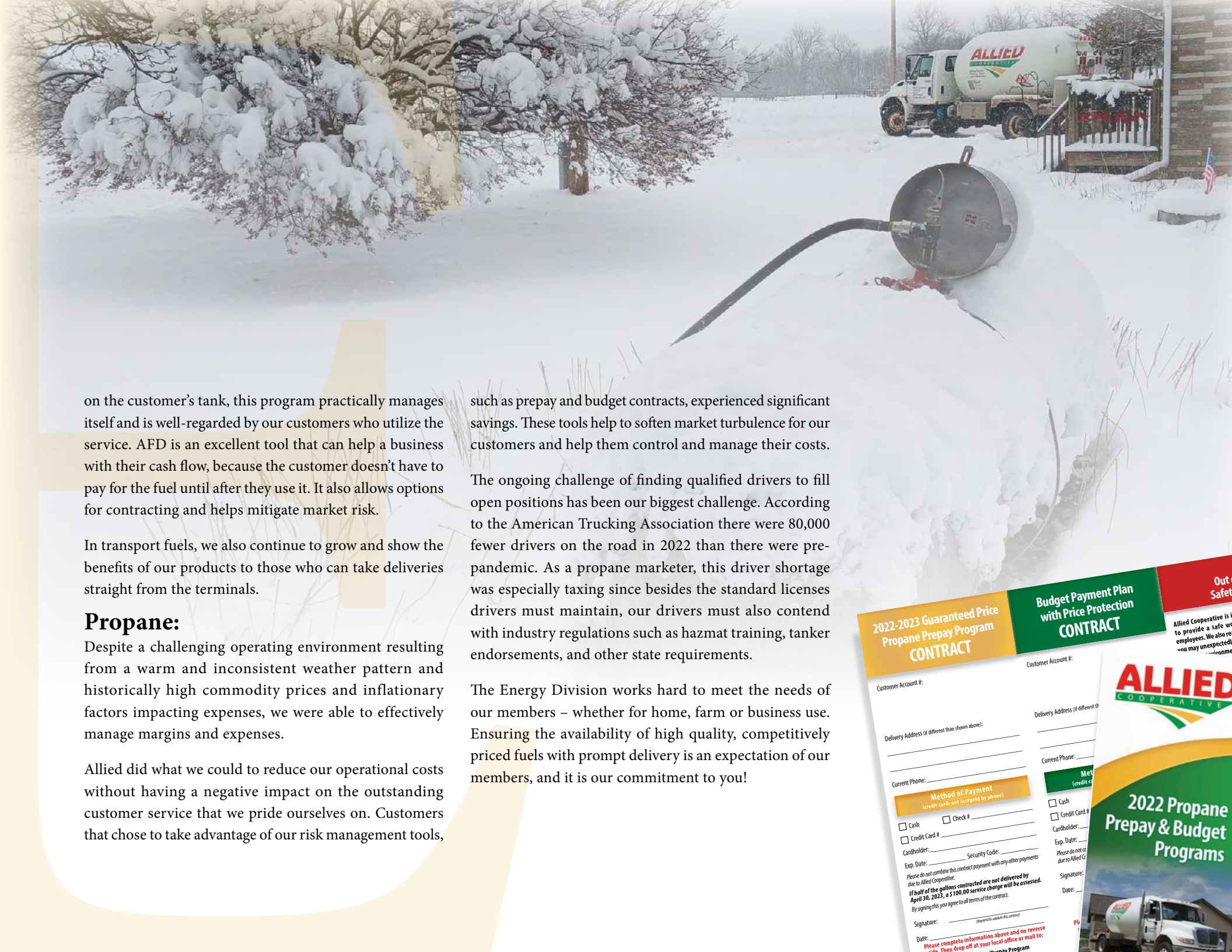
## Refined Fuels/AFD/Transport Fuels:

Volatility continued to be the word for energy, and all, markets in 2022. The war in Ukraine resulted in significant uncertainty and ongoing volatility across global energy markets. Diesel fuel prices increased by \$1.85/gallon from the beginning of the year to June, then prices were down another 70 cents/gallon by the end of the year. Customers that took advantage of contracting during this time period saw significant savings.

We continued to set ourselves apart from many of our competitors with the use of our premium diesel fuel, as well as our experienced fuel staff which continues to provide the best service in our area. By carefully managing the purchase of fuel contracts and remaining diligent about operating as efficiently as possible, we were able to report a profitable bottom line despite considerable market stressors.

Our AFD (Automated Fuel Delivery) department had another solid year delivering Cenex premium fuels. With a fuel sensor and electronic tank monitoring system installed





on the customer's tank, this program practically manages itself and is well-regarded by our customers who utilize the service. AFD is an excellent tool that can help a business with their cash flow, because the customer doesn't have to pay for the fuel until after they use it. It also allows options for contracting and helps mitigate market risk.

In transport fuels, we also continue to grow and show the benefits of our products to those who can take deliveries straight from the terminals.

## Propane:

Despite a challenging operating environment resulting from a warm and inconsistent weather pattern and historically high commodity prices and inflationary factors impacting expenses, we were able to effectively manage margins and expenses.

Allied did what we could to reduce our operational costs without having a negative impact on the outstanding customer service that we pride ourselves on. Customers that chose to take advantage of our risk management tools,

such as prepay and budget contracts, experienced significant savings. These tools help to soften market turbulence for our customers and help them control and manage their costs.

The ongoing challenge of finding qualified drivers to fill open positions has been our biggest challenge. According to the American Trucking Association there were 80,000 fewer drivers on the road in 2022 than there were pre-pandemic. As a propane marketer, this driver shortage was especially taxing since besides the standard licenses drivers must maintain, our drivers must also contend with industry regulations such as hazmat training, tanker endorsements, and other state requirements.

The Energy Division works hard to meet the needs of our members – whether for home, farm or business use. Ensuring the availability of high quality, competitively priced fuels with prompt delivery is an expectation of our members, and it is our commitment to you!



**2022-2023 Guaranteed Price Propane Prepay Program CONTRACT**

**Budget Payment Plan with Price Protection CONTRACT**

**Out of Season Safety**

Allied Cooperative is committed to providing a safe working environment for our employees. We also recognize that our customers may have unexpected needs.

**ALLIED COOPERATIVE**

**2022 Propane Prepay & Budget Programs**

Customer Account #: \_\_\_\_\_

Delivery Address (if different than shown above): \_\_\_\_\_

Current Phone: \_\_\_\_\_

**Method of Payment**  
(credit cards not accepted by phone)

☐ Cash ☐ Check # \_\_\_\_\_

☐ Credit Card # \_\_\_\_\_

Cardholder: \_\_\_\_\_ Security Code: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Please do not combine this contract payment with any other payments due to Allied Cooperative.

**If half of the gallons contracted are not delivered by April 30, 2023, a \$100.00 service charge will be assessed.**

By signing this you agree to all terms of the contract.

Signature: \_\_\_\_\_ (Signature to validate this contract)

Date: \_\_\_\_\_

Please complete information above and on reverse side. Then drop off at your local office or mail to: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



# Grain Division

Allied Cooperative's Grain Division is committed to helping our members market their grain as effectively and profitably as possible. It's a commitment we take seriously. We are focused on ensuring we have a proven, solid plan in place to manage not only grain flows, but futures markets in order to provide fair prices to customers while safeguarding the cooperative's exposure.







A major drought during the 2021 growing season for the western U.S. and Canada led to some corn export opportunities for the Grain Division in 2022. We were able to utilize our location on the CN railroad to ship corn to Canada's drought stricken areas. Virtually all of the corn in the Wisconsin Rapids facility was shipped north on rail to Canada feed markets.

The world market was impacted significantly in late February when Russia invaded Ukraine. The start of the war put commodity markets on a rollercoaster ride where we experience very volatile daily markets and large intraday spreads between contract months. Although this was a great opportunity for growers to sell their commodities, it created unfavorable marketing conditions for the Grain Division with large inverted markets, while having high inventory levels.

This led to some very unusual local bids where the basis was significantly weaker than a normal year and cash bids rolled out unusually early to futures option months to reduce spread risk. Despite the difficult marketing conditions the grain division was able to capitalize on some well-timed sales and good margins.

The planting season got off to the slowest start since 1993, which added more gas to the bull market and some of the highest futures prices we have seen since 2012. Despite the slow start to planting it looks like the crop fared well and growers anticipated a better than average local harvest.

During the month of September, the grain division did some much need repairs to the Wisconsin Rapids and Blair locations replacing spouting, re-lining grain legs and repairing distributors in preparation for harvest.

Through all the ups and downs, your co-op performed admirably and managed risk well resulting in another strong year for Allied Cooperative's Grain Division.



# Transportation Division





**Allied's Transportation division is an essential part of our business and we are fortunate to have a team comprised of some of the most dedicated and hardest working drivers around.**

The Transportation Division supports the grain, energy and agronomy divisions. During peak seasons when the seasonal staff is at work, they can have as many as 50 trucks on the road. The Transportation Division logs about 1.2 million miles per year on its main trucks.

The Transportation Division works hand in hand with the Grain Division – helping our farmers to move grain out of the field at harvest and out of the bins to market. They also haul fertilizer products to our various agronomy locations, working to ensure that routes are as efficient as possible. They support the LP department by hauling propane to our propane bulk tanks.

The Transportation Division puts a strong emphasis on safety and the department works very hard to keep their CSA (compliance + safety + accountability) scores low. A CSA Score is used by the Federal Motor Carrier Safety Administration (FMCSA) to identify high-risk motor carriers and drivers that may require interventions.

Once again, Allied's fleet performed far better than the national average. The national average is 5.1% on drivers and 4.4% on hazmat. We are running 0.0% – which means we have had no trucks put out of service, which is a credit to our both our drivers and our shop employees who make safety a priority.

The Transportation Division has drivers situated throughout our trade territory with hubs in Mauston and West Salem.





# Retail Division

The pandemic shook up consumer buying behavior. Consumers are spending more money online and with smaller retail stores. Allied Cooperative's retail division was able to capture some of that growth by providing valuable services to our members, close to home. Our team was committed to giving our customers a reason to come back, and their efforts paid off with a successful year.





## Ace Hardware

We continue to see progress and growth at our Ace Hardware store. A “Pinnacle Performance Retailing” store, the store is recognized as one of Ace’s top stores worldwide measured by key performance drivers, including quality, service and convenience. This year Ace has continued to increase its viability in the West Salem market and enhance its brand image. With the addition of YETI and the expansion of its outdoor power equipment department to include more battery powered selections from Milwaukee, DeWalt, Craftsman and EGO, there is no reason why our customers need to go to our competitors.

The Buy Online Pick-up in Store (BOPIS) sales doubled in 2022 compared to the previous year. The store also increased sales in our grilling department, specifically with their rubs and sauces with the expansion of product lines from Meat Church, Spiceology, Traeger and Kosmos.

Customers have showed us that they want to support brands that do good in the world. Often, that means voting with their wallets to purchase social impact products that give back. In support of that, our store introduced products from three veteran owned and operated companies: Black Rifle Coffee Co., Hero products, and General’s Hot Sauce. Part of the proceeds of all three companies are donated to veteran causes. The store was also able to raise money for Children’s Miracle Network through candy bar sales.

## Cenex Pump 24

Our busiest site for consumer traffic, Cenex Pump 24 continues to be an important part of the Adams community. The convenience store was able to increase sales this year, while cutting costs by finding better pricing through different vendors. They made great improvements with new products and bakery and eliminated products that had not been selling. In addition, the store added an app for its Patrons Points card members which provides added discounts and awareness for our loyal customers.

## Mindoro Country Store

The Mindoro Country Store continues to maintain profitability, while providing a valuable service to its small, rural community. Gallons of fuel sold at this site have continued to increase, and the staff and management have done a good job looking for ways to increase in-store profitability by managing its inventory and providing products that its patrons rely on for their convenience shopping needs.





## NAPA Auto Parts

Allied Cooperative continues to be an asset to our communities through our Napa Auto Parts stores in Adams and Mauston. Concentrating on staffing and inventory needs in 2022 has helped put us in position to make an even bigger impact in our communities and with our local auto shops.

Expanding our current selection of Milwaukee products in both locations has helped to drive customer traffic and increase our average sales per customer. The adaptability and flexibility of our crew in both locations have helped to drive top line sales in the midst of inflation and supply woes.

## Tomah Country Store

The Tomah Country Store continues to serve as a hub for our Tomah customers. The store saw improvement to its bottom line as it focused on fine-tuning its product mix to better meet the needs of its customers. Growth areas included LP dock sales, bird seed, deer plot sales, grilling pellets and grain feed.

## Mauston Tire Shop

The Mauston Tire Shop continues to provide excellent and high quality customer service. We were fortunate to be able to add an additional staff member this year, which has continued to drive the viability of the shop to the local community. The tire shop has been able to stay ahead of inventory despite the market and continues to meet our customer's needs. The consistency and knowledge at the shop has continued to add to the bottom line. Known for exceptional service, the Mauston Tire shop has added business simply by word of mouth and customers telling other customers "This is the place to go!"





## Board of Directors:

From top (L to R):

**John Vehrenkamp**  
Chairman of the Board

**Paul Zastoupi**  
First Vice-Chairman

**Tom Walker**  
Second Vice-Chairman

**Jim Bays II**  
First Secretary

**Leon Pfaff**  
Second Secretary

**Rick Geske**  
Board Member

**Mark Helming**  
Board Member

**David Rundahl**  
Board Member



## Our Mission

To provide quality products and services to our customers at a competitive advantage while creating value and profitability for our member patrons and our cooperative.

## Our Vision

To be one of the best agri-businesses by providing an environment for change with future technology, communication, and business practices.

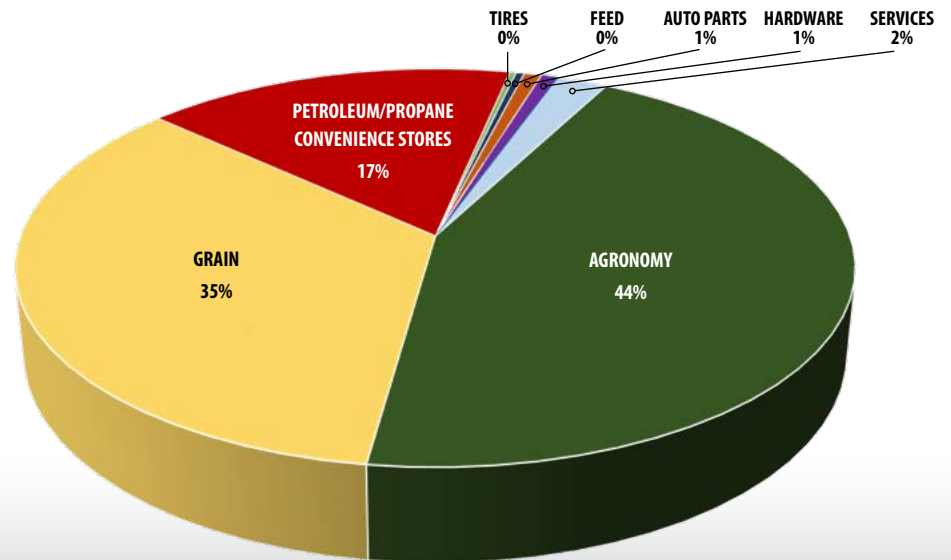




**ALLIED COOPERATIVE AND ITS SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
**Eight Months Ended September 30, 2022**

	Eight Months Ended September 30, 2022		Year Ended January 31, 2022	
	Amount	Percent of Sales	Amount	Percent of Sales
<b>SALES OF COMMODITIES</b>	\$ 235,836,548	97.72 %	\$ 219,986,506	96.28 %
<b>SERVICE REVENUE</b>	5,500,520	2.28	8,501,037	3.72
<b>GROSS SALES</b>	241,337,068	100.00	228,487,543	100.00
Less: Discounts	(68,065)	(0.03)	(101,196)	(0.04)
<b>NET SALES</b>	241,269,003	99.97	228,386,347	99.96
<b>COST OF SALES</b>	203,854,560	84.47	187,636,096	82.12
<b>GROSS MARGIN</b>	37,414,443	15.50	40,750,251	17.84
<b>OPERATING EXPENSES</b>				
Distribution:				
Salaries and Wages	8,559,567		12,236,875	
Outside Salespersons	129,793		139,720	
Payroll Taxes	631,043		986,562	
Employee Insurance	1,162,970		1,951,627	
Pension Expense	963,187		701,952	
Vehicle Expense	2,571,498		2,759,615	
Advertising	138,966		226,663	
Other Expenses	171,458		264,033	
Total Distribution	14,328,482	5.94	19,267,047	8.43
General:				
Depreciation	3,065,085		4,786,627	
Insurance	967,484		1,329,543	
Property Taxes	440,484		660,811	
Rent	1,113,032		1,460,092	
Supplies and Repairs	1,706,290		2,132,555	
Utilities	346,133		715,532	
Travel Expense	9,523		12,524	
Other Expenses	198,863		283,058	
Total General	7,846,894	3.25	11,380,742	4.98
Administrative:				
Directors' Fees and Expenses	37,700		53,000	
Professional Services	194,632		136,011	
Office Supplies and Expense	398,459		589,228	
Safety and Compliance Services	34,560		56,892	
Total Administrative	665,351	0.28	835,131	0.37
Total Operating Expenses	22,840,727	9.47	31,482,920	13.78

	Eight Months Ended September 30, 2022		Year Ended January 31, 2022	
	Amount	Percent of Sales	Amount	Percent of Sales
<b>GAIN ON SALE OF PROPERTY AND EQUIPMENT</b>	\$ 125,823	0.05 %	\$ 546,080	0.24 %
<b>OPERATING INCOME</b>	14,699,539	6.08	9,813,411	4.30
<b>OTHER INCOME (EXPENSE)</b>				
Interest Expense	(473,780)		(449,334)	
Patron Finance Charges	120,501		172,698	
Other Revenue	170,430		444,344	
Other Expense	(299,356)		(545,657)	
Total Other Expense	(482,205)	(0.21)	(377,949)	(0.17)
<b>LOCAL NET SAVINGS</b>	14,217,334	5.87	9,435,462	4.13
<b>GAIN ON EXTINGUISHMENT OF DEBT</b>	2,000,000	0.83	3,152,200	1.38
<b>GAIN IN EQUITY OF INVESTEE</b>	656,576	0.27	1,225,822	0.54
<b>PATRONAGE REFUNDS RECEIVED</b>	1,759,176	0.73	2,293,608	1.00
<b>NET SAVINGS BEFORE INCOME TAXES</b>	18,633,086	7.70	16,107,092	7.05
<b>PROVISION FOR INCOME TAXES</b>	(1,710,441)	(0.71)	(587,294)	(0.26)
<b>NET SAVINGS</b>	\$ 16,922,645	6.99	\$ 15,519,798	6.79





**ALLIED COOPERATIVE AND ITS SUBSIDIARY**  
**CONSOLIDATED BALANCE SHEETS**  
**Eight Months Ended September 30, 2022**

	September 30, 2022	January 31, 2022			September 30, 2022	January 31, 2022
<b>ASSETS</b>				<b>LIABILITIES AND PATRON EQUITIES</b>		
<b>CURRENT ASSETS</b>				<b>CURRENT LIABILITIES</b>		
Cash	\$ 20,357,317	\$ 471,030		Short-Term Notes Payable	\$ 1,547,268	\$ 21,051,950
Receivables, Net	10,100,461	3,793,883		Current Lease Liability - Operating	1,009,535	-
Inventories	44,219,901	105,442,276		Current Maturities of Long-Term Debt	-	15,533
Prepays	2,834,082	17,820,113		Accounts Payable	8,790,199	8,445,487
Margin Account Equity	2,741,616	3,019,770		Unrealized Loss on Forward Contracts	1,105,273	656,800
Unrealized Gain on Forward Contracts	1,461,731	990,882		Patron Credit Balances and Prepayments	19,112,858	62,913,661
Marketable Equity Securities	1,561,641	1,671,217		Accrued Expenses	2,355,631	1,958,790
Total Current Assets	83,276,749	133,209,171		Taxes Payable, Other than Income Taxes	570,979	135,326
				Income Tax Payable	1,836,426	466,691
				Patronage Refunds Payable in Cash	6,673,200	5,074,800
				Other Current Liabilities	311,844	418,974
				Total Current Liabilities	43,313,213	101,138,012
<b>INVESTMENTS AND OTHER ASSETS</b>				<b>LONG-TERM LIABILITIES</b>		
Investments	31,035,786	30,798,795		Long-Term Lease Liability - Operating (Less Current Maturities)	1,361,484	-
Investment in Unconsolidated Subsidiary	14,020,364	13,581,055		Debt, Less Current Maturities Above	-	2,000,000
Other Assets	95,719	100,611		Deferred Income Taxes	4,922,839	4,582,133
Total Investments and Other Assets	45,151,869	44,480,461		Environmental Remediation	190,000	190,000
				Other Liabilities	95,719	100,611
				Total Long-Term Liabilities	6,570,042	6,872,744
<b>PROPERTY AND EQUIPMENT</b>	84,583,847	83,818,818		<b>PATRON EQUITIES</b>		
Less: Accumulated Depreciation	(55,444,622)	(52,842,520)		Common Class "B" Stock and Patronage Credits	16,823,809	16,951,379
Net Property and Equipment	29,139,225	30,976,298		Minimum Required Patron Investment	1,961,987	1,963,049
				Patronage Refunds Payable in Equities	7,371,800	6,248,201
				Permanently Allocated Equities	33,622,046	27,179,483
				Unallocated Capital Reserve	50,768,315	48,313,062
Operating ROU Asset	2,863,369	-		Total Patron Equities	110,547,957	100,655,174
Total Assets	\$ 160,431,212	\$ 208,665,930		Total Liabilities and Patron Equities	\$ 160,431,212	\$ 208,665,930

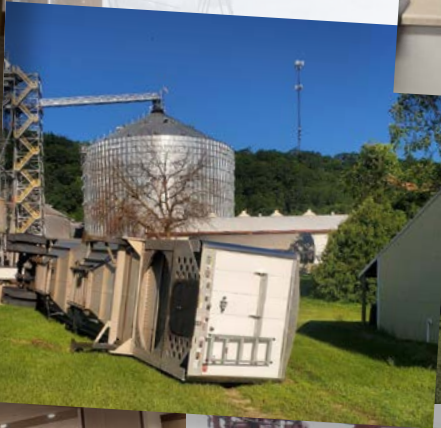


# Our Fiscal Year in Review

# Highlights



*Acc Hardware Earns Pinnacle Award*







## February 2022

- Ace Hardware named a "Pinnacle Performance Retailing store"
- Ace Hardware named a "Gold Dealer" for Traeger Grills
- Pest Pros participated in WPVGA show

## March 2022

- Agronomy and Transportation upgraded their fleet management system
- Agronomy recognized achievements in crop production at annual Yield Banquets

## April 2022

- Cool temperatures resulted in slow start to agronomy season

## May 2022

- Sunshine and warmer temperatures allowed Agronomy to catch up from slow start
- Allied awarded 15 scholarships to area students

## June 2022

- Tornado touched down at Mauston facilities
- Allied team stepped up to serve at area dairy breakfasts and events
- Allied held its Annual Meeting

## July 2022

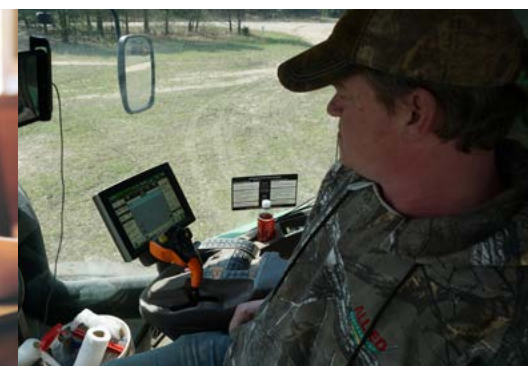
- Allied supported area youth at county fair livestock shows
- Allied participated in Adams-Friendship's 4th of July Parade
- Agronomy utilized airplanes to apply fungicides to area crops

## August 2022

- Allied Cooperative launched online bill pay
- Ace became authorized Yeti dealer
- Agronomy hosted Answer Plot event
- Grain division upgraded equipment in preparation for harvest

## September 2022

- Allied participated in Ag Days at A-F Middle School
- Blair Grain participated in Cheese Fest parade
- Allied allocated over \$5 million in patronage/cash dividends to its members
- Allied closed books on a short year as it announced a new fiscal year end





**ADAMS**

**ADMINISTRATION OFFICE / LP GAS / FUEL**  
540 S Main St • PO Box 729 • Adams, WI 53910  
608.339.3394 / 800.247.5679

**AGRONOMY & GRAIN**

251 Railroad St • Adams, WI 53910  
608.339.3698 / 800.331.3073 (Agronomy)  
608.339.0357 (Grain)

**CENEX PUMP 24**

451 S Main St • Adams, WI 53910  
608.339.3626

**NAPA AUTO PARTS**

540 S Main St • Adams, WI 53910  
608.339.6412

**ARCADIA****OFFICE / LP**

N28281 State Rd 93 • Arcadia, WI 54612  
608.323.3311

**AGRONOMY / FEED**

245 Van Buren St • Arcadia, WI 54612  
608.323.2144 (Agronomy)  
608.323.3818 (Feed)

**BLAIR****EAST GRAIN PLANT**

1015 E Broadway St • Blair, WI 54661  
608.989.2298

**WEST GRAIN PLANT**

420 N Park Rd • Blair, WI 54661  
608.989.2335

**GALESVILLE****AGRONOMY**

W19801 Winnebago Rd • Galesville, WI 54630  
608.582.4711

**MAUSTON****AGRONOMY / FEED / GRAIN / TRANSPORTATION**

N3709 Townline LL Rd • Mauston, WI 53948  
608.847.6006 (Agronomy)  
608.847.6896 (Feed)  
608.847.5212 (Grain)  
608.847.1642 (Transportation)

**MAUSTON TIRE SHOP / NAPA AUTO PARTS**

310 Prairie St • Mauston, WI 53948  
608.847.1640 (Tire Shop)  
608.847.7501 (NAPA)

**MINDORO****MINDORO COUNTRY STORE**

N8319 Cty Rd C • Mindoro, WI 54644  
608.857.3414

**PLAINFIELD****PEST PROS**

10086 1st St • Plainfield, WI 54966  
715.335.4046

**PLOVER****AGRONOMY**

4809 Monroe Ave • Plover, WI 54467  
715.345.1955

**TOMAH****DOWNTOWN OFFICE / LP****TOMAH COUNTRY STORE & FEED**

711 Fair St • Tomah, WI 54660  
608.372.2458 / 800.338.6624

**AGRONOMY / GRAIN**

10533 Estate Rd • Tomah, WI 54660  
608.372.2090

**WEST SALEM****OFFICE LP GAS / FUEL / ACE HARDWARE**

570 Commerce St • West Salem, WI 54669  
608.786.1100 / 800.657.5189 (Office/LP/Fuel)  
608.786.4141 (Ace Hardware)

**AGRONOMY / GRAIN**

165 S Mill St • West Salem, WI 54669  
608.786.1103 (Agronomy)  
608.786.4154 (Grain)

**WISCONSIN RAPIDS****GRAIN PLANT**

3990 Commerce Dr • Wis Rapids, WI 54494  
715.423.3000

