

A full-page photograph of a male worker in a blue long-sleeved shirt, blue jeans, a white hard hat, safety glasses, and a blue face mask. He is wearing white work gloves with orange palms. He is holding a clear plastic bottle with orange liquid inside. He is standing in a large industrial facility with various pipes and machinery visible in the background. The lighting is bright, typical of an indoor factory.

AGP NEWS

Serving Cooperatives and Agricultural Producers

A PUBLICATION OF *Ag Processing Inc* a cooperative, Issue #4, 2020

**FOCUS ON
QUALITY**

A MESSAGE FROM THE CEO



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On the cover: An AGP employee samples product at the AGP refinery in Sergeant Bluff, Iowa.



Season's Greetings from AGP! This edition of *AGP News* features many of AGP's quality achievements, recognized by programs with top standards in the industry. The Company collectively achieved these results through the dedication of our employees and partnership with our customers and suppliers. This collaborative effort maintains and builds on AGP's competitive advantage in the marketplace to ensure the continued success and growth of the Company and fulfillment of our mission – to supply products and services on a worldwide basis that meet our customers' expectations the first time, every time.

At the Port of Grays Harbor, AGP reached a volume milestone in October by having shipped 20 million metric tons of products since its inception through the export terminal to Pacific Rim countries.

Also enclosed are the agenda, program, and candidates for the upcoming AGP Annual Meeting. While the January Annual Meeting will be held virtually, we look forward to the opportunity to engage with our member-owners and industry partners. Regardless of format, this event is an opportunity to hear directly from AGP leadership about our Company's success and achievements, the unique challenges this year brought, as well as our plans and strategies for future direction and growth. Also during this meeting, we'll announce the results of the election for AGP's Board of Directors and present a special recognition to Brad Davis, who will retire as AGP Chairman after 27 years on the board of directors.

We hope you enjoyed a Happy Holiday season, and please continue to stay safe.

Best regards,

J. Keith Spackler
Chief Executive Officer



AGENDA

Welcome

**Call to Order and
Introduction of Directors**
Brad Davis

**Approval of 2019 Annual
Meeting Minutes,
Approval of 2020
Audited Financials, and
Election Results**
Brad Davis

Special Recognitions
Brad Davis
Keith Spackler

CEO Report
Keith Spackler

CFO Report
Kyle Droescher

Operating Reports

Mark Sandeen
Chris Schaffer
Troy Alberts

Chairman's Report
Brad Davis

**Special Recognition of
Chairman**
Keith Spackler
Lowell Wilson

Questions and Answers
Brad Davis
Keith Spackler
Kyle Droescher

Adjourn Meeting
Brad Davis

DAVIS TO BE RECOGNIZED AT ANNUAL MEETING



Brad Davis is retiring from the AGP Board of Directors after serving on AGP's Board for 27 years, including the last 19 years as Chairman. Brad joined AGP's Board of Directors in 1994. His collaborative approach, dedication, and insights have been an important part of the ongoing growth and success

of AGP. During Brad's service on the AGP Board, the Company achieved significant strategic investments at all facilities. Under Brad's leadership, AGP achieved success for member-owners through strong cash returns and equity growth and is well-positioned for the future. Respected by his cooperative peers and with a long record of success, Brad was named the 2020 Director of the Year by the National Council of Farmer Cooperatives.

Brad's leadership and commitment to the cooperative system spans more than 46 years. He began his cooperative career in 1974 at Farmers Cooperative Company in Manly, Iowa, and subsequently moved to Vinton Cooperative in Vinton, Iowa. In 1985, Brad was named General Manager of Gold-Eagle Cooperative in Goldfield, Iowa. He served in that role for over 35 years and his leadership and dedication contributed to substantial growth and success for Gold-Eagle. AGP and its member-owners are greatly appreciative of Brad's many years of service and valuable contributions to AGP and the cooperative system.



CANDIDATES NOMINATED FOR AGP BOARD OF DIRECTORS

AREA 1 - MANAGER

IOWA



CHRIS BOSHART
Goldfield, IA

Chris Boshart is the CEO and General Manager at Gold-Eagle Cooperative and Corn LP ethanol in Goldfield, Iowa. He joined the cooperative after serving as the CEO of Agri-Way Partners LLC in Wayland, Iowa.

Chris grew up near Wayland on a turkey and row-crop farm. After earning his degree

from Iowa State University, he started his career as an engineer in Southeast Iowa and later joined Agri-Way Partners, a farmer-owned feed and grain company based in Wayland. During his 10 years at the company, he was promoted to CEO. He filled this role before becoming Gold-Eagle's feed department manager in the summer of 2018.

Chris currently serves on the Iowa Renewable Fuels Association Board of Directors and previously served on the Board of Directors for the Farmers Mutual Telephone Company. He has also served on the Community Advisory Committee for the Wayland State Bank. He has held past Church Youth Leadership positions and is currently a member at Cornerstone Church of Ames.

Chris graduated from Iowa State University with a B.S. in Industrial Engineering and is currently enrolled in the Executive MBA program at ISU. Chris and his wife, Michelle, have four children.



ROB JACOBS
Rock Valley, IA

Rob Jacobs has served in management roles for 20 years in the cooperative system. He currently serves as CEO of Cooperative Farmers Elevator (CFE), Rock Valley, Iowa, a position he has held for five years. Prior to CFE, Rob served as General Manager of Cooperative Elevator Association, Ocheyedan, Iowa, for 12 years and Marketing

Manager for three years. Rob also served as location manager for Terra Industries and Huntting Elevator. He graduated from Iowa Lakes Community College, Emmetsburg, Iowa, with an Ag Business degree.

Rob has served on numerous agricultural-related boards, including current service as Board President for Cooperative Credit Company, Sioux Center, Iowa, and as a director for Associated Benefits Corporation. Rob also serves as an advisor of curriculum for NCC Sheldon. His experience includes director and past President of United Services Association, and past service on the Land O'Lakes Feed Advisory and Farm Credit Services Advisory Boards.

Rob's community service includes Director of St. Joseph Parish, President St. Joseph Finance Committee, Vice Chair Hartley Economic Development, Vice Chair Hartley Community Foundation, and former board member of Community Memorial Health Center, as well as 10 years on the Hartley Fire Department. Rob and his wife, Geri, have three daughters and four grandchildren.



All Board positions are for three-year terms.

AREA 2 - PRODUCER

MINNESOTA, NORTH DAKOTA, SOUTH DAKOTA, WISCONSIN



BRUCE GRANQUIST
LaBolt, SD
Incumbent

Bruce Granquist, his wife, Janet, and his son, Nathan, farm 3500 acres near Milbank, South Dakota, raising soybeans, corn, and wheat. Bruce is Board Chairman of LaBolt Farmers Grain Company, LaBolt, South Dakota. He has served on the cooperative's Board for 28 years, including 20 years as Chairman and eight years as Secretary. Bruce has served on the AGP Board of Directors since 2003 and is currently a member of the Audit Committee.

Bruce is Vice-Chairman of the Grant-Roberts Rural Water District and has served on the organization's board for 29 years. He is a past Director of the South Dakota Association of Rural Water. Bruce is a member of the South Dakota Soybean and Corn Growers Associations. He is former Chairman of the Township Supervisors.

Bruce and his family are actively involved in their school, community, and the American Lutheran Church in Milbank, where Bruce served on the church council. He and his wife, Janet, have two sons and three grandchildren.



WALLACE KNOCK
Aberdeen, SD

Wallace "Wally" Knock has served on Agtegra Cooperative and its predecessors' Board of Directors for 19 years, including Board Secretary for the past 12 years. He serves on Agtegra's Board Executive, Risk, Governance, and Public Policy Resolutions Committees. Wally's cooperative career includes 18 years on other local cooperative boards.

Wally farms with his family which includes his wife, Kathy, his son, Jared, daughter-in-law, Kati, his daughter, Jennifer, and son-in-law, Joe. Together they grow corn, soybeans, wheat, and hay in addition to having a cow/calf, swine finishing, and sheep operation.

Wally graduated from Willow Lake High School and attended South Dakota State University. He is a South Dakota Agriculture and Rural Leadership Foundation Class III graduate, has earned a Certified Director designation by completing FCC Services' Advanced Governance Series Training, and has completed the South Dakota Association of Cooperative's Director Training program.

Wally serves his community as a Clark County Commissioner, Chairman of the Lake Gospel Church, and is a past Chairman of the Willow Lake School Board.

AREA 3 - PRODUCER

ILLINOIS, KANSAS, MISSOURI, NEBRASKA (ALL OTHERS)

*Unopposed. No additional candidates nominated for Area 3 - Producer



LARRY OLTJEN
Seneca, KS
Incumbent

Larry Oltjen is a member of Ag Partners Cooperative, Inc., Hiawatha, Kansas. He has 39 years of Board service, including past Chairman at Ag Partners Cooperative and Brown County Cooperative (one of the merging cooperatives that formed Ag Partners). He has served on the AGP Board of Directors since 2009.

Larry farms 5000 acres in partnership with his wife, Marty, and son, Michael, near Robinson, Kansas, growing soybeans and corn. In addition to his service to cooperatives, Larry was active in the livestock industry. He was President of the Kansas Livestock Association, Chairman of the Kansas Beef Council, a Director for the Cattlemen's Beef Promotion and Research Board, and served on the Executive Board of the National Livestock and Meat Board. In addition, Larry is a member of the American Soybean Association, the National Corn Growers Association, the Kansas Farm Bureau, and other producer associations.

Larry is the Board Chairman of the Upper Wolf Lutheran Church in Robinson. Larry and Marty have two children.

FOCUS ON

QUALITY

QUALITY AT EVERY STEP OF THE PROCESS

AGP is committed to supplying high-quality agricultural products and services that meet customer expectations the first time, every time and deliver value to our member-owners. Maintaining and achieving quality, which is recognized annually by industry programs and certifications, takes a focused, collaborative effort — from start to finish.

QUALITY STARTS BEFORE PROCESSING

Soybeans are processed into two primary products at AGP: soybean meal, which is used as animal feed, and crude soybean oil, which is further processed for the food sector and for industrial uses, including biodiesel. AGP has an integrated processing platform that includes ten soybean processing plants, four oil refineries, and three biodiesel production facilities.

“This means quality has an impact all the way through the process from start to finish,” said Lou Rickers, Vice President of Operations. “Every step of soybean processing and refining can impact the end products — from how the soybeans are stored, to how they’re dried, to how they’re processed, to refining, and through biodiesel production.”

Producing high-quality end products relies on many checks and balances, but it starts with processing the highest quality soybeans from member-owners.

“Soybean quality can impact processing rates and, in turn, cash margins,” said Mark Sandeen, AGP Senior Vice President of Soy Processing. “There are years like last year’s difficult growing conditions and wet harvest that make optimal soybean quality challenging to achieve. However, AGP’s operations team adjusts to minimize the negative impact to processing efficiency.”

Rickers said that the operations team takes care in any process adjustments because one change can easily impact quality for the next step.

“For instance, we may need to add heat to the process to ensure quality is as consistent as it can be from the start,” Rickers said. “However, adding too much heat can negatively impact the crude soybean oil that is produced during processing, which can then negatively impact oil quality for the refining process.”

AGP performs regularly scheduled tests to measure and track quality before, during, and after processing.

“Every load of soybeans brought into each plant is sampled and graded before it moves into processing,” said Jeff Doeschot, AGP Quality Assurance Coordinator. “We’re looking at every facet that could impact quality, from any foreign material that could be in the sample, any



All four AGP refineries frequently conduct sample comparisons to confirm consistent quality and procedures.

damage, the moisture content, protein and oil content, test weight, splits, and more.”

ASSURANCE THROUGHOUT

Quality assurance is crucial throughout soybean processing as well.

“There is sampling throughout the entire process to provide an understanding of product quality, as well as anything that could impact it, before meal and oil leave the plant,” Doeschot said. “We’re not just testing processed soybeans. For example, in-process products and even the water used throughout processing is also tested regularly.”

There are also internal comparative checks.

“All ten processing plants submit samples to verify consistency between each facility,” Rickers said. “These comparisons also take place at AGP’s oil refineries and biodiesel plants.”

Quality at AGP’s soybean processing plants is verified by internal standards and audits, but also recognized by well-known industry certification programs. All AGP soybean processing sites are certified through GMP+ International Feed Safety Assurance (GMP+). GMP+-certified companies demonstrate a strong regulatory commitment and compliance to international good manufacturing practice standards and that they meet all requirements and conditions for the assurance of feed safety. This certification opens the door for additional market opportunities.

“Implementation of the GMP+ program certifies AGP as an approved, safe supplier for customers,” Doeschot said. “Customers know they are getting high-quality, safe products from companies that meet the program’s high standards.”

All AGP soybean processing sites are audited a minimum of once a year to maintain GMP+ certification.

“These audits reflect quality, but also how qualified our employees are,” Rickers said. “Employees and their training are a critical part of maintaining high-quality products that bring value.”

After processing, employees also screen and sample all outbound products on truck and rail to ensure quality meets specifications.

“AGP is supplying products for a growing and changing world,” Sandeen said. “The high-quality soybean meal is sent to regional feed mills and loaded trains of soybean meal are destined for domestic and export markets. Additionally, AGP is shipping crude soybean oil to AGP’s refineries to supply expanding food and renewable fuel markets.”

AGP Quality Policy

Ag Processing Inc (AGP) is dedicated to supplying products and services on a world wide basis that meet our customers’ expectations the first time... every time.

We believe and subscribe to the following basic philosophy:

- Quality is defined as 100% conformance to requirements.
- AGP’s goal is to achieve error-free results in all work processes.
- We will track our progress in achieving total quality by measuring efficiencies.
- Prevention of errors will be our system for causing quality, with continual improvement being our overall objective.

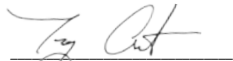
We will individually and collectively strive to achieve these basic absolutes through the development of partnerships with all our customers and suppliers.

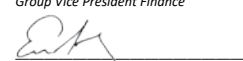
We will create and maintain a productive work environment that requires a total teamwork effort that promotes employee involvement.

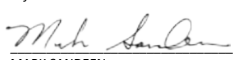
Through this Quality Policy, AGP employees will maintain and build on AGP’s competitive advantage in the global marketplace and ensure security for all employees through the continued success and growth of our company.

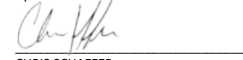

KEITH SPACKLER
Chief Executive Officer

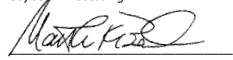

SCOTT SIMMELINK
Chief Financial Officer
Group Vice President Finance


TROY ALBERTS
Senior Vice President
Refined Oils


ERNIE KILEY
Senior Vice President
Operations


MARK SANDEEN
Senior Vice President
Soybean Processing


CHRIS SCHAFER
Senior Vice President
Ag Products


MATT BENDLER
Vice President
Human Resources



HIGH STANDARDS IN SOYBEAN OIL REFINING

At AGP’s refineries, crude soybean oil is further refined for food and industrial uses.

“The food sector is a large market for AGP’s high-quality refined soybean oil, but AGP’s biodiesel plants process a significant portion of the refined oil as well,” said Troy Alberts, AGP Senior Vice President of Refined Oils and Renewable Fuels. “Even as production volume increases each year, quality has never wavered. AGP’s refineries have earned a reputation for food safety and quality, marked by top scores in customer quality programs and industry certifications.”

Like AGP’s soybean processing plants, achieving quality is a collective effort between AGP’s four refineries and through partnerships with customers and suppliers.

Internally, each refinery conducts sample comparisons to ensure consistency.

(continued on next page)

QUALITY ACHIEVEMENTS

(continued from page 7)

“One location will send product to all three other refineries and vice versa,” said Ramanathan “Nara” Narayanan, AGP Director of Refined Oils Operations. “This helps standardize AGP labs, sampling procedures, and equipment. This also helps prevent any issues that could become a problem long term.”

Externally, AGP refineries are recognized not only for meeting quality standards, but continuously exceeding them. AGP’s refineries continue to rank in the top 2% of Safe Quality Food (SQF) scores industry-wide and, this year, the refinery in Sergeant Bluff, Iowa, earned a perfect rating. SQF is a leading food safety and quality certification program designed to meet the needs of buyers and suppliers worldwide.

“This program is ensuring AGP is maintaining the best standards in the industry,” Narayanan said. “An SQF audit only happens once per year, but meeting standards is a daily process. Samples are taken and data compared each day to ensure there isn’t anything out of line. Our teams at the refineries and management and operations regularly communicate about quality control, so we are all aware how every step of the process is going. Every truck, railcar, or vessel that leaves AGP facilities is sampled and analyzed. If product isn’t sampled, it’s not shipped.”

Refinery employees and laboratory technicians have extensive training and are consistently recognized for their efforts in maintaining quality.

Each year, the American Oil Chemists’ Society (AOCS) publishes a list of their Laboratory Proficiency Program (LPP) award winners as part of the Society’s commitment to recognize the expertise and dedication to quality of chemists in the program. The list consists of analysts who have scored in the top 10% in each series.

Five laboratory technicians from AGP were on the list this year that ranks them in the top 10% for lab proficiency industry-wide.

“This program through AOCS is highly valued by refined oil customers, and with approximately 400 labs participating each year, is a good measure of AGP’s oil and employee quality,” Narayanan said. “This program is in addition to the employees’ daily commitments, so this is a testament to the team’s focus and dedication to maintaining the high standards in oil quality testing.”

LEADING SUPPLIER OF HIGH-QUALITY BIODIESEL

AGP continues to be recognized by industry certifications for producing high-quality biodiesel. AGP’s three biodiesel facilities are certified by the National Biodiesel Accreditation Program, BQ-9000, a program with high standards for operational safety and quality products. In 2020, AGP exceeded BQ-9000 biodiesel requirements for the 14th consecutive year.

“As a leading advocate for the establishment of industry quality standards, AGP is viewed within the industry as one of the top-quality producers,” Alberts said. “Because of AGP’s high-quality product, it is used across the industry for trials and programs.”



Testing product at AGP’s soybean oil refinery and methyl ester laboratories.

THE AGP REFINERY TEAM IN HASTINGS RANKS IN THE TOP 10% FOR LAB PROFICIENCY


Congratulations to the team at the AGP refinery in Hastings, Nebraska, for participating and completing the testing protocol for the American Oil Chemists’ Society (AOCS) Laboratory Proficiency Program (LPP). The following laboratory technicians placed in the top 10% of nearly 400 laboratories in this program:

FIRST PLACE

- Jerry Buttell

HONORABLE MENTION

- Wade Chase
- Felicia Melendez
- Travis Peterson
- Konni Shipman



Biodiesel loading at the AGP biodiesel production plant in Sergeant Bluff, Iowa.

AGP partners with the National Biodiesel Board (NBB) on testing. Also, the U.S. Department of Energy selected AGP to supply fuel for testing to ASTM International to support work in reducing emissions in vehicles.

“Testing with various engine manufacturers keeps AGP on the front line and gives insight for where standards could go,” said Andrew Johnson, Director of Refined Oils and Renewable Fuels Operations. “This allows AGP to proactively make process improvements and implement different technologies to improve our biodiesel product.”

All three AGP facilities are producing a consistent, high-quality product, as demonstrated through comparative laboratory tests.

“AGP standardizes across all three plants, just like other facilities in the company, to ensure each plant is meeting internal and industry standards,” Johnson said. “We conduct cross checks between plants regularly. The labs will run quality checks on samples and compare results.”

AGP’s high-quality refined soybean oil (feedstock) is a foundational component of producing high-quality biodiesel.

“Since AGP is integrated, almost all the oil received in is our own,” Johnson said. “Having high-quality AGP feedstock from the beginning helps significantly in producing high quality products in the end.”

Member Updates

NEW AGP MEMBERS

- Albert City Elevator, A Cooperative (ALCECO) in Albert City, Iowa.
- Farmers Cooperative Association, Inc. in Columbus, Kansas.
- Farmers Co-operative Elevator Association in Morganville, Kansas.
- Farmers Elevator of Fergus Falls in Fergus Falls, Minnesota.

NEW APPOINTMENTS

- Pro Cooperative in Pocahontas, Iowa, named Terry Panbecker as CEO/General Manager effective Oct. 5. He graduated from Iowa State University with a degree in Ag Systems Technology. Most recently, he was IT Manager for SOILMAP. Terry is a native of Pocahontas and remains involved in the family farming operation.
- Northern Country Cooperative in Stacyville, Iowa, named Jason Schwenneker as General Manager starting in September. Jason held positions at numerous cooperatives, most recently as Vice President of Grain at StateLine Cooperative in Burt, Iowa. He succeeds Scot Janssen who retired on Sept. 1 with 26 years of service.

UPDATES

- Agfinity, Inc. moved their corporate headquarters from Eaton, Colorado, to Loveland, Colorado.
- AgFirst Farmers Cooperative moved their corporate headquarters from Brookings, South Dakota, to Aurora, South Dakota.
- Farmers Union Cooperative Association in Cedar Bluffs, Nebraska, and Frontier Cooperative Company in Lincoln, Nebraska, unified on Sept. 1 under the name of Frontier Cooperative. Frontier Cooperative spans 14 counties with 55 grain, agronomy, energy, and feed locations. Jeremy Wilhelm is CEO.
- Landmark Services Cooperative in Cottage Grove, Wisconsin, and Countryside Cooperative in Durand, Wisconsin, are unifying March 1. The combined organization will be headquartered in Cottage Grove, Wisconsin. The unified cooperative will cover Southern and West-Central Wisconsin, Northern Illinois, Eastern Iowa, and Eastern Minnesota. Jim Dell is CEO.

MARK YOUR CALENDAR

2021 AGP Annual Meeting
January 20-21, 2022
La Vista, NE

Vilsack Named USDA Secretary

Tom Vilsack, former Governor of Iowa, has been nominated to lead the USDA as Secretary of Agriculture. If confirmed, this would be Vilsack's second time serving as USDA Secretary, having previously served in that role for eight years during the Obama Administration. Vilsack rose to national prominence as a two-term Governor of Iowa and former Presidential candidate.

Vilsack's solid track record and previous service as USDA Secretary has led many groups representing soybeans, corn, pork, beef, and dairy to strongly endorse his nomination. The American Soybean Association said it was "thrilled" with the nomination and that "U.S. soy growers would welcome his support and the opportunity to work with him again." Iowa Senator Chuck Grassley (R-IA) recently said as well that he likes what Vilsack "did as Secretary for Agriculture for eight years and if he was in for another four years it'd be ok with me."



Tom Vilsack, USDA Secretary (Nominated)

During his previous service, Vilsack was a very strong proponent for biofuels and biotechnology, along with refocusing the rural development budget programs more on issues such as rural health care, nutrition, and expansion of broadband technology. Since leaving the Obama Administration, Vilsack has led the U.S. Dairy Export Council, a major trade association that represents the dairy industry internationally.

In a recent speeches, Vilsack has outlined his goals at USDA under the new Administration. First, would be to address the impacts of coronavirus on farm and rural communities, which could include new COVID-related relief payments. Second, would be to support the Biden Administration efforts to address climate change, which for agriculture could lead to the creation of programs to incentivize carbon reduction on working farms and also additional support for renewable energy. Lastly, Vilsack has stated he intends to engage heavily on international trade and biofuels issues, two very important agricultural product demand-related areas.

Feenstra Elected to Serve Iowa's 4th Congressional District

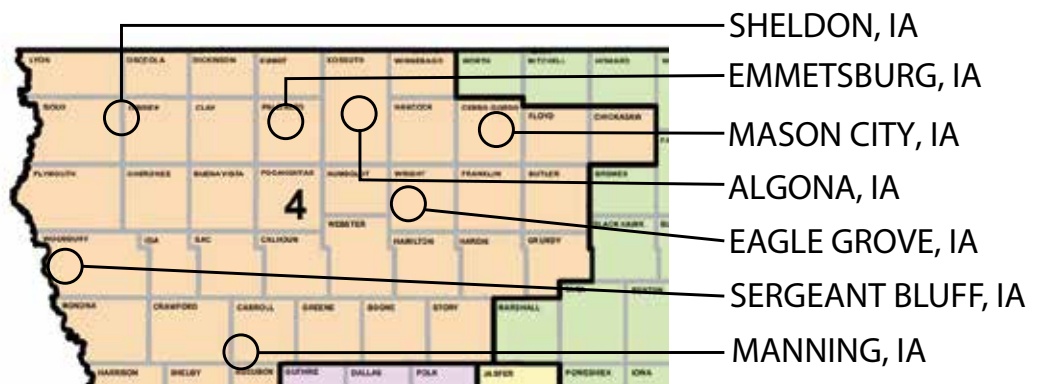
On Nov. 4, 2020, Randy Feenstra (R-IA) was elected to represent Iowa's 4th Congressional District, a Northwest Iowa U.S. House of Representatives district. This district is especially important to AGP as it contains six of the Company's soybean processing facilities, two soybean oil refineries, two large biodiesel plants, and is home to many AGP employees. AGP did support Feenstra early in his bid, recognizing Feenstra's interest in serving on the House Agriculture Committee and supportive policies toward agriculture.

Feenstra, from Hull, Iowa, previously served over 10 years as a State Senator, rising to chair of the Iowa Senate's Ways & Means Committee, where he was very supportive of biodiesel tax credits. With degrees from Dordt University and Iowa State University, Feenstra's private sector experience includes time as a city administrator and in the insurance industry. He and his wife, Lynette, have four children.

Feenstra, recognizing the critical importance of agriculture to his new district, intends to work closely with all agricultural stakeholders, including AGP. Feenstra recently said "I am excited to hit the ground running in January. During my campaign, I pledged to deliver for our farmers, families, and rural main streets – and that's what I plan to do in Congress. I also look forward to working with all agriculture interests in the district, including AGP and other agribusinesses."



Randy Feenstra (R-IA) was elected to represent Iowa's 4th U.S. Congressional District, which includes seven AGP facilities.



AGP SURPASSES 20 MILLION METRIC TONS AT PORT

In 2003, AGP loaded its first vessel at the Port of Grays Harbor in Aberdeen, Washington. This year, in October, the port reached another significant milestone — AGP exported its 20 millionth metric ton of agricultural products onto the MV Tegea, a ship destined for Southeast Asia.



Chris Schaffer
AGP Senior Vice
President Ag
Products

“The Port of Grays Harbor shipment volume continues to grow each year,” said Chris Schaffer, AGP Senior Vice President of Ag Products. “In fact, the increased volumes allowed AGP to reach a record volume of shipments during fiscal year 2020 and this 20 millionth-metric ton achievement. An expansion at AGP’s port operations in 2012 allowed for additional exports and for AGP to expand production at our core processing facilities.”

AGP shipped 60 vessels through the port in fiscal 2020, which included a full year of supply from AGP’s processing plant in Aberdeen, South Dakota. AGP focuses primarily on exporting soybean meal, but in addition, markets dried distillers grain (DDGS) and other agricultural commodities to customers primarily in the Pacific Rim.

Strong demand overseas is fueling the growing volumes.



Craig Pietig
AGP Senior
Director of Exports

“Demand has been steadily increasing as the Southeast Asian population consumes more protein in their diets,” said Craig Pietig, AGP Senior Director of Exports. “As their economy improves, so does the demand for protein-based diets. With the growth we’ve seen over the last several years, we’re excited about future potential.”

Along with growth in export volume over the past 17 years from the Port of Grays Harbor, AGP’s reputation as a reliable supplier of quality products and on-time delivery keeps building with key Asian customers.

Leonard Barnes, Port of Grays Harbor Deputy Executive Director, said good communication between the port and AGP is vital to keeping the facility running smoothly and enhancing vessel loading efficiency to deliver for customers.



Leonard Barnes
Port of Grays
Harbor Deputy
Executive
Director

“Between everything that occurs at AGP’s processing plants, to unloading rail, and loading ships at the Port of Grays Harbor, there are a lot of moving parts,” Barnes said. “As railcars and volume of product increase, everything needs to be in sync. AGP’s export terminal has to be a safe, efficient, and dependable facility for everyone involved to continue to meet customer expectations worldwide.”

The ship, MV Tegea, carried AGP’s 20 millionth metric ton of product from AGP’s Port of Grays Harbor in Aberdeen, Washington.



Each year, the operations team from AGP and the Port of Grays Harbor discuss important improvements and plan and coordinate maintenance projects.

“Like all AGP facilities, the Port of Grays Harbor is an important component of AGP’s strong, long-term reinvestment program,” Schaffer said.

With every project, the objective is safety first while also enhancing efficiency, quality, and reliability.

“Everything is planned with improvements so that scheduled maintenance times at the Port of Grays Harbor coordinate with AGP’s processing plants delivering product,” Barnes said. “This way preventive maintenance and upgrades can be completed regularly, in a safe and reliable way, without impacting rail or ship schedules or customers receiving product.”

Improvements at the port each year are a combination of maintenance and replacement. This year’s upgrades included rail infrastructure improvements, conveyor updates, dredging at the AGP terminal berth, and preventive maintenance that included electrical and equipment replacements. In addition to preventive maintenance, dredging is an annual occurrence. Routine dredging maintains the depth at berth allowing AGP to continue loading large vessels.

“Multiple projects can take place at once and we’re handling an increased volume of product, but we take a lot of pride in how clean the facility is,” Barnes said. “This is one of the first things customers notice when they visit the AGP export terminal.”

Ultimately, AGP is ensuring the export terminal remains well-equipped to keep running safely and efficiently — and to be ready to handle the next 20 million metric tons of agricultural products.



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