



STANDARD NUTRITION SERVICES
LIVESTOCK PRODUCER SUCCESS IS OUR BUSINESS





YOUR SUCCESS IS OUR BUSINESS

Standard Nutrition Services is a nutrition and management consulting company built on values and a proven philosophy – help producers prosper and we will too. In a world where this approach is uncommon in some sectors, we know this commitment is why people count on us for their continued success in an increasingly competitive swine industry.

With integration increasing, independent producers can be at a disadvantage compared to larger operations. Standard Nutrition Services keeps clients in charge of farm decisions, while providing the full resources of integrated operations. Each producer we serve benefits from a wide range of customized consulting services designed to support business success and maximize herd health and productivity.





WE WALK OUR TALK

Many of our field teams were raised on livestock farms or have family operations today. We know what it's like to face a future where you succeed based on a blend of hands-on skills and managing risks outside of anyone's control. We're also hiring people from outside of animal agriculture to ensure our expertise diversifies as the industry continues to evolve. We don't just say we're in it together with clients – we live it.

EXPERIENCE TO HELP PRODUCERS PROSPER

Our business is built around highly experienced consultants who provide producers with practical advice on all aspects of swine production. We help with nutrition programs, animal health, production management, finances, facilities management and more. We level the playing field for producers with a range of services that help them reach new levels of business and personal success.

FROM CONSULTANTS WHO HAVE SEEN IT ALL

At Standard Nutrition Services, successful livestock production is a people business. It depends on mission-critical partnerships with experienced advisors who bring unsurpassed expertise to everyone we serve. Our sales consultants and production specialists have earned their depth of knowledge and technical expertise through years of experience in the industry, including managing large hog operations and educational backgrounds including PhD's in animal nutrition. An in-house team of management experts, nutritionists, veterinarians and others are on call for additional support. Wherever hogs are

raised in the U.S., from the core Hog Belt to emerging swine-production hot spots, Standard Nutrition Services consultants are supporting innovative swine operations.

FLEXIBLE SERVICES TO MATCH PERSONAL NEEDS

Working in partnership, we help producers design unique solutions for each operation's needs. We don't offer cookie-cutter solutions designed for the "typical" operation down the road or in the next state. Instead, solutions are designed for your facilities, your genetics, your herd's health needs, your management program, your pocketbook.

COLLABORATIONS TO SECURE FARM FUTURES

Standard Nutrition Services also works with industry partners to bring specialized services to our clients. We support our clients at banking and investor meetings on new ventures, including risk analysis and cash flow projections. We also play



Helping clients succeed is something I am proud of and that's what motivates me. If my clients are doing really well, I know I am doing my job.

match-maker between farrowing and feeding operations and help identify specialty market opportunities. We leverage our industry connections and knowledge on your behalf.

GROWING TO MEET EXPANDING NEEDS

Just as many of our customers are expanding their horizons, Standard Nutrition Services is continually identifying new ways to meet client needs. Our geographic boundaries are growing as the swine industry spreads its wings. And we are developing new technologies and services to help customers improve productivity and meet emerging challenges of the world's most vibrant food production ecosystem.



SERVICES TO HELP SWINE PRODUCERS EXCEL

NUTRITION CONSULTING:

Our staff nutritionists and consultants design rations to meet your objectives.

We have the expertise to help you capitalize on emerging markets for buyer-specific feeding programs, such as antibiotic-free (ABF) pork and other specialty opportunities.

WHOLE ENTERPRISE MANAGEMENT:

Through our Pork Vision division, we provide turn-key management services to run entire swine enterprises. Everything from hiring, training, nutrition programs, health management, payroll, marketing and more. We do it all.

From sow herds to finishing barns, we have the performance records analysis resources to help you measure productivity success.

Whether starting from scratch or upgrading your facilities, we can walk you through production systems options and provide recommendations tailored to your needs.

VETERINARY SERVICES AND SUPPLIES:

Our Standard Veterinary Services team designs herd health programs that address the challenges unique to your operation.

We also provide pharmaceuticals and supplies to meet your special needs.

RISK MANAGEMENT & ACCOUNTING:

The Standard risk management team assists producers with hedging programs for feed ingredients and livestock sales.

Through an enterprise analysis, we can assist you in planning for the future as you broaden your business or consider integrating the next generation into your operation.

With our financial performance accounting services, you will understand the impact of herd performance on the bottom line, make better decisions and keep lenders informed.

“When we started working with Standard Nutrition Services, we wanted someone who could focus on nutrition with a high level of service. That’s what they provide. They have broad experience in a lot of areas – the whole gamut from animal health, to feed to facilities. By working with so many producers, they know what works and what doesn’t.”



OUR GROWING FAMILY OF COMPANIES



STANDARD NUTRITION COMPANY

Standard Nutrition Company is an umbrella for several companies serving livestock producers in North America. These companies provide focused support and products to some of the most successful swine, dairy, beef and poultry producers in the world, as well as specialty products for equine, sheep, goat, bird, wildlife and other species.



STANDARD NUTRITION SERVICES

The consultants of Standard Nutrition Services work with swine and poultry producers across the U.S. to develop specialized nutrition, production, health and management solutions to improve productivity and herd performance.



STANDARD DAIRY CONSULTANTS

From herd development to milk production, the nutritionists at Standard Dairy Consultants work with independent dairy producers and their businesses, observing the farms, assessing records and providing recommendations and guidance.



STANDARD COMMODITY MANAGEMENT

Working with farmers and ranchers, Standard Commodity Management brings professional risk management, hedging and merchandising to cattle feeding, hog production, commodity processing and the grain trading industries.

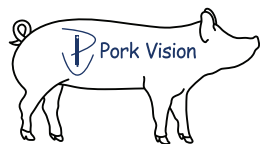


STANDARD VETERINARY SERVICES

Standard Veterinary Services designs herd health programs that address the challenges unique to each operation. It also provides pharmaceuticals and supplies to meet the special needs of swine and poultry producers.



OTHER STANDARD NUTRITION COMPANIES INCLUDE:



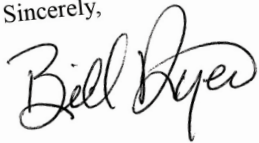
To Our Valued Customers,

Farmer values and business goals haven't changed since F. E. Sanborn put his name on a feed company in 1886. Faith, family, hard work, and a fair profit for providing high-quality food for our neighbors and the world are commitments that still count. Living these shared values has continued to help Sanborn's vision grow and prosper into the four operating companies that make up today's Standard Nutrition Company.

Agriculture and the world around us have changed beyond recognition since Sanborn's days. Today's technology brings incredible power and precision, yet managing this complexity is challenging. Our goal at Standard Nutrition is to help our customers simplify this complexity and manage risk. More than that, our goal is to help producers prosper and maintain their independence by harnessing the best technologies, time-tested and new. Our consultants, production specialists, nutritionists, veterinarians, and financial experts have unsurpassed experience and skill to support producers' success.

Our services continually evolve to help overcome new challenges, but our values remain the same. We promise to do the best we can to ensure that the commitment that comes with our handshake earns your confidence and counts on your bottom line.

Sincerely,



Bill Dyer
President
Standard Nutrition Company



1880s–1890s

F.E. Sanborn Company, manufacturer of Standard Horse and Cattle Food, begins operations in 1886 in Omaha, Nebraska, selling 25,000 pounds of feed supplements (a new concept at the time) in its first year.

F.E. Sanborn Company changes its name to the Standard Stock Food Company after expanding to 18 states from New York to the Pacific Northwest.



1900s–1920s

Company introduces a code of ethics based on being "absolutely fair with every customer."

Company changes name to Standard Chemical Company.

Standard introduces Protexol, the original "dry dip" for lice control in hogs.



1930s

Direct sales to farmers begin. Nutro Complex, an innovative balanced high-potency premix for each livestock species, is introduced.



1940s–1950s

Standard's direct sales force now covers Wisconsin, Illinois, Minnesota, Iowa, North Dakota, South Dakota, Colorado and Nebraska. By 1954, business is up 66-fold since 1933, when it began selling direct to farmers.



1960s-1970s

Standard buys The Famous Molasses Feed Company and introduces Prolasses, an improved molasses product.

Standard becomes the largest independent liquid feed company in the U.S., with eight liquid feed plants in Nebraska, Iowa, Minnesota, Kansas, Missouri and Montana.



1980s

New York investors buy Standard in 1984. In 1988, Greg Kluck, Bill Dyer and several longtime managers repurchase Standard.



1990s

Company adopts a new name, Standard Nutrition Company, and focuses on a consultative sales approach, emphasizing nutrition, health, genetics, environment and records, supported by low-inclusion pre-mix products to balance the ration.



2000s

Standard expands its business in Canada, buys Alderman-Cave Feeds to strengthen its beef business and Blue Bonnet Feeds to serve the equine market.

Growth continues with investments in management of swine production facilities, new markets and livestock and food industry businesses.



STANDARD NUTRITION COMPANY

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