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Land O'Lakes, Inc. and United Suppliers Complete First Step of Merger

Merger of the two companies' seed and crop protection businesses has closed

ARDEN HILLS, MN and AMES, IA (10/8/2015) – Land O'Lakes, Inc. and United Suppliers, Inc.'s seed and crop protection businesses are now merged. The new entity will do business as Winfield US. The member-owners of both organizations overwhelmingly approved the merger in August, setting the stage for the close.

Under the merger, which was announced in June, Ames, Iowa-based United Suppliers, Inc. will join Arden Hills, Minnesota-based Land O'Lakes, Inc.'s crop inputs business. A second step will merge the crop nutrient business.

"As we launch Winfield US, our shared mission remains the same as it's always been—to enhance our owners' capabilities and help them compete," said Chris Policinski, president and CEO of Land O'Lakes, Inc. and chairman of the combined business' board. "We are merging because we're focused on our owners' future. By coming together, we now offer the full range of solutions to help independently owned and controlled agricultural retailers compete and win in an environment of growing national retail chains."

The merger builds on the recent successes of the two companies and aims to support a competitive system of independent agricultural retailers. Customers are expected to benefit in a number of ways, from the advantages the combined organization's size and scale provide in negotiating to expanded product offerings, enhanced decision agriculture tools and technologies, improved product insights and more. The merged organization will continue to approach and serve customers to meet their needs and help them succeed as independent agricultural operations in an environment of consolidation.

In 2014, WinField had \$4.9 billion in seed and crop protection product sales, and United Suppliers had \$2.6 billion in crop protection, seed and crop nutrient sales.



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About Land O'Lakes, Inc.

Land O'Lakes, Inc., one of America's premier agribusiness and food companies, is a member-owned cooperative with industry-leading operations that span the spectrum from farm production to consumer foods. With 2014 annual sales of more than \$15 billion, Land O'Lakes is one of the nation's largest cooperatives, ranking 203 on the Fortune 500. Building on a legacy of more than 94 years of operation, Land O'Lakes today operates some of the most respected brands in agribusiness and food production including LAND O LAKES® Dairy Foods, Purina Animal Nutrition and Winfield Solutions. The company does business in all 50 states and more than 60 countries. Land O'Lakes, Inc. corporate headquarters are located in Arden Hills, Minn.

About United Suppliers, Inc.

United Suppliers is a unique, customer-owned wholesale supplier of crop protection inputs, seed and crop nutrients, with headquarters in Eldora and Ames, Iowa. Founded in 1963, United Suppliers today is comprised of 600 agricultural dealers (Owners) that operate nearly 2,800 retail locations throughout the United States and parts of Canada. The mission of United Suppliers is to be the supplier of choice while increasing Owners' capabilities and competitiveness. To meet this goal, United Suppliers strives to provide Owners with transparent market intelligence, innovative products, reliable market access and customized business solutions.