

Wholesale Operations

Supplying superior agricultural, industrial, feed, turf and horticulture products to customers across North America.



of time. To meet the ever-increasing demands of growers, and the equally high expectations of all customers, the J.R. Simplot Company operates an extensive distribution network, which delivers products quickly and efficiently to customers across North America.

Vision

To support its position as a leading agricultural, industrial, feed, and turf and horticulture supplier, Simplot acquired import facilities at Portland, Oregon, and formed partnership agreements to expand import capabilities at Stockton, California, and Point Comfort, Texas.

How We Reach the Wholesale Customer

History

J.R. Simplot Company's Wholesale Operations began in the mid-1940s, when wartime requirements boosted demand for Idaho potatoes and America's phosphate fertilizer supplies were dwindling. Seeing great business opportunity in meeting those demands, J.R. Simplot was determined to explore untapped phosphate reserves and develop processing and production capabilities. Production of Simplot products for wholesale distribution began at the facility near Pocatello, Idaho, with tremendous growth in distribution operations marking the way since then. Simplot is now one of North

America's major suppliers of crop nutrition, while its wholesale product lines have expanded to include feed ingredients, industrial products, turf and horticulture, seed, and silica sand.

Distribution Points

Today's growers employ seeding and application equipment that operates more quickly and accurately than ever. With such efficient equipment, the J.R. Simplot Company's customers depend on their supplier to be reliable and consistent. The application of plant nutrients, however, is generally a seasonal activity, which means a tremendous amount of product must be delivered in a short window

The J.R. Simplot Company is committed to advancing efficient application technologies and other innovations that promise continued success for its valued customers, while supporting further growth in Simplot's diversified business sectors. The company's Wholesale Operations will continue to partner with customers to meet the requirements of complete product cycles, offering support, services, and technology.

Simplot

Bringing Earth's Resources to Life

Wholesale Operations



Simplot Mining & Manufacturing SYSTEM OVERVIEW

Products Produced for Wholesale Distribution

Plant Nutrients

Elements such as nitrogen, phosphorus and sulfur occur naturally, but these elements don't always exist in the right levels for optimum crop health. The J.R. Simplot Company is in the business of producing and marketing these basic plant nutrients—nitrogen, phosphates and sulfates. Although our methods have changed, naturally occurring elements are still extracted from the environment and used to supplement our farmland. Modern supplementation of plant nutrients, combined with scientific management of crop inputs and water, provides the right environment for high-yield farming.

Industrial Products

With special attention to ensuring on-time delivery, Simplot provides high-quality products and related services across North America. Industrial Products available include:

- Ammonium Hydroxide
- Ammonium Sulfate
- Anhydrous Ammonia
- Di-Ammonium Phosphate
- Mono-Ammonium Phosphate
- Nitric Acid
- Phosphoric Acid
- Purified Phosphoric Acid

- Sulfuric Acid
- Sulfuric Acid–Diluted
- Triple Superphosphate
- Urea Granular
- Fluorosilicic Acid

Animal Feed Ingredients

The production of feed phosphates begins with the mining of phosphate rock. Defluorinated phosphoric acid is produced from the rock and combined with premium white limestone to create a high quality, nutritional feed ingredient. Strict standards for production and quality control provide the appropriate physical and chemical characteristics required by animal-feed manufacturers.

Turf and Horticulture

The Turf and Horticulture group is made up of three business units; Professional Products, Jacklin Seed and Simplot Partners. Professional Products manufactures and markets BEST Turf and APEX Fertilizer and a wide variety of other turf products including general turf, controlled-release fertilizers, for tees & greens, organic fertilizers, herbicide combinations, chemicals and specialty products. Jacklin Seed is a major researcher, breeder and producer of turfgrass seed with domestic and international distribution. Simplot Partners is a major distributor of fertilizer, turf grass

IT'S A FACT



The extra plant growth resulting from fertilizer application eliminates more carbon dioxide in the atmosphere than is emitted when nitrogen fertilizer is produced.

seed and chemical products throughout the West. Simplot Partners is built on the expertise of our sales representatives and technical agronomists who provide a wide range of services to golf course superintendents, landscapers, nurseries, municipalities and athletic field managers.

Silica Sand

At the north end of Lake Mead, near Overton, Nevada, the J.R. Simplot Company is mining some of the purest silica sand in the world. Believed to be an ancient sea beach where centuries of wave washing removed most of the iron oxides from the grains, the Overton deposit is renowned for its white color and a chemical purity of 99.5% silica. Silica's greatest application is to glass making, where the high purity provides the clarity required for commercial, residential and auto glass as well as food containers.

Corporate Information

The AgriBusiness Group is part of the J.R. Simplot Company, a privately held agribusiness company. With facilities throughout the western United States and in Canada, the AgriBusiness Group is focused on meeting the needs of its customers through the environmentally conscious extraction of natural resources, the manufacturing of fertilizers and the distribution of the highest-quality agricultural products. The employees of the AgriBusiness Group recognize and embrace the responsibilities that fall to a company dedicated to *Bringing Earth's Resources to Life*.

J.R. Simplot Company - Wholesale Operations

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