

CUSTOM PUBLISHED BY

CropLife

*Supporting the World's
Food Infrastructure with*
**INNOVATION, VALUE, AND
TOP-QUALITY SERVICE**

AGI combines planning, engineering, manufacturing, and products from historic brands to deliver complete fertilizer solutions.



AGI  **FERTILIZER
SYSTEMS**

LEADING THE WAY...

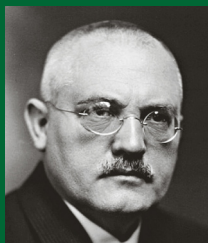
When German chemist Fritz Haber successfully developed a process for transforming atmospheric nitrogen into a form that plants could use, he changed the agriculture industry forever. Up until 1908, crop production was restricted by the levels of naturally occurring reactive nitrogen found in soils and ecosystems.

Nitrogen is one of three macronutrients that plants need to grow. While potassium and phosphorous are important, nitrogen is often the limiting factor. By converting atmospheric N_2 into ammonia (NH_3), farmers could access all the nitrogen necessary to expand their yields and output.

Carl Bosch, another German chemist and engineer, made this even easier. He took Fritz Haber's



Fritz Haber



Carl Bosch

laboratory-scale process and scaled it. Today, the combined "Haber-Bosch process" remains the go-to industrial method for producing synthetic nitrogen fertilizer.

Faced with a continually increasing population and the pressure to grow more food on the same amount of land, farmers have long used fertilizer to maximize production. Without it, experts estimate that there wouldn't be enough food to support a population of nearly 7.9 billion people. According to Our World in Data estimates from 2015, "nitrogen fertilizers supported 3.5 billion people that otherwise would have died."

More than a century following Haber's discovery, the fertilizer industry has continued to grow. Experimentation, testing and state-of-the-art equipment help today's brands build on and improve their formulations and products. This is an essential process because the consequence of subpar products is severe. The world's food infrastructure depends on partners dedicated to helping the agricultural industry thrive.

FERTILIZER BRANDS INNOVATE TO DELIVER VALUE

Agribusinesses, trusted advisors and farmers are keenly aware of these challenges. After all, these problems have been evolving for some time. The industry's forward-thinking leaders have risen to the occasion. From precision agriculture developments like variable-rate applications to technological advancements that enabled widespread adoption of autosteer in tractors, manufacturers, and suppliers are determined to help their customers succeed.

For their part, fertilizer brands have worked to innovate, too. By maximizing product efficiency, improving customer service and using data to drive future solutions, these companies deliver value at a time when ROI is top of mind and every penny counts. Ag Growth International (AGI) assists by bringing together world-class products, equipment, technology and engineering services. Its large portfolio of solutions is comprised of well-known brands that pushed the industry forward.

This includes two historic brands that have built their reputations on providing farmers with revolutionary fertilizer solutions: Yargus Manufacturing and Junge Control. Since their inceptions in 1968 and 1979, respectively, Yargus and Junge have worked tirelessly to help their customers spend less and achieve more. They will continue to do so. With the support and backing of AGI, Yargus and Junge have increased their reach. The two brands' contributions are now integrated into a wide range of specialized full-service solutions that help customers not only adapt to industry changes, but also overcome new challenges as they arise. The following pages dive deeper into the ways the collaboration between AGI, Yargus, and Junge inspires better outcomes for the next generation of ag professionals.



HOW IT ALL STARTED...



AUGUST 1968 ↻

Lloyd Allen Yargus (LAY) establishes Layco Manufacturing to build equipment for the fertilizer industry in Clark-Center Illinois.



YARGUS MODERNIZES FERTILIZER BLENDING AND CONVEYOR SYSTEMS



Custom Yargus declining weight blending and conveying equipment for grain, feed, fertilizer, and seed.

With an innovative spirit and a determination to improve the fertilizer equipment on the market, Lloyd Allen Yargus (LAY) established Layco Manufacturing. From conveyors and hoppers to spring-loaded bumpers, Lloyd Yargus continued to expand its offerings. This included growing the business' physical space as well, upgrading a wood garage shop to steel production buildings, engineering departments, and an office.

In 1980, Lloyd Yargus received patent approval for the company's Open Top Single Unit Fertilizer blender, equipment that revolutionized dry fertilizer blending techniques. This invention changed the game by helping the company to further develop the overall product line. Lloyd's son Larry worked at Layco as well.

Although Larry Yargus left Layco in 1987, he eventually absorbed Layco's assets and formed a new company, Yargus Manufacturing, in 1992. The Yargus brand agriculture professionals know and trust today was born



Batch Blending

of Layco's product line and a new co-branded Layco/Yargus equipment line.

Over the course of the next two decades, Yargus continued to innovate, ideate and introduce new products to the market, including the Rotary Drum Blender, the Tapered Vertical Blender, and the flagship Declining Weight System, a product that would continue to evolve many times in the coming years. Additionally, the manufacturing brand expanded from serving the U.S. and Canadian markets to bring its offerings to Europe, Mexico, South America, and Australia.

By 2007, Yargus won its biggest project to date, changing the course of the company's history. It was the Yara International Project in Stockton, California. It was the completion of the Yara project that gave Yargus "the confidence to build nearly anything in the future."

Enter the company's focus on developing one-of-a-kind solutions. When Larry's three daughters, Anne, Kate, and Meg, joined the company six years later, this tradition continued.

In 2016, it was time to shift again. AGI acquired Yargus Manufacturing with the mission of helping the brand continue its long, storied history of

modernization, market growth, and product development. Under AGI, Yargus' product line includes declining weight blenders, equipment for tower blending, batch blending and mixing, as well as chain, belt conveyors, and bucket elevators.

Today, as a division of AGI, Yargus operates as a full-service company with experienced engineering and design, marketing, production, installation, transportation, and technical assistance personnel. It continues to ship fertilizer handling equipment all over the world, creating custom manufacturing solutions to match its customers'

AGI acquired Yargus Manufacturing with the mission of helping the brand continue its long, storied history of modernization, market growth, and product development.



1975

Layco purchases surrounding Clark Center properties to increase production of conveyors, spring-loaded bumpers, and hoppers upgrading from their wood garage shop to steel production buildings, engineering departments, and an office.

1979

Junge Control is founded when Dave Junge builds the world's first computerized fertilizer plant.

JUNGE DEVELOPS STATE-OF-THE-ART BATCH AND CONTROL SYSTEMS

For more than 40 years, Junge has been a leader in developing state-of-the-art control and batching systems for the liquid fertilizer industry. What has grown to become one of the industry's historic and most respected brands began with one man: Dave Junge.



Dave Junge

A farmer and engineer, Junge was fed up. He was tired of losing time and money to manual fertilizer blending. Junge calculated that spilling a single ounce of fertilizer could cost thousands of dollars. He needed a solution that could automate the process and prevent him from having to do it all by

hand. When his search for a solution proved unfruitful, he decided to make his own.

Junge built the first computerized fertilizer plant in 1979 and founded Junge Control that same year. A few years later, the company introduced Bulk Chem Way, an innovative means of measuring chemicals, and then, 300 Micro Way equipment designed to accurately measure micro amounts of products.

Junge Control eventually expanded from the agricultural industry into the fuel and aerial fertilizer industries as well. Throughout these growth periods, the company continued to introduce new offerings, from individual equipment to full-scale plant automation systems, such as software to support a continuous-flow seed measuring system and a batching system for precisely mixed seed treatments.

Today, Junge operates under the AGI portfolio of brands. After AGI acquired Junge in 2018, the two companies worked together to develop, support and deliver exceptional solutions to the agriculture market. Aligned in their values and a mission to better serve the market, AGI Junge helps farmers increase their precision, return on investment, and overall results.

Junge continues to offer controllers, custom control solutions, parts and accessories, and pallet



AGI JUNGE

Aligned in their values and a mission to better serve the market, AGI Junge helps farmers increase their precision, return on investment, and overall results.

scales with the goal of making manual batching and mixing a thing of the past. AGI supports this effort by including Junge-brand equipment in its complete line of fertilizer products and technologies, with the goal of empowering its customers to build and use bolt-on systems that work for them.

Achieving these goals requires a dedication to reducing errors, providing pinpoint accuracy and keeping an operation running smoothly. AGI Junge does this by creating solutions for blending operations of any size and need, whether that's small-scale farms looking for help with two-product blends and large-scale operations that mix a number of additives for more complex compositions. Because each customer has a unique set of needs, the brand steers clear of one-size-fits-all solutions.



The Andersons, Inc (Waterloo, IN)



1980

Lloyd Yargus gets approved for the USA patent of Layco's innovative Open Top Single Unit Fertilizer blender revolutionizing the dry fertilizer blending techniques. Throughout the 1980's Layco leans on this invention to help growth the business and expand the product line.

1983

Junge Control invents the Bulk Chem Way for measuring chemicals.

AGI WORKS WITH LEADING GLOBAL BRANDS TO HELP THE INDUSTRY THRIVE

Since its inception in 1996, AGI has worked to expand its manufacturing capabilities and dealer network by acquiring companies that complement the AGI product line. This has led to exponential growth. Founders Rob Stenson, Art Stenson, and Gary Anderson also contributed to this vision, offering the wisdom, values and entrepreneurial spirit that drives the company to this day.

Twenty-five years later, the company now encompasses seven business components (storage, structures, process, handling, technology, engineering and project management) across five business platforms (seed, fertilizer, grain, feed, and food) with partners on six continents.

In the fertilizer market, the acquisition of recognized and respected brands like Yargus and Junge has empowered AGI to continue making progress on its mission to supply and sup-

port the world's food infrastructure. Together with Yargus and Junge, AGI has improved its ability to facilitate the storage, blending, mixing, conveying, conditioning, processing, and protection of agricultural inputs and produce around the world.

Because fertilizer plays an integral role in the growing process by providing key nutrients that customers need to nourish their soil and crops, complete solutions can make or break an operation's ability to maximize yield. AGI specializes in delivering exceptional solutions that allow for superior receiving, blending, conveying, and loading for customer applications.

These solutions require a combination of innovative technology, automation and software solutions. AGI provides an uncompromised level of accuracy throughout fertilizer storage, blending, and usage in both dry and liquid applications.

AGI's Fertilizer Systems and solutions are available in six of the seven business components. HERE'S A LITTLE BIT MORE ABOUT HOW THEY FUNCTION IN EACH ONE.

STORAGE



Preserving and protecting the quality of fertilizer is an essential part of ensuring the product's effectiveness in the long run. AGI provides customers with industry leading storage products that can withstand the harshest use-cases, something that's mandatory in the ag environments. The company can create customized solutions based on project goals and needs. AGI Junge, Westeel, and MMS have products that fall under the fertilizer storage umbrella.

STRUCTURES



AGI fertilizer structures are engineered and designed to provide integrated solutions and complete systems for nutrient applications. AGI engineers and manufactures machine and supporting towers, heavy duty catwalks, ladders, and staircase structures that enhance your fertilizer operations. These structures feature galvanized and bolted construction which allows for ease of assembly on site. As with storage solutions, the structures can be custom designed to meet the customers' needs. AGI Brasil, Brownie, Frame, MMS, Union Iron, and Yargus provide products in this business component.



CONTINUED ON NEXT PAGE ►

1989

Junge Control develops software to control and manage entire plants from one integrated solution.

1992 ⤴

After leaving Layco in 1987, Larry Yargus returns to market the Layco equipment under his new company Vertex Marketing as they struggle to finance production. By August 1992 Larry absorbs the assets and product line, forming a new company, Yargus Manufacturing.



HANDLING

3



The largest supplier of permanent material handling equipment globally, AGI manufactures efficient solutions that work with liquid and dry fertilizer components. AGI's material handling equipment is designed for all aspects of the fertilizer use-cycle. This includes receiving and blending to load-outs and dust-control. AGI Yargus, Junge, Vis, Brasil, and Airlanco develop the products in this category.

TECHNOLOGY

4



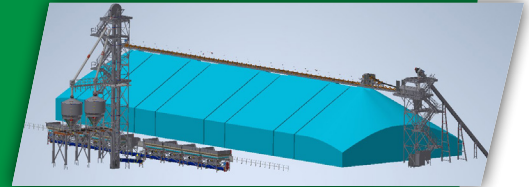
In order for a single operator to run an entire blending plant from a wireless network, that operator must have access to state-of-the-art products and solutions. AGI provides technology for operating facilities with automated systems to meter, measure, and blend fertilizers. The result is increased efficiency, reduced labor, and seamless integration from one system to another. In the technology systems business component, AGI Yargus, Junge, and Suretrack provide solutions.

ENGINEERING

5

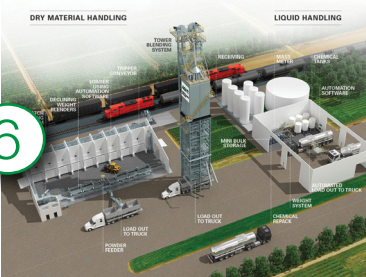


With an eye to future innovations, AGI invests in extensive research and development specifically for fertilizer facilities and applications. Supporting the world's food infrastructure requires meeting ever-changing demands for newer, better equipment. AGI is not keen to be left behind. In addition to its R&D efforts, the company also provides turnkey design-and-build facilities, as well as custom installations for when customer projects require specialized attention. AGI Solutions, MMS, Vis Yargus, and Junge are the brands that offer engineering solutions.

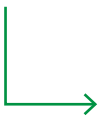


PROJECT MANAGEMENT

6



When integrating new fertilizer equipment into an existing operation, it's best to come prepared with a plan. AGI effectively manages all fertilizer project needs from concept to implementation. The company is also equipped to provide full-onsite installation teams to increase project feasibility while reducing overall project timelines. AGI Solutions, Yargus, Junge, and MMS are the brands within this business component.



Taken as a whole, these six categories provide ag retailers, and farmers with everything they need to manage the fertilizer aspect of their operations. AGI is proud to be able to offer innovative, cost-effective solutions across a wide range of brands. While not every customer requires the same equipment, many of the same products and services have helped farmers increase efficiencies, reduce labor, and save valuable time.

1992 ➔

Yargus/Layco present their first official co-branded equipment line including: Tapered Vertical Blender, Portable and Stationary Conveyors, and new Rotary Drum Blender at the IFCA MAGIE Tradeshow



TOP AGI SOLUTIONS FOR THE FERTILIZER MARKET

LIQUID (P.7) • DRY (P.8)
 AUTOMATION CAPABILITIES (P.8-9)
 SPECIALTY PRODUCTS (P.10)

In the fertilizer market, the solutions fall into four main categories: liquid, dry, automation capabilities, and specialty products. A deeper look at each category showcases the most popular items in each one. AGI's turnkey and custom solutions for fertilizer handling, measuring, weighing, blending and injecting eliminate the risk of something important falling through the cracks. Growers should use the following guide to decide which solutions best fit their operation's setup and are most suited to meet their unique needs.



LIQUID SOLUTIONS

- **AGI Mass Meter System:** AGI Mass Meters can handle any flowable product. In addition to being accurate to .10%, they are also equipped to handle multiple products. The equipment requires calibration only once per year. Sizes range from 1 inch to 8 inch depending on the flow, so users can select the option that works for them. Additionally, the system's loads are legal for trade without the need for truck scales.
- **AGI Precision Weigh System:** AGI's Precision Weigh System the most accurate blending system in the industry. It's the only system that continuously compensates for changing densities. Instead of maintaining and monitoring meters for every product, AGI's NTEP Precision Weigh Tank does it with just one device. This system is also available in different sizes to accommodate the customer's needs.
- **AGI Precision Weigh Tank:** The Precision Weigh Tank, measures actuals instead of targets. This level of accuracy means more accountability, more repeatability, more profitability, and considerably less shrink. The

weigh tank is capable of blending up to 60 liquid ingredients with automation, plus additional hand-add products.

- **AGI Direct Inject System:** AGI's direct inject system gives customers the ability to blend multiple products at once. In the peak season, time is money. Loading a truck in the minimum amount of time is a must to ensure maximum profitability. This system empowers users to do that while using automation to reassure them that the blends are correct.
- **AGI Platform Scale Systems:** The AGI NTEP Platform Scale System provides the ability to fill jugs on the Easy-way system and/or Mini Bulk Re-pack system. Customers love the hands-free filling, remote start/stop, and label printing, as well as the fact that all tracking and product information is made available for seamless record-keeping.



1996-1997

During the early 1990s' Yargus launches new equipment and begins to thrive once again. In 1996 the company expands their market to serve not only USA and Canada, but Europe, Mexico, South America, and Australia.

Pictured left: Larry at the Latin America Fertilizer Conference

1999

Junge Control produces 300 Micro Ways to measure micro amounts of product.

DRY SOLUTIONS

- **Declining Weight Volumetric Blend System:** When first introduced to the market in 1980, the Declining Weight Blend System revolutionized fertilizer blending. It continues to be essential for precise, high-quality blending today. The system is built with a 304 stainless steel base construction and unlimited versatility. The modular design allows easy add-ons that allow customers to create a system with a variety of hopper sizes.



Tower Blend System

- **Tower Blend System:** The Tower Blend System is custom engineered to fit blend and capacity requirements up to 500 tons-per-hour. Tower construction includes option of the four-leg or six-leg design and boasts spacious interior access for easy maintenance. The six-leg option is also available with the stair access system. The original system includes a ladder at the base of the Tower Blend System. The stair access system, however, provides stair access from the ground to the top of Bucket elevator leg and is designed for safety and ease of use.

- **Batch Blend Systems:** The *Tapered Auger Vertical Blend Systems* features an innovative flat-front design for lower dump height, a larger loader hopper for efficient loading, and a lower center of gravity for better stability. It is available in 6-, 8-, 10-, 13-, 16- and 18-ton capacities.

Alternatively, the *Rotary Drum Blend Systems* feature the fastest discharge rate in the industry (4 tons per minute) and an extra-large flared opening for easier, faster, cleaner loading. Rotary Drum Blend Systems have a 20,000-pound capacity trunnion wheels that distribute the load for smooth, efficient blending. The modular design allows easy add-ons creating a system with a variety of hopper sizes. This system is available in 13- and 16-ton capacities.

- **AGI Fertilizer Conveyors:** AGI's conveyors are custom engineered to handle dry bulk materials to meet the customer's needs. The conveyor systems are specially designed for truck, rail, barge, and ship unloading. The conveyors have capabilities ranging from 30 TPH to 1500-plus TPH. Stationary and portable units are available.



2000

In 2000 Yargus launches the Volumetric Blend System with two 30-ton Loadout Tanks which became the first iteration of their flagship system for the next decade.

2002

Junge Control begins developing industry solutions for chemical companies.

2004

Junge Control develops the Unattended Loadout to allow truck drivers to fill up automatically, anytime.



AGI Suretrack Plant Manager

AUTOMATION CAPABILITIES

- **AGI Suretrack Plant Manager:** By combining the functionalities of Junge Control and Yargus Manufacturing software suites, SureTrack Plant Manager offers a unified and comprehensive automation platform that manages all of an Ag Retailer's liquid and dry fertilizer blending needs. Some of the top features include:
 - Streamlined process for handling VRT loads
 - Automated process for implementing software updates
 - Modernized software suite providing liquid and dry fertilizer blending in one platform
 - Reduced training efforts and increased employee productivity that directly translate into maximum ROI
 - Seamless integration to multiple ERP solutions reducing most redundant entry point
 - Multiple employees qualified to operate the locations when untimely personnel absences arise
- **AGI Automation Software Maintenance Reminders:** The life of an operation's fertilizer system can be maximized and extended by using the maintenance reminders. These can be set up to automatically alert users when various components of the plant need to be serviced. This includes conveyors, augers, and valves.
- **Inventory Control Software:** The inventory software keeps track of all the products growers store in the shed. The system automatically deducts any product that is run through the system from the inventory totals. Because the software provides real-time data, purchasing decisions can be made quickly and decisively.

CONTINUED ON NEXT PAGE ►

AUTOMATION CAPABILITIES

◀ CONTINUED FROM PREVIOUS PAGE

- **Integration:** AGI controls software helps to create a seamless interface with agronomy and ERP software. Growers benefit from increased efficiencies when they're not worried about entering the correct blend and reporting the orders back to accounting to be billed. Integrate makes this process seamless.
- **Customization:** AGI's in-house development team customizes software to meet the customer's specific needs. Like integration, this service is designed to increase efficiencies and improve workflow.
- **AGI Automation Service Pack:** This yearly service package is designed to support customers through any new software updates. It comes with unlimited phone technical support and includes API interface, maintenance tracking, maintenance reminder emails, and the ability to submit feature requests.
- **Dry-Batch Blending Automation:** AGI Fertilizer Batch Blending Automation provides improved safety, remote operation, efficiency, inventory control, and equipment feedback features. It improves on the technology from traditional batch blending systems to deliver a higher quality product.
- **Declining Weight Volumetric System:** Once the blend formulation is entered into the electronic keypad, the PLC computer sends the rate information to the proper rotors, then continuously monitors the RPMs to ensure accurate blends. This state-of-the-art system ensures greater accuracy for better fertilizer blends.



- **Liquid Command Center Automated Controls:** The AGI Fertilizer Systems Command center operates all mechanical functions remotely with a fully automated, semi-automated, or manual over-ride interface. The products are legally monitored and recorded based on weighed or metered systems. The result is improved peace of mind and repeatability throughout the busy season. Other features include:
 - Automatic formulating, blending and loading products
 - PC controlled automation
 - Complete record keeping and report visibility
 - Integrations with industry leading accounting ERP companies
 - Easily expanded to meet the needs of growing businesses
 - Plug and play cables for simple installation
 - Water resistant control boxes
 - Remote scale and meter readouts
 - Minimal employee exposure and risk
 - 24-hour load out

2007 >

Yargus Manufacturing wins the Yara International Project located in Stockton California, their largest project to date (2007-2009). Influential because "The completion of the Yara project gave Yargus the confidence to build nearly anything in the future."

Pictured right: Yara International Project with conveyors/Towers/Elevator Buckets



SPECIALTY PRODUCTS

- **Salt:** AGI Fertilizer equipment is the premier equipment used in the salt industry for conveyance and blending and is used by most of the leading companies in the industry.
- **Fuel Metering:** AGI Fuel Management Systems blend fuel with accuracy and control. Options include the bio blender that accurately mixes bio and diesel or heating oil, fuel manager, injectors for pulse blending additives, and conveyors to control the ratio of bio to fuel.
- **Dry and Liquid Coating:** AGI Automated Coating Systems provide a new level of coating accuracy. Through the use of automation technology and positive feedback monitoring, the systems accurately meter and impregnate liquids or powders per the required rate to maximize the coating process.



Ceres Solutions (Whitesville, IN)



Automated Coating Systems

DEVELOPING SOLUTIONS TO SUPPORT FOOD INFRASTRUCTURE AND FEED FUTURE GENERATIONS

More than 100 years after Fritz Haber perfected the process for producing reactive nitrogen, the fertilizer industry continues to innovate and improve. The world's food infrastructure is unstable. As the population grows, it becomes increasingly so. Companies throughout the supply chain have rallied around the need to help farmers do their jobs better and more efficiently. AGI has long committed to doing its part.

"Our objective is really to deliver an exceptional experience, with a complete solution tailored to our customers' needs," says Jason Boyles, Director of US Commercial Sales at AGI. "We look at all aspects of our customers' facilities from receiving to blending and conveying the material, and we take

a combination of the most innovative technologies and couple them with automation and software components in order to ensure the highest level of accuracy and the best return on investment for both liquid and dry applications."

Instead of offering a piece of the overall system, AGI has acquired companies with offerings that can be integrated into a complete solution. The company's extensive brand portfolio provides customers with access to the best products, equipment, technology, and services—ones that can be used in existing systems and are capable of meeting their needs.

"This enables us to provide an improved customer experience by simplifying the organization and the processes used," Boyles says. "By doing that, customers gain serious efficiency and effectiveness. They benefit from the best cost position and product quality in order to secure their advantage in the marketplace."

AGI also continues to be laser-focused on empowering its customers to maximize their yields. It does this by providing solutions to three specific pain points: labor shortages, equipment failures and malfunctions, and profitability.

CONTINUED ON NEXT PAGE ▶

"Our objective is really to deliver an exceptional experience, with a complete solution tailored to our customers' needs," says Jason Boyles, Director of US Commercial Sales at AGI.

2008

Junge Control builds controls and software for a continuous-flow seed measuring system.

2009

Junge Control develops controls and software for fuel blending.

2010

Junge Control builds a batching system – Novo – to precisely mix seed treatment.

May 2013 ➤

Larry passes down ownership of the company to his three daughters; Anne, Kate, and Meg lead the future of Yargus Manufacturing.





IAS (Cleves, IA)

“As a company, we’ve got to constantly be coming up with better ways to do business and help our customers create returns on their investments.”
says Jason Boyles, Director of US Commercial Sales at AGI.

◀ CONTINUED FROM PREVIOUS PAGE

“I often see our customers looking for solutions to these three challenges,” Boyles says. “First and foremost, because the labor pool is shrinking and the talent pipeline is hard to develop, the necessity for automation is pretty prominent. A facility that used to be run by five different people now needs to be run by one or two individuals at most. Automation has become a very emerging topic.”

Along the same lines, Boyles says, customers are interested in things like artificial intelligence, the internet of things (IOT), predictive maintenance, and consolidated enterprise resource management (ERM) processes. Anything that can save time or streamline workflow is something ag retailers are willing to consider.

Once the equipment is in place, however, a new concern materializes: What happens if it breaks? AGI Service was designed to address this concern. It offers regular maintenance, repair, and warranty services on-site when customers need those things most.

“Our customers literally have six to eight weeks out of the entire year to make all of their money,” Boyles says. “So, they really don’t care about a service ticketing system or a queue of other customer requests. When they have something that is broken and not operating the way that they need it to, they want it to be fixed now. Not two days from now, but right now. The service aspect is very important to our customers.”

Similarly, managing profitability on a crunched seasonal timeline can be equally stressful. In an industry that battles

many variables outside anyone’s control (Mother Nature, for example), farmers are unwilling to make investments in sub-par solutions. Cost is almost always a primary concern.

“I think what our customers are looking for is quality,” Boyles says. “They want the best technology. If you have three choices and they’re hard to distinguish, that doesn’t help our customers drive a competitive advantage for themselves. As a company, we’ve got to constantly be coming up with better ways to do business and help our customers create returns on their investments.”

Overall, AGI’s approach to serving its customers is consultative. The company offers suggestions based on its full suite of products and their capabilities. As soon as the customer gives the OK, AGI can quickly and easily transform those suggestions into solutions. This helps customers stay ahead of the curve, even as the industry changes in new and different ways.

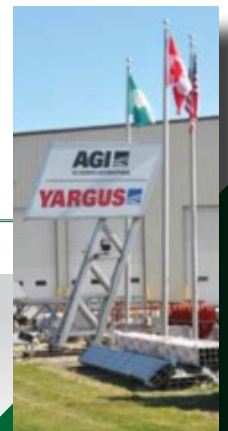
“As the fertilizer market innovates to include things like micronutrients and other chemical ingredients, we want to help our customers keep up with those new processes,” Boyles says. “Making those changes isn’t always possible with the current design, so it’s important that our equipment is modular enough to slide in a new piece—instead of starting over from scratch. What AGI always tries to do is help our customers look into the future because ultimately, we want to solve their challenges by creating full-service solutions.”

JULY 2016

Yargus Manufacturing is acquired by AGI to help continue the market growth and product innovation at Yargus Manufacturing.

JANUARY 2018

Junge Control Inc. is acquired by AGI.





FULL FERTILIZER HANDLING SOLUTIONS

DECLINING WEIGHT | BATCH BLENDING
LIQUID HANDLING | RECEIVING & LOADOUT
SPECIALTY | AUTOMATION CONTROLS | TOWERS

CONTACT US TODAY
aggrowth.com/fertilizer

aggrowth.com | [@AgGrowthIntl](https://www.instagram.com/AgGrowthIntl) [f](https://www.facebook.com/AgGrowthIntl) [in](https://www.linkedin.com/company/AgGrowthIntl) [o](https://www.youtube.com/channel/UC...)

AGI  **FERTILIZER
SYSTEMS**