



The DeLong Co., Inc.

Bo DeLong

Vice President of Grain

Agricultural Maritime Export Facility

THE DeLONG co



The DeLong Co., Inc.



The DeLong Co., Inc is a 6th generation family-owned and operated agriculture business that has been committed to serving the agricultural and logistics industries for 110 years.



Our Values:



INTEGRITY



FAMILY



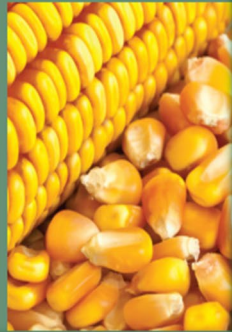
INNOVATION



GROWTH



QUALITY



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Agronomy



Grain



Exports



Seed



Wholesale/Retail



Transportation



Global Markets



The DeLong Co., Inc.



#1 Containerized Agricultural Exporter



Annual Sales: \$1.9 billion



Storage Capacity:
51,000,000 Bushels



Annual Export Quantity:
88,000,000 Bushels



34 Locations and Offices;
of which 7 are Export Terminals



450 Employees

Milwaukee Bulk Grain Terminal



The DeLong Co., Inc.



Why Milwaukee Agricultural Maritime Export Facility?



The DeLong Co., Inc.

1

New market for
The DeLong Co.

2

Better logistic model than
current for exports to Europe,
Mediterranean and North Africa

3

No other facility has the ability
to load full vessels of feedstuffs
on Great Lakes

4

Load Rate:
up to 10,000 MT per day

Recent Events



The DeLong Co., Inc.

1

More soybean crushing facilities being built to meet the biofuels mandates. More soybean meal will be produced and exported.

2

Closing of COFCO February 2023.

Facility Details



The DeLong Co., Inc.

1

Flat Storage Capacity:
28,000 metric tons

2

Rail Track Capacity:
110 hopper cars

3

Vessel Capacities:
7,000 to 22,000 metric tons

4

Load Rate:
up to 10,000 MT per day

5

Annual Export Capacity:
250,000-400,000 mt.

6

Annual Rail Car Throughput:
3,000 Carloads

Milwaukee Commodities



The DeLong Co., Inc.

Grains

Soybeans
Corn
Wheat

Feedstuffs

Soybean Meal
Dried Distillers Grains
with Solubles
Corn Gluten Feed
Pellets
Corn Gluten Meal

Destination Markets



The DeLong Co., Inc.



Product Origination Areas

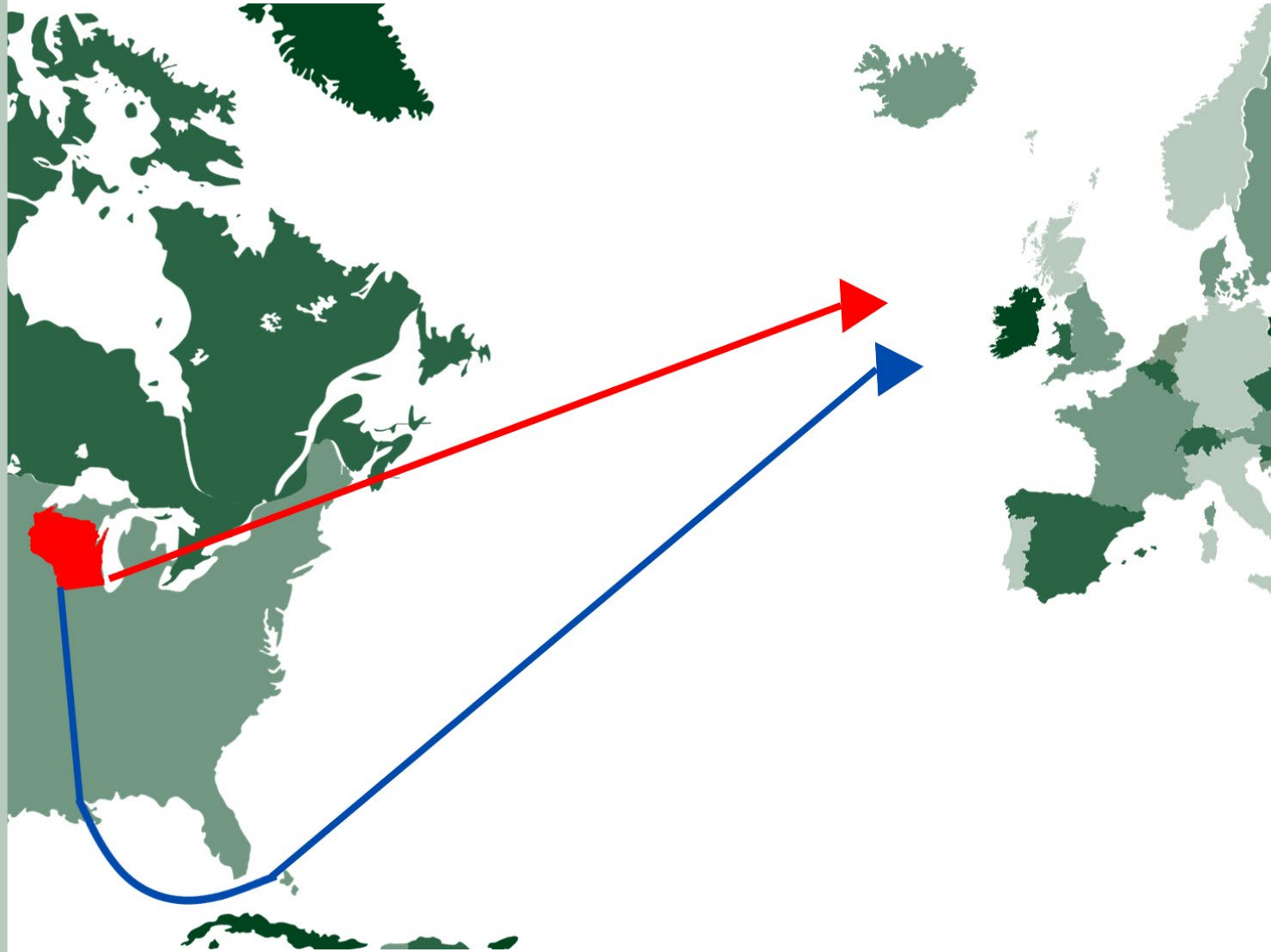


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More Direct Route



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Initial Vessels



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Ireland

380,000 DDGS MT
80,000 Soybean Meal
MT.

United Kingdom

200,000 DDGS MT
50,000 Soybean Meal
MT.

Wisconsin's Economy



The DeLong Co., Inc.

1 240,000 MT of Wisconsin Ag products exported

2 \$ 65 Million in annual exports

3 Decrease in highway miles in the state

4 Supports Wisconsin farmers and ethanol plants

Long-Term Vision



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1 Phase 2 addition of storage for a second commodity

2 Handle 2 commodities at the same time

3 Allows for loading of "Grocery Boats"

4 Just received funding for Phase 2

Thank You



The DeLong Co., Inc.



[DeLong Co. Bulk Export Video](#)