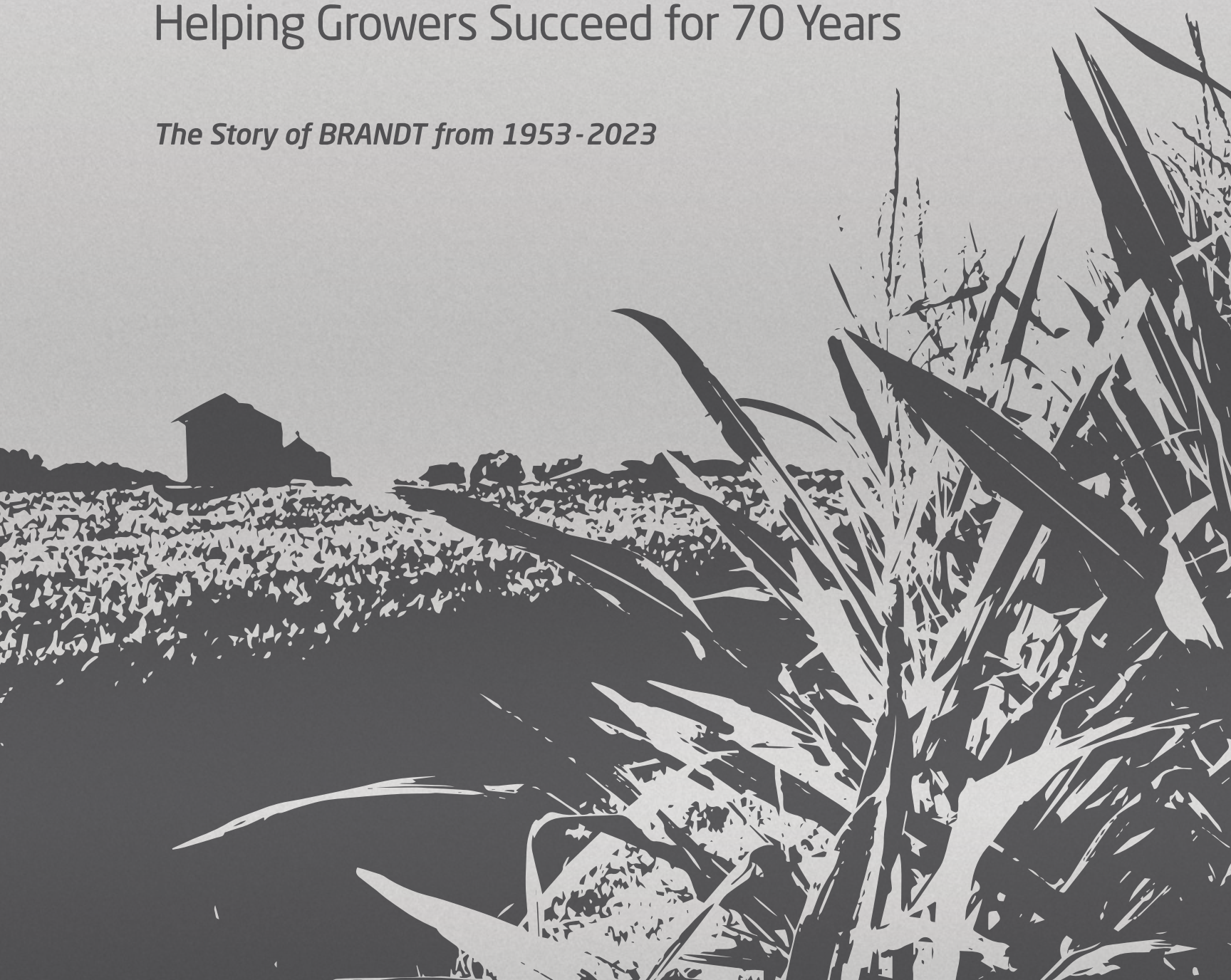




# Celebrating Our Platinum Anniversary

## Helping Growers Succeed for 70 Years

*The Story of BRANDT from 1953 - 2023*





**BRANDT**<sup>®</sup>

# Celebrating 70 Years

## Celebrating Our Platinum Anniversary Helping Growers Succeed for 70 Years

*The Story of BRANDT from 1953-2023*





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[www.brandt.co](http://www.brandt.co)

## DEDICATION

This book is dedicated to the memory of Glen (GB) Brandt. Our founder, GB passed away peacefully on June 7, 2020 at the age of 94. GB was first a friend to the farmers. He was an unstoppable entrepreneur. And he was a vociferous advocate for all BRANDT employees. GB showed us the value of taking considered risks, working hard and focusing on our customers. This book is also dedicated to Glen and Evelyn's late parents, Albert and Margaret Bomke Brandt, who taught their children good work ethics, instilled a Christian upbringing, and always encouraged Glen and Evelyn to do their best. BRANDT is a true family company and we live the values of family every day. What an amazing journey the last 70 years have been!



Shirley Brandt Hagen, Glen Brandt and Evelyn Brandt Thomas, 1996.



Kristie Brandt, Rick Brandt and Sierra-Shae Brandt, 2022.

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## BRANDT Generations

The Brandt family in 2011. Seated, left to right, Ann Bomke Charland, Evelyn Brandt Thomas, Shirley Brandt Hagen, Sierra-Shae Brandt and Kristie Brandt.

Back row, left to right, Tom Gustafson, Terri Brandt Gustafson, John Charland, Will Gustafson, Alex Gustafson, Glen Brandt, Joe Gustafson, Bret Williams, and Rick Brandt.

### INTRODUCTION: CELEBRATING OUR PLATINUM ANNIVERSARY

In 1953, when my brother Glen and I started this business, chemical fertilizers were new in the Midwest and BRANDT had only one product, anhydrous ammonia. One by one, we added cold mix fertilizers, hot mix fertilizers, suspension fertilizers, limestone, dry fertilizers, agricultural chemicals, soil testing, micronutrients, seed and technical support throughout the United States and more than 85 other countries.

Today, BRANDT has 22 retail locations serving farmers in the Heartland through BRANDT Agronomic Services. In 1967, we added BRANDT Dealer Support to service other Midwest retailers and BRANDT Specialty Formulations to manufacture specialty products. Today, we are the farmer's trusted advisor as we develop and manufacture micronutrients, adjuvants, specialty fertilizers and turf nutrients for the global market. Customers include row crop farmers, citrus growers, fruit and vegetable growers, turf and ornamental companies and sports fields. With innovation and a deep commitment to research

and development, we continue to create unique products to better serve our customers. We are dedicated to helping our growers so they, in turn, can help their local communities.

And even though we lost Glen in June 2020, his legacy and his focus on our customers lives on. Glen and I might have set the vision for the business, but I am especially proud of all 800 members of Team BRANDT across the globe for working as one and taking our vision forward and making it a reality.

From one product in 1953, to our immeasurable global impact 70 years later, the BRANDT story is a unique American success story. As we celebrate our Platinum Anniversary, I invite you to read through our history book and learn more about our humble beginnings and the result of our hard work and never-quit attitude. What a privilege it is to celebrate this significant milestone with you.

***Evelyn Brandt Thomas***  
 Founder, BRANDT, Inc.



## FOREWORD: JUST GETTING STARTED

I am incredibly proud that we've made our Platinum Anniversary. However, I'm not celebrating.

Because less than 1% of all companies reach 70 years, I don't mean to diminish our accomplishment. But we're just getting started. Seventy is not—and never was—the goal; 70 is a step along the journey. Our goal is to build a perpetual, living business that continues to employ great people, delight our customers around the world and pass to the next generation of leadership.

When my dad and aunt - with the unwavering support of my grandparents - started the company in 1953, they had no idea what lay ahead. But they had vision and they had faith. They believed that they could make a business by helping the farmers of Pleasant Plains, IL take advantage of the latest technology. They knew they would succeed if they helped their customers succeed.

A simple concept indeed, but that's the vision that still drives us today.

Today, we are truly a global brand, transforming the future of agriculture, helping farmers take control of

their success. I am immensely thankful for that partnership with our growers.

But perhaps the accomplishment I'm most proud of is even more basic. Over our first 70 years, BRANDT has remained a family business. In December 2019, my daughter, Sierra-Shae, became the third generation of BRANDT shareholders. I am immensely grateful that my dad, GB, who passed away in 2020, was able to see Sierra join the ownership team.

And we're not just a family business in ownership structure: We're also a family business in the ways we operate and the values that we hold dear. Today, there are more than 800 families in the extended BRANDT family.

So, while we reflect on our first 70 years, let's focus on the next 70 ahead. Join me in looking forward to another generation of Brandt family leadership and another generation of successful growers relying on BRANDT.

**Rick Brandt**  
CEO & President, BRANDT, Inc.



Gordon Thomas, left, and  
Glen Brandt at the family farm.

### **In Memory**

#### *Glen Albert Brandt*



Glen (GB) passed away peacefully on June 7, 2020 in Springfield, IL with his son and daughter at his side. He was born March 19, 1926 in Farmingdale, IL the son of Albert and Margaret

Bomke Brandt. He married Peggy Eileen Carter on September 5, 1960. Peggy and his parents preceded him in death. He is survived by his sisters Evelyn Brandt Thomas and Shirley Brandt Hagen, his son Rick (Kristie) Brandt, his daughter Terri (Tom) Gustafson, his four beloved grandchildren Sierra-Shae Brandt and Alex, Will and Joe Gustafson, a niece, a nephew, many cousins and special care giver, Janet Zeigler.

GB was confirmed into the Lutheran Church at Immanuel Lutheran Church in Farmingdale, IL in 1939.

GB graduated from Pleasant Plains High School in 1944 and briefly attended Springfield Junior College before enlisting in the U.S. Merchant Marines. He served for three years during WWII. He returned home to farm with his father but was drafted into the U.S. Army in 1950 to serve in Korea. After two years with the 27th Regiment of the 25th Division, he was honorably discharged.

In 1953, GB and his sister, Evelyn, founded the business that would grow to become BRANDT, Inc. when he began custom applying anhydrous ammonia for local farmers with a tractor borrowed from his dad. In 1972, GB served as the president of the National Fertilizer Solutions Association. That organization evolved to become part of the Ag Retailers Association which named BRANDT the Ag Retailer of the Year in 2000 and presented Glen its prestigious Lifetime Achievement Award in 2007. GB and Evelyn were named the Illinois State Ag Ambassadors in 2015.





Rick and Justin Allgaier presented Glen with a 2019 Jeep Trackhawk for his 94th birthday in 2019.

GB lived a full and active life including being involved in many entrepreneurial endeavors and becoming a licensed pilot. He was involved in the community as a member of the Pleasant Plains American Legion, a patron of the Memorial Medical Center Foundation and a member of the development committee for Lincoln Land Community College.

GB remained active in BRANDT business until his passing. He was a vocal member of the BRANDT Board of Directors, serving as a consultant the past

several years. In addition, he was heavily involved in a number of other related Ag companies as an owner and a board member including Springfield Plastics, TradeMark Nitrogen and Precision Tank (now part of Precision Build.) He enjoyed socializing and talking business over cocktails, smoking a stogie and taking walks on Bonita Beach. He was a man of strong faith and a member of Zion Lutheran Church in Pleasant Plains. He loved his family, friends, colleagues and customers. In his own words, he "lived a good life."



Glen and Peggy Brandt at the National Fertilizer Solutions Association meeting in Indianapolis, Indiana in 1972.



Evelyn, Richard Petty, Rick and Glen in Daytona in 2012.



# The Early Years – BRANDT's Fertilizer Service

## 1953 - 1962

*The Early Years of BRANDT's story was recorded in 2002 and 2003 through interviews and conversations with the Brandt family and close friends, and those whose friendship and leadership was essential to ensuring BRANDT's early success. They tell the story of BRANDT's beginnings in their own words.*

**F**or several generations, the farmers of Central Illinois had reaped the benefits of the area's rich, black soil in the form of abundant crops of soybeans, corn, and wheat. Blessed with a naturally fertile soil, local growers were slow to adopt the use of chemical fertilizers when they first entered the United States agricultural market. Years of farming the same plots of land, however, eventually began to extract a toll by stripping the soil of essential nutrients needed for healthy crops. An increasingly competitive economy, in which average yields no longer guaranteed a reasonable income for farming families, and the resulting need to improve production efficiency forced farmers to seek an advantage through the developing fertilizer industry.

The business that would become BRANDT, Inc., was set in motion in 1953 when 27 year-old Glen Brandt, using a tractor borrowed from his father, began custom-applying anhydrous ammonia for local farmers. Well-liked and trusted by his customers, Glen met with early success and decided to expand his operations the next year with a liquid-fertilizer line. He enlisted the help of his sister, Evelyn Brandt Thomas, to run

the administrative side of the business. Their partnership formed the core of a company that would continue to provide superior service to loyal customers 70 years later.

The Brandt children grew up on a small farm about five miles east of the village of Pleasant Plains, Illinois, in Sangamon County. Albert and Margaret Brandt raised grain and cattle on the family's 240 acres. Evelyn was the oldest of their three children. Along with their younger sister Shirley, Evelyn and Glen learned the business of farming by helping with the family's daily chores, including milking cows; helping with the planting, cultivating and harvesting; and raising chickens, hogs, and dairy cattle for 4-H projects. All three siblings attended elementary school in Pleasant Plains and participated in a variety of community pursuits, as well as their local church.

As a child, Evelyn recalls that her jobs were to hunt eggs, bring in wood for the fire, iron, wash dishes, and whatever else needed to be done. She graduated from high school in 1940 and because college wasn't an option, she took all of the business-related classes she could during high school.



Evelyn Brandt, August 25, 1923.



Glen Brandt, March 19, 1926.

Evelyn and Gordon Thomas  
at the University of Illinois  
Plow Boy Prom, 1950.



Glen and Evelyn as young children.

### **Albert and Margaret Brandt**

Both Albert and Margaret Brandt were instrumental in the success of BRANDT. Certainly in their role as parents to Glen and Evelyn, but also in other ways, big and small.

Evelyn recalls, "Mom played a big part in the company. She took all the phone calls in the Pleasant Plains house that we used as an office and if she got an order, she'd hang a red handkerchief out there to let us know." Margaret had a large garden and was often found making soups and pies for the BRANDT team in the early days.

Albert financed the business for his children and would sit outside on the front porch and act "as a greeter for salesmen." And as his repayment for his initial investment, Albert asked that both Glen and Evelyn would give their mother a monthly stipend for the rest of her life. And true to their word, they did. Albert passed away in 1964, when Margaret was only 67 and she lived until the age of 93, well cared for in every aspect by her children.

"Our parents were an important part of the BRANDT story. Unfortunately, Dad just saw a little bit of our success," said Evelyn.

### **Evelyn Brandt Thomas**

After graduating from Springfield High School and taking accounting classes at a junior college, Evelyn received her degree from the Illinois Business College in Springfield and began working for the advertising department of the then-Illinois State Journal, handling correspondence, processing incoming ad mats, measuring ad pages, and conducting general office work. Following this position, she put in stints as secretary for the Federated Funeral Directors of America, the State of Illinois, and then the Illinois Terminal Railroad. She met Gordon Thomas of Mt. Sterling, Illinois, at a Rural Youth Banquet in 1948 and they were married two years later.



The Brandt family with Margaret's sister Anna, an important influence in Evelyn's life.

As the assistant treasurer in high school, Evelyn said, "I remember walking from Springfield High School to the Marine Bank downtown to deposit the football money on Mondays after the games."

Glen briefly attended Springfield Junior College before enlisting in the U.S. Merchant Marines in 1944. He returned home after three years of service to help his father farm but was drafted into the Army in 1950 to serve in Korea.

After completing two years of infantry service in October 1952, Glen again returned to Illinois and resumed farming with his father. His initial

involvement with the fertilizer industry came about almost by chance.

"We needed outside activity to subsidize our farming operations," he recalled. "I was already involved in custom hay baling when a man named Claude Ware, from WareCo in Jacksonville, approached me and asked if I could custom-apply anhydrous ammonia."

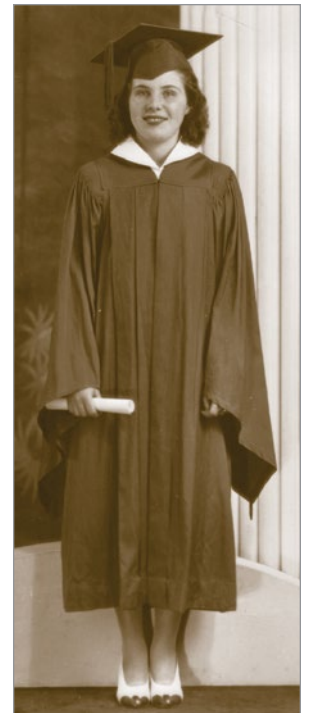
Claude paid them \$20 a ton for application. The anhydrous ammonia was stored at Prentice, and George Suddeth, who ran the grocery store and was also the Postmaster, filled the tanks.



A Brandt family portrait from 1944: (standing) Shirley, Glen, and Evelyn; (sitting) Margaret and Albert.



Evelyn and Gordon celebrated their fiftieth wedding anniversary in 2000.



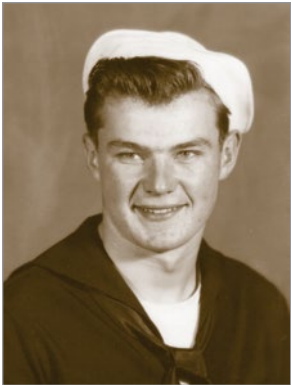
Evelyn's graduation from Springfield High School, 1940.



Glen and Rolland Boesdorfer at their high school graduation, 1944.



Glen became fireman oiler in the Merchant Marines.



Glen joined the Merchant Marines in 1944 (boot camp).  
Glen was in a heavy motor company in the Army, 1950.

### The Brandt family has a history of distinguished military service stretching back to World War I.

#### Albert Brandt

Private Albert C. Brandt served in World War I, Battery C, 6 Battalion from August 1, 1918 to March 20, 1919. He was stationed at Camp Taylor, Kentucky, and was sent to Camp Merritt, New Jersey, for embarkation. Albert served at Camp Brest, Camp Hunt, and Camp de Souge, all in France. He retired from farming in 1957. In September 1962, Albert was injured in a car-train accident in Ashland, which ultimately was the cause of his death in August 1964 at the age of 74.

#### Glen Brandt

In late 1944, Glen Brandt enlisted in the U.S. Merchant Marines and received basic training at Sheep's Head Bay in Brooklyn, New York. In the spring of 1945, he was assigned to a T-2 turbo-electric fuel tanker and shipped to the South Pacific, New Guinea, Philippines, Singapore, and Okinawa. After the war ended, he served on another T-2 tanker, the SS Santa Maria, also in the South Pacific and Far East. Later, Glen was assigned to the SS Marine Arrow, a C-4 cargo ship sailing around the world. The ship departed from New York and passed through the Panama Canal; Manila; Shanghai; Singapore; Bombay, India; Port Said, Egypt; and Marseille, France, before returning to New York. Glen then returned to Illinois and joined his father, Albert Brandt, in farming and custom hay baling. He was drafted into the Army in 1950 and served in Korea with the 27th Regiment (Wolfhounds) of the 25th Division in a heavy motor company. He was honorably discharged in the fall of 1952 and continued farming with his father.



Why fertilizer? When asked, Skip Knepler (left) laughed, "We had to do something. That's about what it amounted to." Knepler worked for BRANDT for its first five years before stepping aside to continue his own farming operation. Jim Stribling, a family friend of the Brandts, is on the right.

### Gordon Thomas

Evelyn Brandt Thomas' husband, Gordon R. Thomas, was inducted into the Army in 1944. He attended basic training at Camp Wolters in Mineral Wells, Texas, before being assigned to the 11th Armored Infantry Division and sent overseas. Gordon was wounded in the Battle of the Bulge at Bastogne, Belgium in 1945. After being discharged from the hospital in Nancy, France, he was transferred to the 9th Air Corps in Darmstadt, Germany. He was discharged from the service in 1946, with the rank of staff sergeant. Gordon received several medals for his service, including a Purple Heart, Good Conduct, and Expert Rifleman. He graduated from Brown County High School, Mt. Sterling; and the University of Illinois, College of Agriculture, in Champaign; and retired as a Civil Engineer from the State of Illinois Department of Transportation. He passed away in 2003.

### Lee Hagen

Lee A. Hagen, husband of Shirley Brandt Hagen, graduated from Pleasant Plains High School, where he was a stand-out basketball player. In the fall of 1954, he enlisted in the United States Navy and was sent to the naval training center at Great Lakes, Illinois. After basic training, he was shipped to San Diego and assigned to the destroyer USS Duncan DDR 874 with the rank of fireman. Lee remained on this ship for the duration of his duty, from 1955 to 1957. In 1956, his division of four ships left its homeport of San Diego on a mission bound for Pearl Harbor and the Orient. Along the way they docked at Hawaii, Midway, the Philippines, Japan, Formosa, Guam, Kwajalein, Hong Kong, and Brisbane, Australia. Lee returned to San Diego in early spring 1957 and was honorably discharged with the rank of boiler technician second class. Lee married Shirley Brandt in 1956 and they had two children, Jeff and Stacy, and two grandsons, Jacob and Zachary. Lee worked at Hagen Plumbing and Heating for 42 years - retiring in 1999 - and he was a 25-year member of the Virginia Volunteer Fire Department. He passed away in 2004.

### 1953 Key Stats

Dow	293.79
Corn	\$1.32
Oats	\$0.68
Wheat	\$1.75
Soybeans	\$2.60
Gas	\$0.29
Postage	\$0.03

# Anhydrous Ammonia

## 82% NITROGEN

Anhydrous ammonia is the lowest priced and best form of Nitrogen obtainable. Every job weighed to give accurate measure. For those extra bushels of wheat next year apply anhydrous ammonia this fall.

**For best results on corn, deep application is important**

**TANKS AND APPLICATORS FOR SALE OR RENT**

Experienced Application Service

## Brandt & Gardner Fertilizer Co.

Pleasant Plains phone 4013

### JAMES O. HARRIS

ALEXANDER, ILLINOIS

BRANDT and Gardner continued custom applying anhydrous ammonia in 1954 and 1955.

Brandt & Gardner  
Pleasant Plains, Ill.

Customer's Name: Harry Hartman  
Date: 22 May 1954  
Address: Pleasant Plains, Ill.

Item	Unit	Price	Quantity	Total
200 lbs. anhydrous ammonia	ea	27	23 1/2	631 50
5 am. applied	e	3 22	15 00	487 50
Weight included 75%				38 40

Received by: J. O. Harris

No. 07095

BRANDT and Gardner ammonia invoice from May 1954.

Anhydrous ammonia, an inorganic fertilizer that is 82% nitrogen, was "knifed" into the ground under pressure as a compressed gas using a number of sharp knives pulled behind a tractor. Hunting for work and intrigued by the innovative procedure, Glen borrowed a tractor from his father, recruited his friend Bob Gardner to help share the labor, and set out to bring chemical fertilizer to Central Illinois.

### Bringing Fertilizer to Central Illinois

In 1954, BRANDT functioned as an agent in Central Illinois for Mid South Chemical Company, a large chemical-supply business operating out of Memphis, Tennessee. J.O. Harris was the branch manager for Mid South Chemical.

"You didn't have to put any money up front," explained Evelyn, who joined forces with her brother early on to manage the business' finances. "They would furnish the ammonia for us, and every Friday we had to fill out a report so they could do the billing. We got paid a commission for each ton we sold. Ammonia is what really got us started."

The Brandts stored the anhydrous ammonia in a 30,000-gallon storage tank at a facility located west of New Berlin, Illinois, at the Island Grove U & L Grain Elevator on property leased from Walter Roesch. Earl Meier, the manager at U & L Grain, weighed the ammonia wagons. Eventually, the Brandts bought 11 acres from the Walter Roesch estate and in 1955, they purchased the tank from Mid South Chemical.

Glen employed Skip Knepler, a childhood friend, to help with the application jobs, and the two found themselves in demand spreading fertilizer during the farmers' busy season. Knepler described their technique and equipment as "very primitive" compared with modern methods.

"We had an attachment on the back of the tractor with knife blades that rotated around. There were two, three, or four knives on this small tractor versus today's equipment that may have 24," Knepler said. Supplied with enthusiasm and plenty of tenacity, however, the two men always managed to complete each job, learning and adapting as they went along. From the beginning, service was the cornerstone of BRANDT's business enterprise.





The first office was at the BRANDT and Gardner Gas Station in 1954, located at the site of the Old Morris Midway Station at the junction of Farmingdale Road and Route 125. Evelyn's office was a six-by-ten-foot room in the back of the station where she crunched numbers using only a hand-cranked adding machine.

### Liquid Fertilizer

Fluid fertilizers have a long history, but they could not compete with dry fertilizers until 1964 with the introduction of the TVA pipe (tee) reactor process. This made it possible to produce ammonium poly phosphates 10-34-0 and 11-37-0 by chemically combining anhydrous ammonia and superphosphoric acid. Through formulation with like and unlike materials, these base products provided a wide range of solutions and suspended mixed grades that rapidly gained market acceptance.

Skip Knepler worked alongside Glen until 1959 when he stepped aside to continue managing his own farming operation.

In 1954, Glen and Evelyn opened a facility at the newly formed BRANDT and Gardner Gas Station, a joint venture with local businessman Bob Gardner. The facility was located at the Old Morris Midway Station at the junction of Farmingdale Road and

Route 125. In addition to the automobile business that Gardner operated at this location, BRANDT and Gardner was set up as a liquid fertilizer plant.

"Liquid fertilizer was very new at that time," said Glen. "Some innovative people had learned how to utilize the excess production of phosphoric acid that is used in the production of beverages such as Pepsi and Coca-Cola. There was an excess supply of phosphoric acid, and they were selling it into the ag market. When neutralized with ammonia, it made an excellent fertilizer. We happened to be opportunists who picked up on that moment," he said, explaining that the new liquid fertilizers had several key advantages over dry.

"The fertilizer market was expanding in 1954," explained Glen. "And people were handling bags of dry fertilizer, but the quality was really poor. We came along with a nice liquid that they could use through the attachments on their planters. It was much more efficient, much more effective, and much more available. A pound of liquid was roughly

In 1954, the company used only one truck for hauling and spreading liquid fertilizer, a 1949 REO with 33-foot booms operated manually. Today the booms on company trucks are 80 to 120 feet long and operated hydraulically. In the early days, BRANDT applied fertilizer with speed and pressure; today, GPS signals guide computer-driven controls. Oliver Brandt, Glen and Evelyn's uncle, painted the original truck in 1955 for \$42.50. Shown on this page are the original truck (top photo) and a restored truck (below).



Elmer Walter, the first customer of Brandt's Fertilizer Service, remained a loyal patron of the company throughout his many years of farming until his death. His son Elliott, grandson Steve, and great-grandsons Jake and Jerrod continued the tradition as BRANDT customers.





Rolland Boesdorfer and Evelyn. Rolland was a close family friend to the Brandt family and managed the plant at Pleasant Plains for its first ten years.

equivalent to two to three pounds of dry because of its solubility," he said. "This caught on really fast. The main reason was that it was labor-saving, very labor-saving."

BRANDT became an Aylco Chemical Company dealer in 1954, earning "top honors" that year for selling 137 tons of liquid fertilizer.

Area farmers soon became more aware of fertilizer usage and closely observed the fertilized fields. After the first year, the business grew "from demand more than anything," said Evelyn. Farmers were willing to try something new to increase their yields. "When one farmer used our fertilizer and got good-looking crops and larger yields, the next year another neighbor farmer would want to try it. It was a 'show me' type attitude."

Chemical fertilizers were not a "hard sell" once farmers had the chance to see for themselves how the products could help, agreed Glen. He remembered his very first customer, Elmer Walter, a New Berlin farmer who decided to take a chance on the new products being hawked by the young man. Glen applied 20 gallons per acre of a 3-10-10 liquid



fertilizer to Walter's cornfield while the farmer stood by with crossed arms, watching. Pleased with the results of his next harvest, Walter decided to try BRANDT again the next year, and every year after that for the remainder of his farming career.

"He was trying to do better and make the most of what he had to work with at the time," Walter's son Elliott said of his father years later. "What difference did it make? I can't remember what the difference with the fertilizer was that first year when he used it, but I do remember the next year, 1954. It was an extremely hot and dry year and we used anhydrous ammonia. Some of our corn made 50 bushels to the acre, and a lot of people didn't get anything. Their corn just burnt completely up. I think the anhydrous helped our crop survive."

Brandt farm residence rural Pleasant Plains office, 1955-1958.



The chicken house, which was a gift from Albert Brandt, had been located on the Brandt family farm and was moved to the Pleasant Plains plant where it became the first location for BRANDT headquarters.



**CLOSING OUT SALE**

On the Albert Cordes farm located 6 miles east of Pleasant Plains and 9 miles west of Springfield, Illinois, on

**WEDNESDAY, JANUARY 8, 1957**

Commencing at 10:30 a.m., the following personal property to-wit:

**HOGS**

73 head of extra nice Hampshire Stock Hogs, weight around 100 pounds, double tressed

**TRACTORS, MACHINERY, TOOLS, ETC.**

<p>1956 John Deere '70' LPTO with power steering, Rollomatic</p> <p>1953 Super M, good</p> <p>1948 IHC 'H' IHC 2-Row Cultivator</p> <p>1952 Ferguson 30 with Freeman Front End Loader</p> <p>1950 Minneapolis 'Z' and 4-Row Cultivator</p> <p>1 IHC 3-foot Heavy Duty Tandem</p> <p>1 Ferguson 3-Row Rotary Hoe</p> <p>10-foot Cultimulcher</p> <p>Kewanee 4-Section Harrow</p> <p>2 John Deere Steel Flared Bed Wagons on Rubber</p> <p>1 Flared Bed Wagon, 16 foot long</p> <p>1 1950 Massey Harris 7 foot Combine; 1 Post Hole Digger</p> <p>5 14-foot Feed Bunks</p> <p>2 Self Feeders, 10 and 12 hole</p> <p>3 Watering Tanks      50 Steel Posts</p> <p>12 Hog Panel Gates</p> <p>1 10x12 Kozy Brooder House</p>	<p>1955 John Deere Wheel Type Tandem</p> <p>1957 No. 227 John Deere Corn Picker</p> <p>1955 John Deere Wheat Drill No. 716</p> <p>1957 John Deere 4-Row Corn Planter with Liquid Fertilizer Attachment</p> <p>1 Ferguson 3-14 Mounted Plow</p> <p>1 IHC 2-16 Plow on Rubber</p> <p>1 IHC 2-16 Plow on Steel</p> <p>1 IHC 7-foot Power Mower on Rubber; used 1 season</p> <p>1 Case Side Delivery Rake</p> <p>1 Kewanee 42-ft. Corn Dump and Hoist</p> <p>1 Wagon with 500-Gallon Water Tank on Rubber</p> <p>1 Oliver No. 8 Automatic Wire Baler, with Self Starter</p> <p>1 3-Point Hitch Brood Sprayer, Jet</p> <p>1 Hog House 7x14, Two Pen</p> <p>1 Hog House 7x20, Three Pen</p> <p>160 Rods of Barbed Wire</p> <p>2 Electric Fence Chargers</p> <p>1 Lot of Shop Tools and Miscellaneous</p>
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**HAY and STRAW**

700 Bales of Clover and Alfalfa Hay; Several Bales of Oat and Wheat Straw

Terms of Sale—Cash      Lunch Served By Ladies Of Farmingdale Lutheran Church

**A. C. and GLEN BRANDT, Owners**

ROLLAND BOESDORFER will sell at this sale IHC 'H' Tractor 1950; 3-16 Case Plow; 6 Ft. Allis-Chalmers Combine; Oliver 2-Row Corn Picker; 24 Ft. Spike Tooth Harrow, good as new; 8 Ft. Brillion Pulvimulcher, good as new; 4 Row IHC Corn Planter; 4 Row Rotary Hoe; 1 Good Flared Bed Wagon.

CHAS. F. AGGERTT, Cashier      R. L. NEWELL, Clerk

**CHAS. A. FORMAN, Auctioneer**

Not Responsible For Accidents Should Any Occur

When Albert Brandt retired from farming in January 1957, he and Glen held a sale of all farm equipment.

"The challenge was not winning customers," Glen said, "But rather maintaining a sufficient supply as demand grew. The availability was really tough in the early years." Despite this complication, the business continued to grow.

### The Formation of BRANDT's Fertilizer Service

In the fall of 1955, the Brandts traded their interest in the gas station to Bob Gardner for his interest in the fertilizer business, dissolving BRANDT and Gardner and moving the liquid fertilizer tanks to the Richland elevator site about five miles east of Pleasant Plains. One of the fertilizer tanks was actually a railroad car with a double-domed compartment tank; this tank was moved to the Richmond elevator, and later, to Pleasant Plains, serving as a testament to the Brandt's philosophy to wisely use every available resource. Glen and Evelyn officially formed BRANDT's Fertilizer Service to continue the custom-application business and moved the office to their parents' farmhouse east of Pleasant Plains.

Evelyn's husband, Gordon Thomas, was a graduate of the University of Illinois College of Agriculture and worked as a civil engineer for the Illinois Division of Highways. Gordon also performed soil testing for BRANDT's customers at the Thomas home, and made the required agriculture soil conservation soil-test recommendations. Evelyn continued to do the company's bookkeeping, working two nights a week at the Brandt farm residence while Gordon taught a Korean Veterans agriculture class at the local high school that Glen attended.

Throughout the early years of BRANDT's Fertilizer Service, Glen continued farming. Between the custom-application jobs and his farm duties, he had more work than he could handle. To ameliorate his breakneck schedule, he hired Rolland Boesdorfer, a high-school friend and Pleasant Plains neighbor, as a custom applicator in 1955. Boesdorfer, also a farmer, owned a flatbed truck and purchased a 1000-gallon tank and spreader tank to assist Glen. He also used his own tractor to help apply anhydrous ammonia and liquid fertilizer. By 1956, Glen had convinced his friend to give up farming and go into partnership with Evelyn and him full-time.



L. E. Stribling, Hazel Mann, Glen Brandt, Betty and Leonard Thompson, and John "Mutt" Mann. The Manns ran a service station in Pleasant Plains and would take orders over the phone during planting and harvest. They would hang the orders on a nail in the chicken house.

**B**oesdorfer became the general manager of a new cold-mix plant that BRANDT's Fertilizer Service built in Pleasant Plains in 1957. Unlike a hot-mix plant, in which nitrogen and phosphate are combined to produce a chemical reaction that gives off heat, a cold-mix facility involves the blending of an already reacted substance with potash, thus creating the final fertilizer product. The fertilizer plant operation was run from yet another new location: a chicken house gifted by Albert Brandt and moved from the Brandt farm to Pleasant Plains. The family patriarch, an early silent partner in the fertilizer business, sold his interest in it to his two older children when he retired from farming. While not an ideal place for conducting business, the chicken house nevertheless sufficed.

Since the BRANDT team's schedule paralleled the grueling hours that farmers worked during planting and harvesting seasons, Glen, Rolland, and Evelyn developed an unorthodox method for keeping up with their orders. "Personal friends, Mutt and Hazel Mann, ran a service station in town and let us use their telephone," said Glen. "Actually, they were our order takers because we were busy producing or spreading fertilizer. They would hang the orders on a nail in the chicken house, and after finishing



BRANDT's first plant in Pleasant Plains, 1957.



In 1964, BRANDT doubled the size of its accounting office in Pleasant Plains and added a state-approved soil-testing laboratory. Berneice Boesdorfer and Berneice Mileur were the laboratory technicians. Gordon Thomas supervised the lab, which was Class A approved and operated until 1982.



*In Memory*  
**Paul Theilen**



*Before BRANDT's Fertilizer was organized, Paul Theilen worked for A.C. Brandt and Son Farm, Albert and Glen Brandt's*

*farm operation. In 1965, he became an employee of BRANDT'S Fertilizer. He was a custom applicator as well as the operations manager at the Pleasant Plains plant until his death in August 1995. Paul was an active volunteer in charitable community events and was a goodwill ambassador for BRANDT. He was a U.S. Army veteran who served from 1963 to 1965.*

a job, we'd come by and pick up the next order." Sometimes things got so hectic that Glen lost a ticket on some chemicals. Al Barnett, another early customer, counted the empty containers and reminded Glen. Boesdorfer's wife Berneice also helped out taking orders. "Our house was down the street, and my wife would hang up a red handkerchief on the telephone pole if there were some orders that she took on the telephone. So I'd stop and see what the order was, go back and mix it, and then go out and spread it," he remembered.

Business was often stressful, admitted Boesdorfer, who managed the plant at Pleasant Plains for its first ten years. "We worked like heck. We'd work all day until ten o'clock at night. After that we would decide what was going on for the next day. One day at a time. Whatever came up that had to be done, we just did it. That's all."

BRANDT's Fertilizer Service produced 139 tons of fertilizer in 1957. The following June, the company's balance sheet showed total assets of \$44,553, liabilities of \$23,679, and total proprietorship of \$20,874. In June 1959, the balance sheet showed total assets of \$79,291, liabilities of \$52,021, and total proprietorship of \$27,269.



The Brandt residence was the third office in Pleasant Plains from 1958-1962.



BRANDT Pleasant Plains, 1962 - 1964.

Bill Wallner worked with BRANDT in many important roles throughout the years, beginning in 1959. He served BRANDT and its customers as a consultant and board member until he retired in 2017, 58 years later.

Mutt Mann warned his friends, "When we got too big for the chicken house, the business would start going downhill," Glen recalled. "But we built a small office building just the same." When Albert and Margaret moved off the farm, they built a home in Pleasant Plains - and their basement served as the fertilizer office. The company's growth soon necessitated a new centralized accounting office. In 1962, BRANDT built a 24'-by-24' foot building at the site of the old B&O Railroad depot in Pleasant Plains.

BRANDT had already been in business for ten years when they built the office in Pleasant Plains in 1962. "When we were finally in a real office, this became real. I never will forget it," said Evelyn, who was 40 years old when they opened their first free-standing office building.

Evelyn admits that while it has all been worth it, it wasn't always easy. "About ten years in, I was close to a nervous breakdown. We are so busy and there were so many challenges. There was about a ten-year period when it was pretty tough to keep up and I didn't know what would happen. Since we lived off the land, we just had to keep going. Those early days were pretty interesting."

### *In Memory*

#### *Rolland Boesdorfer*

*Rolland Boesdorfer graduated from Pleasant Plains High School and served in World War II as a Merchant Marine. He farmed after the war and also became a custom applicator for BRANDT'S Fertilizer Service in 1955. A year later, he went into partnership with Glen and Evelyn and managed the BRANDT plant in Pleasant Plains. He also founded Boesdorfer Trucking, Inc. and served on the Central Illinois Advisory Board for Mid-West Truckers Association for many years. In addition, he was a volunteer firefighter with the Pleasant Plains Fire Department and mayor of Pleasant Plains from 1971 to 1981. In 2006, he was inducted into the Pleasant Plains High School Wall of Fame. He passed away October 20, 2009.*



Glen Brandt and Dick Boynton, a customer in the 1950's.

In 1964, the size of the office building was doubled. Evelyn says of the office expansion, "Bill Wallner was there, and I told him, 'I cannot take it; we have to add on.' We didn't ask a soul and the next day, Bill ordered the lumber and we just expanded the office."

BRANDT's Fertilizer Service filed articles of incorporation in June of 1959. The first meeting of the shareholders was held at the company office in Pleasant Plains in September. The shareholders - Glen (225 shares), Rolland (70 shares), Evelyn (70 shares), and Gordon (5 shares) - were all present to elect Glen president, Rolland vice president, and Evelyn secretary-treasurer. Glen, Evelyn, and Gordon also were elected as the corporation's directors.

That same year, Rolland Boesdorfer started his own trucking company. Boesdorfer Trucking was based in Pleasant Plains and, until it was sold in 2017, was BRANDT's closest neighbor in that town. The trucking company and fertilizer operation "seemed to work hand-in-hand," Boesdorfer said. And indeed, his business complemented the growth of BRANDT. In 1990, Boesdorfer left the fertilizer

business after 34 years to devote his full attention to the trucking company. It was managed by his son, Dennis Boesdorfer, until the sale to Whalen Trucking.

### **A Season of Growth and Building**

In 1957, BRANDT installed a self-service liquid facility in New Berlin at Farmers Elevator, allowing customers more convenient and efficient access to products. In 1958, Henry Sommer led the construction of a dry fertilizer storage building in Richland. In 1959, a second self-service liquid and dry storage facility was constructed on Route 125 in Ashland on property owned by Mutt and Hazel Mann. These were the last facilities that BRANDT would construct for decades to come without the input and assistance of equipment and design guru Bill Wallner.

In 1959, BRANDT was a Morea liquid feed dealer for Illinois Liquid Feed Company in Princeton. Jack Von Mettenheim was President of that Company.

Wallner, a Pleasant Plains native, worked for an implement dealer maintaining trucks and tractors for several years before serving two years in the armed forces. When he returned to Illinois in 1958, he worked as a carpenter and did custom hay





Harold Roberts in the BRANDT'S Fertilizer Service office.



In 1960, Mildred Smith became the company's first salaried employee doing general office duties. Previously, all employees and working owners were paid on a per-ton or per-acre basis or on a percentage of the profits - if and when there was a profit. Mildred worked for BRANDT until retiring in 1978. She passed away in 2011.

baling. Glen, who knew Wallner from attending the same Lutheran church over the years, approached him in the fall of 1959 to gauge his interest in purchasing and operating dry-fertilizer trucks.

"I decided I would try it," said Wallner, who purchased three trucks on October 20 of that year. Wallner was put in charge of the distribution of agricultural limestone - used to sweeten acidic

soil - and dry fertilizers, operating from facilities in downtown Ashland and Richland.

The following spring, he purchased a tractor and began spreading anhydrous ammonia for the company, pulling it out of Island Grove, the only place ammonia was stored at that time. Wallner started with three employees and grew to five in 1961.

### *In Memory*

#### *Harold Roberts*



*Harold Roberts began working in 1961 as a custom applicator for Bill Wallner, who was contracted by BRANDT to apply agricultural limestone and dry fertilizer. He was named manager of the new Ashland plant in 1965, and in 1989 he became the retail division general manager, where he served BRANDT until his death in June 1995. Roberts served in the U.S. Army from 1958 to 1961. He was one of Wallner's first employees, and one of his best. "Harold had such a good relationship with his suppliers and customers," recalled Wallner during a conversation in 2002. "The customers and the plant managers get really close. But no matter how*

*loyal your customers were, every once in a while, one of them would come in teed off about something. Harold had a way of managing to send him home happy. Maybe the truck hadn't arrived to spread a customer's fields yet. Harold was liable to tell him, 'I went by that field last night. You need to go out and cultivate, and before you get that done, that field will be spread.' The customer would say, 'I should have thought of that.' "*

Glen Brandt married Peggy Eileen Carter in 1960. They have two children, Terri Gustafson and Rick Brandt.



Glen and Peggy in 1996.

*In Memory*  
**Bob Creel**



*Robert "Bob" Creel began working in 1961 as a custom applicator for Bill Wallner who was contracted by BRANDT's*

*Fertilizer Service to apply agricultural limestone and dry fertilizers. In 1966, Bob became an employee of BRANDT in the same capacity. In addition to his other duties, he was later named Manager of the Richland Anhydrous Ammonia site. He was a dedicated employee until his retirement in 1999. Bob passed away in 2002.*

Wallner's talent and determination for design and construction once led Glen to comment that Wallner would duplicate a battleship if he felt it had a place in the business. In 1965, he became the company's operations manager, a position he held until assuming the presidency of Great Northern Equipment Company in 1974. He served BRANDT and its customers as a consultant and board member until he retired in 2017.

Wallner's major role through the early 1970s revolved around expanding and renovating the company's physical facilities. In 1959, BRANDT built its first warehouse in Pleasant Plains, and in 1961, they built an ammonia plant at Richland with two 8,000-gallon storage tanks. In 1962, BRANDT built its original office in Pleasant Plains that is still standing today.

"Back in those days if you moved 100 to 150 tons a year, you were considered top-class," Wallner recalled. Under Wallner's management, the plant's sales of ammonia increased from 150 tons in 1961 to 2,300 tons in 1964.



Evelyn and Fred Rice, who joined BRANDT's bookkeeping staff in 1969.



BRANDT New Berlin plant, 1962.

Also in 1961, the company constructed a new cold-mix facility in New Berlin on Route 36 at the site of the old town jail. Glen tapped Frank Sommer to manage its operation. Sommer had been raised on a farm near the Brandts and competed on a bowling team with Glen. Both men attended the same Korean Veterans agricultural class at Pleasant Plains High School, taught by Gordon Thomas and paid for by the G. I. Bill. Sommer quit farming in 1958 to enter the farm-equipment business in the New Berlin area.

**A**fter three years, he went out of business. Glen attended Frank's equipment auction and proposed a mutually beneficial arrangement. "He was operating out of Pleasant Plains and wanted to establish some business in and around New Berlin," said Sommer. "I could provide several accounts, because I knew many of the farmers in the area - they were my customers while I was in the equipment business."

Frank Sommer managed the New Berlin plant until a new and larger plant was needed; he relocated to the Island Grove location and retired in 1991 after 30 years of dedicated service to BRANDT.

Complications with its lime stockpile in downtown Ashland led BRANDT to erect a new plant in Ashland in 1965. "The neighbors were complaining about the dust from the limestone," remembered Evelyn. "We needed to move out of town and decided to build a new plant." The lime and dry-fertilizer storage facility was moved to the northeastern edge of town on land purchased from Jack Mahoney. The new BRANDT fertilizer plant was managed by Harold Roberts.

Wallner's crew literally built each facility from the ground up - including the Ashland plant. "When I hired men for the job, they'd say, 'I've worked for fertilizer plants before, but we didn't do everything,'" he laughed. "And we did it all. We plumbed them, we built them, we poured concrete - whatever it took." All of the actual plants constructed under Wallner's direction still exist, he said. "They have been expanded and expanded and expanded."

*The first decade of BRANDT tells the story of a company built on a foundation of innovation, hard-work, integrity, and an unwavering commitment to helping their customers succeed - the same values the company maintains today, nearly more than seven decades later.*



BRANDT Ashland plant



Glen Brandt in 1967

# The Creation of BRANDT Chemical

1963 - 1970

**B**uoyed by the company's success in the retail fertilizer business, Glen and Evelyn expanded into the wholesale-fertilizer arena, assuring themselves of a dependable source of supply. In 1963, they partnered with Virgil Harbach, a former associate of Marco Chemical in Clinton, Illinois, to create a dealer organization. The product of this partnership, HarBrand Chemical, was a wholesale fertilizer manufacturing plant that operated in conjunction with BRANDT's Fertilizer



Service's retail plant in New Berlin. The plant, which became operational on March 15, 1964, initially produced 25 to 30 tons of fertilizer per hour and boasted a storage capacity of 1,500 tons. Joe Poirez was the salesman and John Fodor was the accountant for HarBrand. In the early years, BRANDT's Fertilizer and its affiliates purchased



On October 1, 1965, a group of BRANDT employees and associates - Charles Chimento (pictured), Glen Brandt, Evelyn Brandt Thomas, Frank Sommer, Mildred Smith, and Rolland Boesdorfer - purchased Parrish Fertilizer in Auburn, Illinois. The business, renamed Auburn Fertilizer and Chemical, was headed by president and general manager Charles Chimento. In 1989, Auburn Fertilizer and Chemical merged with BRANDT's Fertilizer.



Frank Sommer at the HarBrand facility in New Berlin, 1963.

BRANDT celebrated its 10th anniversary in 1963. Pictured, from left to right: Rolland Boesdorfer, Glen Brandt, Sangamon County Fair president Bob Pfeffer (also President of Warren Boynton State Bank), Frank Sommer, Evelyn Brandt Thomas, Gordon Thomas, Sangamon County Fair Queen Ruthann Bomke Stevens (Glen and Evelyn's first cousin), and Bill Wallner.



two-thirds of HarBrand's output; the rest was sold to other local dealers.

On September 14, 1964, at the Annual Meeting of the Board of Directors of BRANDT'S Fertilizer Service, the following officers were elected: Glen Brandt as President; Rolland Boesdorfer as Vice President; Evelyn Brandt Thomas as Secretary-Treasurer.

In 1967, Glen and Evelyn dissolved their interest in HarBrand to finance a new operation: BRANDT Chemical Company. Frank Sommer was elected president of the new company; Glen served as vice president, and Evelyn as secretary/treasurer. Glen and Evelyn were the majority owners along with Jack Herrin, Rolland Boesdorfer, Frank Sommer, and Bill Wallner. BRANDT Chemical purchased HarBrand's manufacturing facilities - a hot-mix plant in New Berlin - and operated primarily in the southern part of the state; HarBrand continued doing business in the north. As with HarBrand, one of BRANDT Chemical's biggest customers was its parent, BRANDT's Fertilizer.

### The Beginning of ClawEl

In its first year of business, BRANDT Chemical began manufacturing and selling a line of chelated micronutrients under the ClawEl trademark.



The ClawEl name was the brainchild of Jerry Stoller, a former Kaiser Agricultural Chemical employee hired in October 1967 to manage BRANDT Chemical's growing NPK wholesale business, plus suspension and clear liquid fertilizer manufacturing. Not long after coming to Pleasant Plains, Jerry persuaded Glen and Jack Herrin to begin manufacturing liquid micronutrients. BRANDT Chemical's micronutrients were composed of chelated elements. Chelates are compounds that prevent a metal from interacting with the fertilizer or the soil to reserve its nutrients for the plant. The name is derived from the Greek chele, meaning "claw."

Stoller developed a full line of ClawEl micronutrients, including a spray grade for foliar and bulk-blend applications. By aggressively pursuing a place in the relatively young micronutrient market, BRANDT





Jack Herrin



Left to right: Glen Brandt, Jim Rogers, and Bob Freske in the early 1970s. Jim and Bob were employees of Mobil Chemical and were instrumental in the supply of fertilizer ingredients. Jim later became a BRANDT employee for several years.

jumped into manufacturing and national distribution, competing with giants at the time including Dow Chemical, Ciba-Giegy and Hampshire Chemical.

Production of the micronutrients began in Pleasant Plains' old Irwin Hergenrother garage, purchased by BRANDT in 1956. One end of the building was remodeled for the ClawEI line and served as a manufacturing space until a new facility was built in 1975.

**S**toller served as the company's manager until September 1970 and was eventually named president of BRANDT Chemical when Frank Sommer resigned to spend more time building the BRANDT retail fertilizer business. In 1970, when Stoller left the role, Joan Schatz was named Manager of the ClawEI Division until December 1986. The ClawEI product line was initially marketed across the United States by a sales team of three: Bill Giffen, Southwest region; Lewis Williams, Southeast region; and John Helpenstine, Midwest region.

Jack Herrin became the company's national sales manager in 1967. Herrin had owned a retail dealership since 1954, just one year after BRANDT's Fertilizer Service was established.

Herrin Fertilizer was headquartered in Buffalo, Illinois, with three outlets in eastern Sangamon County. It was flying - and a Cessna 182 - that brought Herrin onto the BRANDT team. Herrin and Glen Brandt met when they both took flying lessons in the mid-60s. Upon finishing the lessons,

*In Memory*

*Jack Herrin*

*Jack Herrin became involved with BRANDT Chemical in 1967, purchasing stock and working as the company's national sales manager. He had founded his own fertilizer company, Herrin Ltd., in 1954. He and Glen Brandt were both pilots, and they flew all over the nation, visiting BRANDT customers and distributors in the 1960s and 1970s. Jack was vice president of the National Fertilizer Solutions Association and served on many state and national committees in the industry. Jack passed away in December 2011.*



C. H. "Cokey" Godfrey on the right and Glen on the left.

Herrin bought the Cessna. Within six months he realized that owning the plane was "too big a load for one person to carry," he said. "I needed to find another guy like me to buy the other half - so I called Glen." An aviation enthusiast himself, Glen suggested that they form a company to purchase the plane, and Co-Pilots, Inc. was formed.

"We decided we needed to expand the business to justify the airplane," Herrin explained. "So we got into liquid micronutrients, which was the ClawEI line. Soon we needed a bigger and better airplane. We graduated through two Cessna 206s and then to a twin-engine Piper A3 too. There were times these were heavy items on our small budget."

With the rapid growth of the ClawEI line in the late 1960s, Brandt and Herrin set up distribution points around the country. They flew the Cessna to sales presentations and meetings with distributors throughout the Midwest, the South, the East Coast, and Florida. These trips, sometimes necessitated by dealer education programs and troubleshooting, helped both men forge strong relationships with their customers and suppliers.

Loyal relationships were key to BRANDT Chemical's survival and success in this era when the company was managing a rapidly growing and highly competitive fertilizer wholesale business, plus the ClawEI business.

Often the biggest hurdle was not convincing people to buy the product, but rather finding a way to procure the necessary raw materials. When Glen was still new to the wholesale business, he traveled east in search of furnace-grade phosphoric acid for liquid fertilizer. He called on the Virginia Carolina Chemical Company in Richmond, Virginia. C. H. "Cokey" Godfrey, who was vice president of Virginia Carolina's phosphate division at the time, recalled during a 2002 interview that there was a shortage of phosphoric acid due to higher prices for food-grade acid in the pharmaceutical industry.

"My division got only a small allotment," Godfrey recalled during his interview. "So Glen came to Richmond and said he was going to stay until he got some acid. Several days later, he ended up with the total allotment." Impressed with Glen's



Wayne Howard, the plant manager at Pleasant Plains in 1957, with Rolland Boesdorfer and Harry Wallner.

determination and tenacity, Godfrey had assigned the total 300 tons available to BRANDT Chemical, "hoping to make at least one customer happy," he said. "Glen tells everybody that saved his life."

BRANDT Chemical eventually hired a full-time pilot, freeing Glen and Jack from the time-consuming duties of flying. "We thought that two amateur pilots were almost as good as one professional, which is not true," laughed Herrin during his 2002 interview. Herrin continued to fly until 1980 when health complications forced him to retire after logging 3,000 hours of pilot time. Glen eventually had to stop flying after suffering a serious eye injury from a spray of aqua ammonia in March 1969. Later in that year, Glen sold his farm equipment to devote more time to other projects.

The early years of BRANDT brought tremendous challenges, Herrin said in 2002. "There was a lot of confusion and we made a lot of mistakes. It was confusing enough trying to teach about balancing fertilizers, but then there were about 19 different products on the market that all differed in makeup, price, and efficiency. We used to laugh

about our early products and say that Rolland was the only one of us making money, because he would haul them out and then often as not, have to haul them back in because there was some problem with them. But our word was always good, and we corrected our mistakes, and in the end, we outlasted most of the competition. We were retailers, as well as manufacturers and wholesalers, so we could relate to everyone's problems on all levels. We continued to develop better products and different programs. It was always a lot of fun."

Herrin left BRANDT Chemical in the late 1970s to again take charge of his own retail operation, after previously turning it over to his managers so he could work more closely with BRANDT Chemical.

New personnel rose up to take Herrin's place as BRANDT continued to grow. Harry Wallner, Bill Wallner's younger brother, joined the company as a spreader-truck driver and salesman in 1967. "He could tear up more machinery than I could repair, so we had to take him out of the vehicles and put him



Glen Brandt, Miss Illinois Deanna Marr Nergenh and Frank Sommer, 1977.



Fred Rice retired in 2008 after 38 years of service to BRANDT in a variety of roles. Rice was hired on the bookkeeping staff in 1969 and retired as CFO.

in the office,” laughed Bill during an interview in 2002. Harry went on to head BRANDT’s wholesale department and in 1970, when Stoller left the company, Harry was elected president. When Harry was only 17, he was hired as a station attendant at the Brandt & Gardner Gas Station, beginning a long career with BRANDT.

Also during this era, a new anhydrous ammonia location was built in Ashland on property purchased from John Mahoney. Harold Roberts was named Manager at Ashland. In August of 1966, Reiser Construction built the 98x40 foot bulk storage building, and a 50-ton Howe scale was installed. Just a few years later - in 1969 - the plant was upgraded. In 1968, the Waverly cold plant was purchased from Wilbur Brown and managed by Frank Miller.

### Expanding the Administrative Side of the Business

Through the late 1960s, Evelyn managed most of the administrative side of the business on her own, but as the company grew, she decided she needed some additional help. Fred Rice, a certified public accountant, joined the bookkeeping staff in 1969

when the company’s employees numbered about 20. He was hired as an accountant, although in a small company, he later said, job titles can mean very little. Rice was given increasing responsibility during his 38 years of service to BRANDT. He later became the company’s vice president and comptroller, and then, CFO, before retiring in that role in 2008. Rice was also a member of the Board of Directors.

During a 2002 interview, Rice said, “When I was originally hired, Evelyn was the manager in charge of everything. I just gradually came aboard. You do whatever is necessary to get the job done. We don’t pay a lot of attention to official titles here.”

During this time of great growth, BRANDT partnered with outside entities to help them effectively manage the growing business. In 1966, discussions began with Marine Bank in Springfield, Illinois, about helping BRANDT process invoices on the bank’s computers. A partnership was formed, and Marine Bank helped BRANDT until 1978 when BRANDT purchased its first computer for \$46,630. Additionally, Ernst & Ernst conducted BRANDT’s first audit on June 30, 1967.



BRANDT New Berlin plant.

### *In Memory*

#### *Harry Wallner*



*Harry Wallner served in the U.S. Army for three years in Italy and spent six years as the chief investigator for the Sangamon County Sheriff's office before joining the company in 1967. He was later named division manager of the wholesale division, and in 1970, he became president of BRANDT Chemical. Wallner was elected president of the National Fertilizer Solutions Association (NFSA) in 1982; he also served on more than a dozen NFSA committees and the Association's board of directors. He was active in the Illinois Fertilizer and Chemical Association as well as*

*The Fertilizer Institute. Bill Whitworth of the Potash Company of Saskatchewan, one of BRANDT's suppliers who worked with Wallner, said, "Harry was an excellent manager and leader. He was one of those guys everyone wanted to be around. He was at the center of everything." Wallner passed away in July 1989.*

A spirit of cooperation was important in the early days, and in his 2002 interview, Rice said he believes that same spirit still existed then - decades later. "It's a family business, and I really think that most of us look at all the employees pretty much as extensions of our families. We really want them to do well, and I think that hasn't changed. There is a little more work to do, but we have more people to do it, too."

Although BRANDT grew from 20 employees in 1969 to more than 300 at the time of his 2002 interview, Rice said it was still run very much as a small company in the early 2000s. "Each of our location managers manages their employees, and they average approximately ten or so people at each location, so it is actually made up of a whole bunch of ten-person companies. I think a lot of us like the smaller organization, the ability to get



The Precision Tank company in Virginia, Illinois, was formed in 1965.

In the early years, BRANDT stock was purchased by: Rolland Boesdorfer, Glen Brandt, Charles Chimento, Frank Sommer, Jerry Stoller, Evelyn Brandt Thomas, Gordon Thomas, Harry Wallner and Bill Wallner.

### Additional BRANDT Partnerships in the 1960s

- In 1960, Due Point, Inc., was incorporated between BRANDT's Fertilizer Service, Inc. and Marco Chemicals, Inc. It was dissolved in 1963.
- In 1961, Plains Mobile Milling Service was organized for grinding dry livestock feed on farm premises. Plains Mobile Mill was discontinued in 1968. The principals were Rolland Boesdorfer, Glen Brandt and Bill Wallner. It was incorporated in 1963 with Rolland, Glen and Rondell Reliford as stockholders. On December 28, 1964, stock was transferred from Rondell Reliford to Rolland Boesdorfer and Glen Brandt.
- In 1963, a partnership was formed between BRANDT's Fertilizer Service, Inc., and Prunty Fertilizer Service, Mt. Sterling, Illinois. The partnership was dissolved in 1974.
- Anamo Corporation, which handled anhydrous ammonia, was in existence from December 15, 1964, through 1968. BRANDT's Fertilizer Service was a stockholder. In 1968, Anamo stock was traded for Mapco stock. Anamo, Inc., previously OK Ammonia, was formed in 1960.
- Between 1964-1967, BRANDT handled an Allied product called Nitrana that was purchased from Aylco. Nitrana was 37% nitrogen and had to be knifed in.
- The Precision Tank company in Virginia, Illinois, was formed in 1965 to make fertilizer tanks and equipment. Glen Brandt was one of the stakeholders.
- In 1966, Poly P was incorporated. It operated three plants in Illinois, producing ammoniated super phosphoric acid.



Glen collected and restored a number of classic cars. Some of his favorites are shown above.

things done at a pretty rapid pace. In a lot of the corporate world today, there is such a hierarchy, so many layers of management, that you really don't see the fruits of your labor as rapidly as you can in a smaller company."

### **BRANDT Earning National Recognition**

During this time period, BRANDT was also making a name for itself outside of Central Illinois. In 1967, Glen was elected to a three-year term on the Board of Directors of the National Fertilizer Solutions Association; the following year, he served as Treasurer. Glen was also twice part of a group from the National Fertilizer Solutions Association that traveled to Europe to visit with and learn from other fertilizer dealers. In 1971, Glen was named President of the Association at their convention in Houston. Glen was featured in an article in the April 1970 issue of Farm Chemicals as "Independent on the Move."

*The 1960s marked a period of expansion into the wholesale fertilizer business, and the introduction of manufacturing and selling liquid micronutrients through the ClawEl line. While BRANDT continued to grow and adapt to the evolving marketplace, their commitment to building strong relationships with customers and employees remained at their foundation and ensured continued success.*



Glen served for three years on the Board of Directors of the National Fertilizer Solutions Association.





# BRANDT Growing and Changing

## 1971 - 1989

*A pioneer in the liquid fertilizer business, BRANDT has always been at the forefront of change in the industry, beginning with its formation in 1953 and continuing today. Its team of dedicated professionals – who spend time in the fields learning about their customers' needs firsthand – know the business of agriculture and are committed to providing the best products and the best service available. The 1970s and 1980s saw great change and learning for both the agricultural-chemical industry and BRANDT. During these two decades, the company was continually evolving, always striving to provide the highest levels of professionalism, stewardship, and service. This chapter takes a look at some of the growth and changes in agriculture and BRANDT during these two pivotal decades.*

### Changes in Farming

During a 2002 interview to commemorate BRANDT's 55th anniversary, Larry Bomke, a former Illinois state senator and Glen and Evelyn's first cousin, reflected on the changes in farming he had already witnessed in his lifetime. "Farming has changed a great deal. When I grew up, a 200-acre

farm was pretty significant. Today farmers farm several thousands of acres, and the number of farmers has reduced significantly as a result."

With fewer farmers as well as fewer acres in production, each acre of land had to become more productive, making fertilizer and crop-protection chemicals an indispensable tool for farming. "When Glen began BRANDT's Fertilizer Service in the 1950s, he was a pioneer in the business," Bomke said. "People did not use fertilizer. He had to be a good salesman, convincing people to buy this product that would give them better crops.

"Back then if you had 80 bushels of corn per acre, you were doing extremely well. This guy comes along and tells farmers, 'If you spend some money with me, I can double that.' That was kind of hard to believe then, but in fact, he has done better than that. He tripled their production."

More than just providing the necessary products, however, the BRANDT team has always felt a responsibility to its larger community. "Agriculture has always been an important industry, but even more so today than ever before," Evelyn remarked in 2002, but this statement still rings true today.



The Meredosia Terminal on the Illinois River, where BRANDT built a solutions terminal in 1971 that remains functional today.

Farmers are accustomed to navigating and overcoming challenges. Prime lending rates were as high as 21% in this era - in 1979 - which greatly impacts farmers and their ability to plant a crop, and impacts BRANDT's business as well. In 1983, the federal government's Payment-In-Kind program caused a reduction in the number of planted acres, and also led to reduced sales of fertilizer and agricultural chemicals. There was a large surplus of grain, and this federal program issued

#### **Meredosia Reaches New Production Record**

On May 10, 1993, Meredosia reached a new production record when 125 truckloads of nitrogen were shipped out. The very next day, another 100 truckloads were shipped. Previously, the high was 58 loads in one day.

certificates to farmers for grain that could be sold or redeemed in the market. Through it all, BRANDT continued to evolve and adapt, providing value to farmers and their crop production.

"It appears someday - if we aren't already there - our farmers are going to have to feed this world," Evelyn remarked of the state of farming in 2002. "When you view the population explosion taking place worldwide, I only see the situation growing more critical. We also have the problem of more and more acres going out of production, which means we're going to have to get more and more out of each acre farmed."

#### **Changes in Distribution**

"Recognizing the need for increased speed in transporting fertilizer from major manufacturers to the suppliers, BRANDT built a solutions terminal in 1971 on the Illinois River at Meredosia, a town about 60 miles west of Springfield," Al Mallicoat, former BRANDT Dealer Support manager, said. "The facility originally comprised four 90,000-gallon tanks and two 30,000-gallon tanks."



A modern-day BRANDT anhydrous ammonia trailer at the Ashland plant.

On Easter Sunday - April 15 - in 1979, the Illinois River levee at Meredosia broke, flooding BRANDT's fertilizer terminal. Over several years, the facility was rebuilt and restored, and the levee was built to a higher level to prevent future flooding.

In 2022, the Meredosia Terminal houses three 1,000,000-gallon tanks and four 500,000-gallon tanks capable of handling many products, primarily liquid nitrogen. Presently, the tanks contain 28% and 32% nitrogen.

Since 1971, product has been delivered to the terminal in barges and is loaded out into other barges or semi-trucks. The Meredosia inventory is monitored remotely from the Springfield office. The tanks contain sensors that indicate the product level in the tank. Data is transferred electronically to the Springfield office.

The company's Curran Dealer Support terminal is unique in that some product arrives by rail. The facility features two 1,000,000-gallon tanks, and is handled by three different rail companies, giving BRANDT customers competitive rates on freight. The Curran facility features a credit card machine that allows access to the terminal, and then loads to the customer's pre-determined amount.

### Changes in Regulations

BRANDT has always taken an active position to ensure their actions are environmentally responsible and safety-conscious in taking care of the natural world. In the 1980s, the Environmental Protection Agency (EPA) and Department of Agriculture began to regulate the practice of recycling and self-containment for agricultural chemicals to prevent spills and runoff from leaking into the soil. When the company's downtown New Berlin facility was moved three miles out of town to its current location at Island Grove in 1988, BRANDT took the opportunity to construct a new, modern facility - one of the first recycling self-containment fertilizer plants, according to Frank Sommer.

"Glen decided that the New Berlin/Island Grove move was a good time to start getting at least one of the company's facilities in conformity, so he contacted the EPA and the Department of Agriculture and asked for some guidelines," Sommer said during an interview in 2002. "They told him to build what he thought would work and then they would come and see if they approved."

A family photo taken at Glen's 50th birthday party in 1976. Pictured, from left to right, Lee and Shirley Hagen, Margaret Brandt, Glen and Peggy Brandt, Evelyn and Gordon Thomas.



Sommer and Bill Wallner designed and engineered the plant, along with a warehouse and new office, on their own. Neither man had an official engineering background, so they relied on common sense. "We knew what we needed, and we knew what we wanted," Sommer said. "When the inspectors came, they liked it so much they asked for and started using scale models of our facility as guides for other plants."

Throughout the next decade, BRANDT gradually refitted its existing facilities using similar designs to comply with the various regulatory restrictions.

### **Growth through the Inclusion of Family and Friends in Investment Opportunities**

From day one, BRANDT was built on the foundation of family and friends working together to ensure the company's success. That commitment has remained unchanged throughout the years, as BRANDT has included family and friends in investment opportunities. Glen, Evelyn, and their

families and friends have personally invested in BRANDT's success but have also invested in several other agriculture-related businesses.

"Including family and friends in these investments just made sense," Evelyn said in 2002 - but and still stands by that statement as BRANDT enters 2020 today. "It takes a lot of people to make things go. That's why we give what we call our 'family people' first crack at new investment opportunities. It has a couple of advantages. First, it gives us the financial resources we otherwise wouldn't have. Second, it rewards those who invest and gives them the motivation to help make the thing work."

### **Unchanging Commitment**

Despite changing methods of farming and agricultural regulations, transforming facilities, and evolving company structure, the BRANDT hallmark of high-quality service remained constant through these two decades of growth - and remains unchanged today, as BRANDT celebrates 70 years in business.



Glen and Evelyn at BRANDT's 25th anniversary celebration, 1978.



BRANDT's 40th anniversary, 1993.

### **Glen and Evelyn, Partners for 68 Years**

Through new products and old customers, changing rules and regulations, success and failure, Glen Brandt and Evelyn Thomas were the backbone of BRANDT for 68 years, until Glen's passing in 2020.

Their relationship was based on mutual respect, with each contributing different strengths to the partnership.

Glen, described by many as an easygoing "people person" and a dreamer, always had a vision for the company's future.

The business-savvy Evelyn, known by the CB handle "The Hawk" for her sharp powers of observation, helped her brother implement the ideas that proved feasible. "I think that the two of them working together turned out to be a tremendous asset for both of them," said their cousin, Former Illinois State Senator Larry Bomke, about how BRANDT was formed. "Where Glen was a salesman, Evelyn was an organizer. He sold the product and she made sure it got applied. They were a great combination."

Here's to Glen, the greatest of friends.  
Here's to Evelyn who watches what he spends.

He started in business a way back when,  
With a broken-down truck and a pretty good M.

His service was great and his prices were right,  
He sold his product both day and night.

He has come a long way from way back when,  
The Bowl, the Ideal, and out west to Ben's.

We all here wish Glen all the best of this life,  
This goes also for his children and Peg his wife.

*Penned by Skip Knepler in celebration of Glen's 50th birthday on March 19, 1976.*



The Glen Brandt family in 1978. Pictured, from left to right, Rick, Peggy, Terri, and Glen.

"You cannot grow without the ability to service the growth," emphasized Cokey Godfrey, who was first introduced to Glen Brandt in the 1960s and later, in 1989, was hired as a marketing advisor when BRANDT was in the midst of expansion. Godfrey spent the next six years helping BRANDT formulate a strategy to successfully navigate the changing industry. After spending nearly three decades watching the company grow and adapt, Godfrey said in a 2002 interview, BRANDT has always been "a well-run company."

"I think that the agriculture industry is headed toward more consolidation," Tim McArdle said during a 2002 interview. McArdle was formerly General Manager of Trace Chemicals and was involved with BRANDT from 1978 to 2021, and as a member of its Board of Directors beginning in the early 1990s. McArdle retired from day to day operation of the BRANDT retail group in 2021. He is still on the BRANDT, Inc. board as well as the BRANDT Foundation.

In 1984, McArdle and Clyde Helms of Swift and Company assisted BRANDT in the purchase of the North American rights to the product,

Saf-T-Oil, from the Shell Oil Company. Saf-T-Oil - later rebranded to TriTek® - is a spray emulsion insecticide that is effective on field crops, vegetables, citrus and ornamentals. TriTek® was instrumental in the success of the Specialty Formulations Division in its early years and remains a successful product offering.

**B**RANDT is able to excel in a highly competitive environment with the same principles the company has been using from the beginning. BRANDT ultimately sells the same crop protection chemicals and fertilizer as other dealers. "What sets BRANDT apart are the strong long-term customer relationships that have been forged over the past. These relationships have been built on trust and a high level of customer service," said McArdle.

"If you look into the future, it is companies like BRANDT that have the ability not only to sell products, but apply products, recommend their usage, and build those customer relationships - those are the companies that will thrive," Tim McArdle said in 2002 - and this statement remains true today.



### **BRANDT as an Industry Leader**

During these two decades, BRANDT started to gain national recognition as an industry leader and influencer. In particular, BRANDT played a key role with the National Fertilizer Solutions Association (NFSA). In 1976, Evelyn Brandt Thomas and Joan Schatz - then Manager of ClawEI - participated as panelists in the NFSA's first ladies workshops at both the Southeast Fluid Fertilizer Conference held in Albany, Georgia, and the 22nd National Convention held in Kansas City. Evelyn's subject was "Customer Relations and Service." In 1978, Glen Brandt was named "Man of the Year" at the NFSA Convention in Atlanta, Georgia. During his career, Glen has served on 49 NFSA committees; additionally, he was Treasurer in 1968, President in 1972, served on the Board of Directors for seven years, and chaired six committees and task forces. In 1978, Bill Wallner - President of Great Northern Equipment Company - was elected Treasurer of the NFSA. And in 1982, Harry Wallner was elected President of the NFSA. In 1985, Glen was elected Secretary-Treasurer of the Fluid Fertilizer Foundation, and from 1985-1987, he served on the Board of Agricultural Advisors for the State of Illinois. Additionally, Evelyn Brandt Thomas was featured in the May-June 1977 issue of Solutions Magazine in an article on "Women in Agriculture."

"What sets BRANDT apart are the strong long-term customer relationships that have been forged over the past. These relationships have been built on trust and a high level of customer service," said Tim McArdle, who joined the BRANDT family in 1978.

One way the BRANDT family solidified relationships in the 1970s was also through fishing trips with dealers and employees in locations including Michigan, Canada and Florida. These types of trips were common in the agricultural industry during this era.

### **Rebirth of ClawEI**

Herb Altman was hired as General Manager of the BRANDT ClawEI Division in 1986. Under his leadership, changes were made to the product line, market strategy, and manufacturing facilities.

### An era of significant growth and change for BRANDT plant locations and facilities.

- In 1972, the Pleasant Plains liquid plant was moved from the city location to the west side of town on Route 125.
- In 1973, the new Pleasant Plains office facility was built at the West side of town next to the liquid plant. This facility provided space for all the accounting needs, a corporate meeting area, lunchroom and several offices until the 2007 groundbreaking of BRANDT's corporate headquarters building in Springfield.
- Westlake Fertilizer (1966-1975) at Curran was purchased by Auburn Fertilizer and BRANDT Fertilizer on January 20, 1976. It was named Auburn Brandt Farm Service. BRANDT's Fertilizer later acquired it on November 25, 1983. In 2001, Curran was merged with Island Grove.
- In 1975, a ClawEl Micronutrient plant was built adjacent to the fertilizer plant located in Pleasant Plains.
- In 1978, the fertilizer plant at Prentice was purchased from Art Anderson. Dry fertilizer and anhydrous ammonia were available at this location. Some of the land was leased from William Colburn. The Prentice location was closed in 1998.

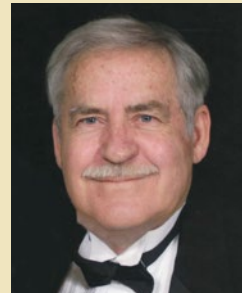
The company strategy changed to adapt to what customers and prospects wanted and to match their wants with the right products and services. To do that, BRANDT began by locating companies and individuals who had the technology but were not in the position to manufacture and market their products. That strategy propelled BRANDT into the surfactant and specialized additive products markets.

As ClawEl grew, BRANDT acquired technologies from an Israeli group to manufacture and market drip fertilizer for the vegetable market. By purchasing additives from Agrimar, a French company, BRANDT was able to upgrade its micronutrient products and learn about additional product development.

Due to these and other advancements, profits and confidence in ClawEl grew, enabling the division to move into new office areas, build new production facilities and warehouse space, and acquire state-of-the-art packaging equipment. As the 90s began, ClawEl became a financially secure entity and was soon thereafter renamed Specialty Formulations to more accurately reflect the expanded product offerings.

#### *In Memory*

#### *Herb Altman*



*Herb's accomplishments are too many to mention, but the imprint he left was a path for success. Herb brought on BRANDT's first*

*international customer, IMEX, who is still a key distributor in Mexico today. Herb developed BRANDT's Manni-Plex product line. He expanded BRANDT's regional footprint and began doing business with companies such as Monterey Chemical, which is now BRANDT's west coast manufacturing hub in Fresno, CA. Herb passed away in 2017.*



### More growth and change for BRANDT plant locations and facilities.

- In 1980, 11.6 acres was purchased from the Walter Roesch Estate at Island Grove.
- On November 28, 1983, BRANDT's Fertilizer Service purchased the Auburn Fertilizer and Chemical shares of Auburn Brandt Farm Service at Curran. In 1989, Auburn Fertilizer and Chemical was merged with BRANDT's Fertilizer Service.
- In 1984, the Alexander location was built and operated as a satellite of the New Berlin plant. The land was leased from Spencer Sommer. This installation was sold in 1988.
- In 1985, the original fertilizer office in Pleasant Plains - which was built in 1962 and expanded in 1964 - was sold to the Pleasant Plains Rural Fire Department.
- The plant at Richland was upgraded and a 30,000-gallon anhydrous ammonia tank was added. To allow for the expansion, land was purchased from Bunn-O-Matic and Richland Elevator.
- In 1988, the Alexander location was closed. The downtown New Berlin facility was moved to the Island Grove location, where a new modern facility was constructed.
- In 1989, Anderson Fertilizer in Oakford, Illinois was leased and rolling stock was purchased.

Many foreign agriculturists who vacationed in Florida and other vegetable-producing areas in the 1960s and 1970s saw ClawEl products being used and inquired about these products. These inquiries matured into successful business relationships with growers and dealers in Puerto Rico, the Dominican Republic, Guatemala, Costa Rica, Mexico, the United Arab Emirates, and other foreign markets. Specialty Formulations remains a successful manufacturer and distributor of specialty products both in the United States and internationally.

### The Beginning of a New Era

Glen Brandt stepped aside as chief executive officer (CEO) of BRANDT's Fertilizer Service and BRANDT Chemical Company in 1986 at age 60 to serve as chairman of the board. Longtime BRANDT associate Gary Grossweiler succeeded Glen at the helm, serving as president and CEO for the following eight and a half years.

Grossweiler, formerly the National Sales Manager of Kalo Laboratories, partnered with BRANDT Chemical in 1977 to form Trace Chemicals and over the years served on the board of directors for both BRANDT Fertilizer and BRANDT Chemical.

During a 2002 interview, Grossweiler said he believes that BRANDT's success was predicated on three factors: "Its founders were optimistic with a positive attitude; it has loyal customers who farm excellent soil, creating a great market area; and it is blessed with employees who have a great work ethic," he said. "All this made my job as CEO relatively easy."

Under Grossweiler's direction in the late 1980s, BRANDT was reorganized to create a new system of physical and financial accountability, one that reflected the company's four separate functions: retail, wholesale/dealer support, ClawEl, and administration. A manager who reported directly to the CEO supervised each division, which was responsible for its own separate profits and losses on a monthly, rather than a quarterly, basis. These separate statements were rolled into a consolidated profit-and-loss statement each month. The result, said Grossweiler, was "greater accountability, flexibility, and continuity of the company's diverse divisions."



Gary Grossweiler served as BRANDT's President and CEO for more than eight years, following Glen Brandt, and preceding current CEO Rick Brandt.



**The business transactions listed below from the 1970s and 1980s helped shape BRANDT in ways big and small.**

- Gordon Thomas developed the ThomBran Residential Subdivision "Forest View" in Pleasant Plains in 1973. The 45-acre subdivision was purchased by BRANDT in December 1991. In 1996, the subdivision was expanded and in 2000, land within the subdivision was donated for the construction of a firehouse.
- In 1973, Pike Marine, Inc. in Pittsfield was formed. The initial stockholders were Evelyn Brandt Thomas, Glen Brandt, Richard Andress, Rolland Boesdorfer, Charles Chimento, Fred Rice, and Harry Wallner.
- In 1974, a group of individuals associated with BRANDT purchased Great Northern Equipment, a Springfield manufacturer of fertilizer equipment. Owners were Glen Brandt, Evelyn Brandt Thomas, Dale Deverman, Tip Pettit, Bill Wallner, Harry Wallner, Rolland Boesdorfer, Jack Herrin, Fred Rice, Charles Chimento, and Harold Roberts. Bill Wallner was elected president. Great Northern produced fertilizer equipment until it was sold to Precision Tank & Equipment in 1986.
- A group associated with the fertilizer industry, including Glen and Evelyn, acquired Midstate Warehouse in 1975. Midstate stores dry fertilizer for suppliers in Central Illinois, including potash for Potash Corporation of Saskatchewan. It was bought by BRANDT in 2017 and Ty Herman was named Plant Manager at Midstate Warehouse, Inc.
- Trace Chemicals, Inc., in Pekin, Illinois, was incorporated in 1977 with Gary Grossweiler, Roy Cramer, and BRANDT Chemical as stockholders. Grossweiler was named president. Trace Chemicals manufactured seed treatments for beans, corn, wheat, and other small grains. After 17 successful years in business, Trace Chemicals was sold in 1994 to Gustafson, a division of Uniroyal. Tim McArdle and Kerry Grossweiler remained with Gustafson; Gary Grossweiler retired.
- In 1978, Glen and Roy Baker organized a group to buy Springfield Plastics, a manufacturer of plastic field tile in Auburn, Illinois. In 1980, Agri-Stills was organized to make alcohol from grain primarily to be used in gasoline. The owners were Precision Tank & Equipment, BRANDT Chemical, Great Northern Equipment Co., and the Mavis family. Agri-Stills Equipment was sold in 1987.
- One-half of Mac Mont Fertilizer and Grain, located in Girard and Thomasville, was purchased in 1981 by BRANDT Chemical and Auburn Fertilizer and Chemical. This operation was sold in 1985.
- In 1981, the BRANDT-Barnett Chemical Company of Omaha, Nebraska, was started by BRANDT Chemical and Don Barnett. This company was a wholesaler and manufacturer of micronutrients. BRANDT Chemical sold their share to Don Barnett in 1987. More than a decade later - in January 1979 - Don Barnett was named field representative for BRANDT's ClawEI Division.
- Kennedy Fertilizer was purchased in July 1982 and sold to Chandlerville Grain in 1984. Stockholders were Rolland Boesdorfer, John Kennedy, Frank Sommer, Glen Brandt, Evelyn Brandt Thomas, Harry Wallner, Richard Stiltz, Fred Rice and Harold Roberts.
- Lincoln Land Leasing, Ltd. - an Illinois corporation - was organized on March 26, 1982 by Rolland Boesdorfer, Glen Brandt, Charles Chimento, Dale Deverman, John E. Herrin, Floyd E. Pettit, Fred Rice, Harold Roberts, Evelyn Brandt Thomas, Harry Wallner and Bill Wallner.
- With the purchase of an aqua converter and a water deionizer at Meredosia, a group of BRANDT and Davidsmeyer individuals incorporated MBD in 1982.

*In Memory*  
**Roy Baker**

*Retired BRANDT Board Director, Roy Baker, passed away January 17, 2021. Roy was a board member from 2003-2008. He was one of the original founders of Springfield Plastics in 1978 with Glen Brandt and was chairman of the board until 1992.*

Chapter Four

# BRANDT Consolidated - Joining Forces

1990 - 2002

BRANDT Pleasant Plains Plant





In 1973, BRANDT's corporate office facility was built on the west side of Pleasant Plains next to the liquid plant. This facility provided space for all of the accounting needs, a corporate meeting area, a lunch room, and several offices until 2007, when the current BRANDT Headquarters building in Springfield, Illinois was built.

**R**einforcing the new structure's unified purpose, BRANDT's Fertilizer Service and BRANDT Chemical officially merged on February 1, 1990, and the company was renamed BRANDT Consolidated, Inc. A press release distributed by the company announced that, "after 37 years of growth, the companies can gain efficiency for the growing future from the merger." The four division managers at the time of the consolidation were Herb Altman, ClawEl; Al Mallicoat, wholesale fertilizer; Fred Rice, administrative services; and Harold Roberts, retail fertilizer and chemicals.

A major force in BRANDT's expansion of its product line has been Rick Brandt. Glen Brandt's only son joined the company in 1991 after graduating from the University of South Florida with a degree in economics. He spent the next four years working as an assistant to then-President and CEO Gary Grossweiler doing "a little bit of everything" and learning about the business in the process. When Grossweiler retired in 1994, Rick was named president and CEO.

The young Brandt, who was 29 when he assumed the duties of his current position, has brought a renewed energy and aggressiveness to the

company in his years at the helm. Rick has sought to strengthen and diversify BRANDT's position in the agricultural market. For many years, Rick sought guidance from his father, who remained actively involved with BRANDT as a consultant to the board of directors until his passing in 2020. Rick's goal for the future is "controlled expansion," he said during a 2002 interview.

"We have always been a fertilizer company, but we have been looking for other acquisitions over the last couple of years. If something has a good chance of being a good thing, we will go look at it. I think we are looking to grow now more than we ever have," explained Rick Brandt. Rick's statement in 2002 has come to fruition, as evidenced by BRANDT's continued growth and expansion.

### **Specialty Formulations**

While some of BRANDT's newer growth interests throughout the years have included products with potential for non-agricultural applications, the company today continues to devote itself to improving its current product lines in the mainstream agriculture market. The fastest-growing division of the company has been the



Rick Brandt became BRANDT President and CEO in 1994.



Bill Engel joined BRANDT in 1985, and today, is the Executive Vice President and Director of Specialty Formulations.

Specialty Formulations Division, and is a leading manufacturer of foliar nutrients and sustainable crop protection. The expansive portfolio includes a wide range of micronutrients, adjuvants, organics and custom blends. In 2022, BRANDT products are sold more than 80 countries worldwide.

"International business is certainly growing," Bill Engel said in 2002 – but this statement still holds true today. "Most of that growth today is in Mexico, Latin America, and the Mediterranean basin, but we're really marketing around the world."

"BRANDT develops its own proprietary products for the Specialty Formulations line," which in 2002, comprised more than one hundred different labels. The number of products is a fluid one, dependent on customers' needs at the time. "That has been one of our keys to success: a lot of flexibility. Our philosophy is to be customer driven. We have been successful in listening to what our customers need and acting as the formulator to provide that for them," Engel said, crediting much of the division's success to the employees who are BRANDT's eyes and ears in the field.



At the time, Engel said he believed the specialty-products division holds, "almost limitless potential."

"I think everyone in this company is very positive on the future of this division. We continue to have tremendous opportunities for expansion, and because of our diversity, we are able to stay a little more consistent over the years than the peaks and valleys that we can have in central-Illinois agriculture."

### **Technical Support**

As farming has become increasingly technical, BRANDT had to keep pace by offering new tools to their customers. Grid soil sampling, yield monitoring, and global positioning systems were among the new services offered by the company. These cutting-edge services were developed in the Technical Support Division, created in the 1990s. This department's mission was to develop value-added products and services. It was started by Pat Schaddel who joined the company in 1996.



### *In Memory*

#### *Pat Schaddel*



*Pat Schaddel was the manager of the Technical Support Division at BRANDT. Pat graduated from Griffin High School in 1984*

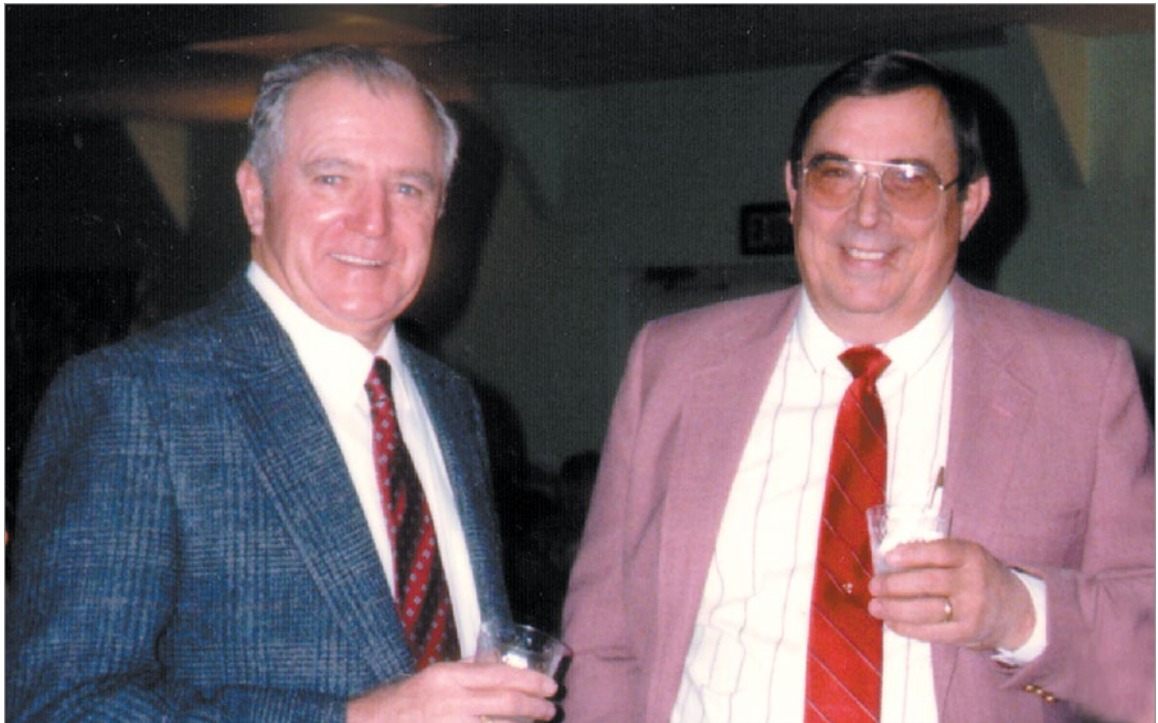
*and DePaul University in 1991 with a bachelor's degree in Commerce. Over his 18 years at BRANDT, Pat kept the company on the cutting edge of technology and public policy. He was a member of the board of directors for the American Red Cross, a member of Knights of Columbus Council 364, and a member of the Illinois Agriculture Leadership Foundation. He also served on the Public Policy Committee of the Agriculture Retailers Association. Pat passed away in 2014, survived by his wife and three children.*

One of the programs that Schaddel brought the company was the High Q<sup>®</sup> Decision Support system. BRANDT customers enrolled in the High Q program entered site-specific information into a laptop supplied by BRANDT. This geo-referenced data encompassed key aspects of their farming operation such as planting date, tillage method, seed variety, and yield. This information was compiled into a spatial database and used for analyzing the production practices on each field. This allowed the BRANDT Trusted Advisor to dive deeper into what products and services provided his customers with the greatest return on investment. This is just one of the many examples of how BRANDT has used technology to differentiate itself in the marketplace through more than seven decades in business. The High Q program had a successful run at BRANDT for over 10 years and throughout that time compiled a database of over 750,000 acres, giving BRANDT a wealth of data to help farmer customers.

As with all technology, there is a constant evolution, and as such, in 2007 High Q evolved into more robust product offerings known as BRANDT Nutrazone and BRANDT SeedRx. These proprietary technology envisioned by Schaddel and developed

### **1993 - The Year of The Great Flood**

On April 27, the river stage at Beardstown was 24.8 and at Meredosia, it was 42.2. On July 1, bridges at Hannibal and Florence were closed with only one bridge remaining open in Quincy. On July 10, the river levee broke at Quincy, flooding 6.5 million acres of land. Seven states were affected by the flooding. On July 16, the West Quincy, Missouri levee broke, closing the only remaining open bridge. Twenty-seven Illinois counties were declared disaster areas. On July 20, the bridge in Keokuk opened and the South St. Louis levee broke. On July 25, the Sny Levee broke. In Iowa, a total of 2.7 billion acres were flooded; in Missouri, 2.7 billion acres were impacted; and in Illinois, 450 million acres were affected.



Rolland Boesdorfer (left) and Bill Wallner were personal friends of Glen Brandt, and instrumental partners in the early days of the company.

through his efforts within the Technical Support Division expanded the existing dataset to include fertility and seed recommendations. This leap forward in design and development again placed BRANDT in the driver's seat and ahead of its competition.

"The farming industry has experienced some great revolutions in the past with the transition to the machine age being a significant part of most of our customer's lifetimes. However, the next paradigm shift is occurring. It's the evolution of an age of information technology," the late Schaddel said during a 2002 interview. "We are transitioning from writing down the hybrids we plant in our favorite seed company's notebook to a console in the tractor cab that automatically records the hybrid and seeding rate to a 'cloud' based service that transmits data wirelessly to and from the vehicle. So hang on tight because here we go ..."

"It's all about how we can utilize the vast amount of data we are collecting and build knowledge-based solutions for our businesses." Schaddel believed that embracing technology and "thinking outside the box" would help BRANDT thrive in the future.

### **Credit Management**

As farming became more technologically based and the cost of farming grew proportionately higher in the late 1980s and early 1990s, BRANDT recognized the need for some changes within its financing programs.

In 1992, Glen Brandt's son-in-law, Tom Gustafson, joined BRANDT as Credit Manager. At the time, Tom had about ten years of experience in credit and collections management in the financial sector.

**A**gricultural credit has been around as long as we've had farmers, but credit became even more important when farmers began to discover the higher yields that fertilizer could bring. While some could afford to pay cash for these inputs, many didn't have the extra money until they could sell the crop in the fall. This built in the concept of extending credit to the farmer until harvest. It began years ago, and although there have been many changes, the use of agricultural credit continues today.

"BRANDT has always done business on a handshake, and we place a very high priority on building long-term relationships with our customers. Today, we have the ability to perform credit checks and





BRANDT, together with Syngenta, participated in a program through the National FFA Foundation for an opportunity to award an FFA Blue Jacket to a member of the Pleasant Plains FFA. Shown presenting the check to the local chapter and the jacket to the student are Evelyn Brandt Thomas, third from left, and Carl Kessler, Syngenta Territory Manager, next to Evelyn.

use other credit management tools, but we always keep the farmers' best interest in mind. If a farmer gets behind, we'll try to find a way to get them back on track," Gustafson said during a 2002 interview. When the company was founded and still today, this commitment to putting the farmer first remains BRANDT's mission and focus.

Managing credit remains Gustafson's primary function, although he said, "At BRANDT, each person in administration has to take on extra responsibilities to support both our customers and our employees."

During these 12 years, several new building projects were completed. New offices were built in Ashland and Waverly; a warehouse and two one-million-gallon storage tanks were built at Curran; a fertilizer complex and an office were built in Raymond.

The ClawEl Division built an addition to the manufacturing plant and added an office complex.

At Pleasant Plains, the administrative office was remodeled, and additional office space was added; and additional office space was also added to the Island Grove Plant.

In Virginia, Illinois, a new anhydrous ammonia plant, and an office, were built.

*The 1990s and the early years of the 2000s marked a pivotal time in the history of BRANDT. The second generation of leadership took charge as Rick became President and CEO in 1994. Under Rick's leadership, BRANDT continued to thrive under the significant expansion of Specialty Formulations, the development of cutting-edge technologies that improved customer's investments, and the introduction of BRANDT's credit management to support growers in another way. As the new century began, BRANDT had positioned itself as a local and global leader.*



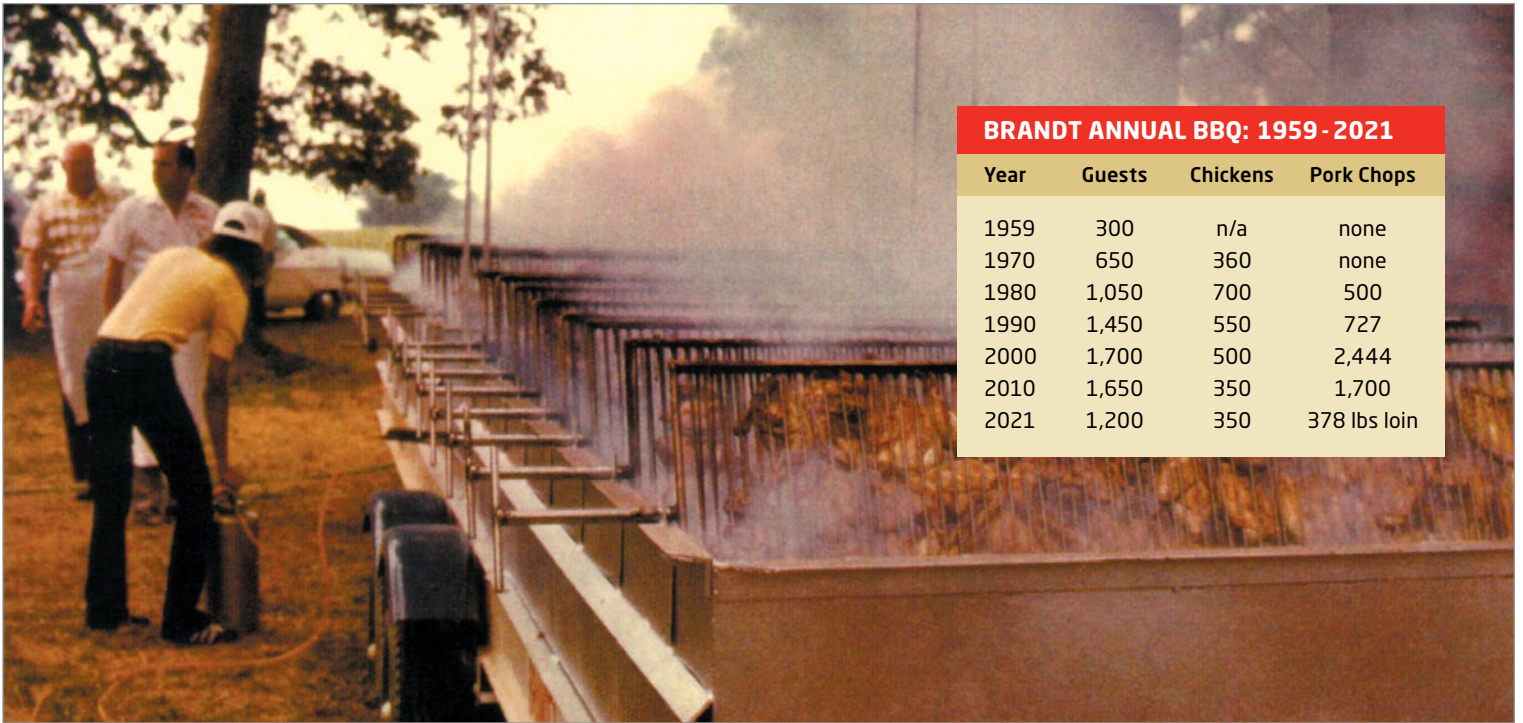
Tom Gustafson, Glen Brandt's son-in-law, was named Credit Manager in 1992, a position Tom still holds today.



Everyone helps out at BRANDT's annual barbecue, including manning the famous Bar B Q Wagon.

Nothing demonstrates the family atmosphere of BRANDT like the company's annual barbecue. What started as one of several smaller gatherings for employees, customers, and suppliers in 1959 at Lehmann Cabin on the John Lehmann farm north of Pleasant Plains, has evolved into a huge social gathering at the Sangamon County fairgrounds in New Berlin each summer. In 2011, BRANDT began hosting a second barbecue in Fairbury, Illinois, in support of its northern Illinois locations. In 2014, the north barbecue moved to Timber Pointe Outdoor Center in Hudson, Illinois.





BRANDT ANNUAL BBQ: 1959 - 2021			
Year	Guests	Chickens	Pork Chops
1959	300	n/a	none
1970	650	360	none
1980	1,050	700	500
1990	1,450	550	727
2000	1,700	500	2,444
2010	1,650	350	1,700
2021	1,200	350	378 lbs loin

"GENERAL BRANDT'S BAR B Q WAGON" is a custom-made chicken cooker, built for the annual company barbecue.



Live music, dancing, conversation, and plenty of chicken and pork chops fill the evening of the annual company barbecue. Current and former BRANDT employees pitch in to man the chicken and pork chop cookers, the cookie station, and the beer tent, making sure all runs smoothly.



BRANDT Fairbury plant

# Riding High with Continued Growth

2003 - 2013

*From 2003 to 2010, BRANDT experienced tremendous change and growth, made important acquisitions, and brought in new people. Also during this era, BRANDT leadership made the transition to a unified marketing message and image, further positioning the company for future growth and success. At the same time, BRANDT's commitment to its customers and to developing excellent products remained the same. The company that began as a sideline source of income for a small family farm continued to develop as its business operations spread across the United States. Chairman of the Board and CEO Rick Brandt led the company during this exciting period of expansion, while Glen Brandt and Evelyn Brandt Thomas continued to be involved, both serving in leadership roles as consultants to the Board of Directors.*

## **Strengthening BRANDT's Image**

In 2007, BRANDT leaders embarked on a new branding project, contracting with CoreBrand, a New York company. Previously, each division had done their own marketing, but Rick saw a need for a unified marketing message.

Karl Barnhart was the president and senior strategist at CoreBrand and led this initiative before later being named BRANDT's Chief Marketing Officer in 2011. As he began the project, Barnhart found that the company's rich history and work in the agricultural community were not being portrayed in company communications. Barnhart worked with the BRANDT board and management team to develop a consistent, differentiating message. Through this process they arrived at what had always been the main goal of the company—helping growers take control. "It's a simple idea," explained Barnhart. "Although growers cannot control the weather and many other factors, BRANDT's products, assistance and technical advice help them to take control of their businesses."

After examining the multiple names and identifying symbols for company divisions and products, Barnhart suggested ways to create a unified marketing message. The ClawEI name was changed to Specialty Formulations because the new name helped customers to understand the division's product line more easily. The new brand was unveiled in 2008 and is now used on all



Karl Barnhart, Executive Vice President and Chief Marketing Officer



BRANDT Headquarters, Springfield, Illinois.



Tim McArdle,  
Retired Executive Vice  
President and COO

of the BRANDT products. New colors, marketing materials, and a logo were developed for use in an updated website design, brochures, and even a new headquarters building in Springfield. Today, the branding has become more recognizable for BRANDT partners and customers, and works to further strengthen their loyalty to this family-owned business.

“The new office building is part of our brand,” said Rick. “It’s part of our image. We don’t necessarily look like a typical agriculture company in a building like this, and we’re not trying to. We’re trying to be BRANDT.” Now the staff enjoys bringing clients and potential clients to their new 48,000 sq. ft. building. In Pleasant Plains, the company office was approximately 5,000 sq. ft. The beautiful office in Springfield projects a successful, comfortable image to clients.

Before joining BRANDT, Karl Barnhart served on BRANDT’s board of directors. He was involved in changing the name of Saf-T-Side®, a BRANDT product for 30 years, to TriTek®. Since the founding of the marketing department, Karl and

his team continue to implement best practices in marketing to aid the company’s continued growth. One example of this is a 2016 re-launch of the corporate website to help improve the functionality of the website and the user-experience.

*During the early years of the 2000s, BRANDT focused on building out capabilities in three specific Divisions - Retail Agronomy, Dealer Support, and Specialty Formulations (formerly ClawEI) - and experienced substantial expansion in all three divisions.*

### **Retail Agronomy Division**

“The retail arm of BRANDT has expanded greatly, but the operation’s main goal has remained the same—being a trusted advisor to the farmer,” said Executive Vice President Tim McArdle. In 2007, there were 22 Retail Agronomy locations that served farmers in Illinois.

In 2009, BRANDT made its largest in-state acquisition, purchasing the Myers Crop Service, Inc., north of Bloomington. Ollie Myers had established this business in 1955, and he was a longtime associate and friend of the BRANDT organization.



Ollie and Dorothy Myers. Ollie Myers passed away in 2010.



BRANDT dry spreader in the 2000s.

"We exchanged so many ideas over the years," said Glen Brandt. After Ollie Myers became ill, his son, Denny Myers and his family, began considering selling the business. They approached BRANDT and worked out an agreement to sell six Myers' locations. "What won us over was how they treated our employees," said Denny. "When Myers Crop Services was bought, the people immediately became part of the BRANDT family."

**B**etween 2003-2010, agriculture continued to change, and BRANDT continued to adapt and serve customers with new products. The advent of Roundup® and genetically modified seed resulted in BRANDT changing the mix of products for farmers. "Historically speaking, agriculture will consistently change. It will change more, and we, as a company, have tried to stay ahead of that curve," McCardle said years ago, but this statement still rings true today. BRANDT offers genetically modified seeds that protect against insects and weeds, as well as drought and disease in a variety of crops. The company began selling seeds in 2004, and today, the seed segment is an increasingly important part of the business.

### BRANDT Research Farms

In 2005, BRANDT established a 70-acre research farm in Pleasant Plains to study the latest farming technologies. These include new hybrids, nutrient management techniques, and stewardship approaches to crop production. The research farm allows BRANDT to demonstrate new technologies and methods to customers. The company publishes the results of the research farm every year and gives farmers the opportunity to tour the farm throughout the growing season. In addition, BRANDT hosts an annual Agronomy Day. Today, the Pleasant Plains BRANDT Research Farm now includes more than 300 acres.



John Allen, Vice President,  
Agronomic Services



BRANDT Research Farm in Pleasant Plains, Illinois.



Mark Powell, Vice President,  
Chief Development Officer

Another dynamic of the early 2000's was the expansion of farm size. This trend has continued, and the number of farmers has continued to decrease as small farmers have sold their acreage, and the remaining farms have grown in size. This is a long-term trend that will probably continue into the future. Still the majority of farms are family-owned operations.

"One of the hallmarks is working with family farmers and developing long-term relationships with them," said McArdle. This focus has not changed during the life of the company. "We are often doing business with the third generation of families," he said. "They have stayed loyal to us as a supplier."

As farms have grown larger, BRANDT has expanded its fleet to deliver and apply products required by these larger farms. "Delivering fertilizer to individual farmers requires BRANDT employees to know the customer and their fields," said Charlie Chimento, who oversaw nine retail plants before retiring in 1998.

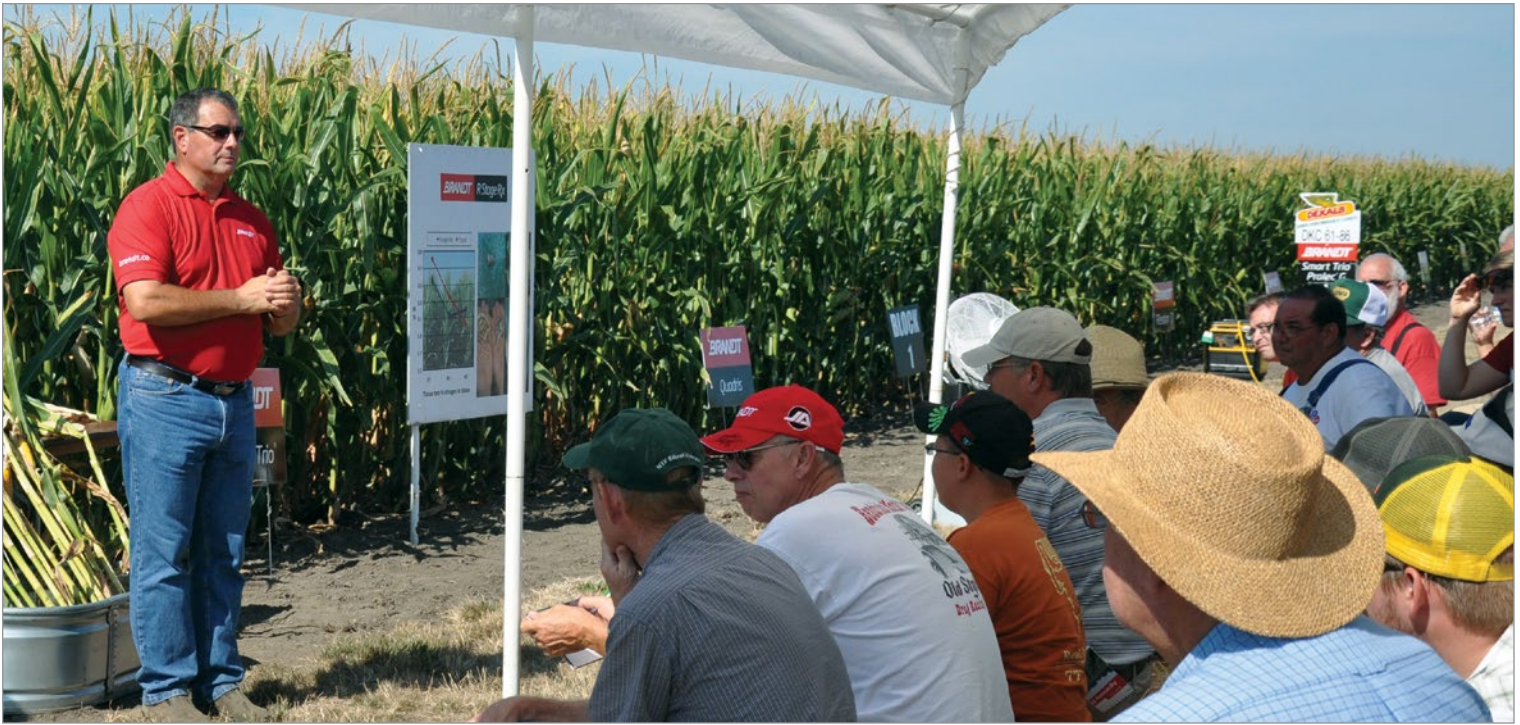
Meeting customers' needs requires 14-hour days in the spring and the fall. BRANDT employees sometimes work seven days a week to supply the goods and services that farmers need during the

### Steve Walter

Steve Walter, a farmer from New Berlin, is the third generation from his family to do business with BRANDT. His grandfather, Elmer, bought one of the first loads of fertilizer sold by Glen, and the Walter family has relied on BRANDT for agricultural products for more than 68 years. Walter is farming some of the original family farm. "It's a company that wants to do business with you and that treats you fairly," he said. Walter participates in the Ag Days and in product trials that are being developed by BRANDT staff. "We do everything with the Brandts," he said. "They're just family." Walter's sons are now the fourth generation of his family to conduct business with BRANDT. This type of long-term relationship with customers has resulted in a feeling of partnership between the Walters and the Brandts. "We're in this together," said Walter.







Ed Corrigan, Technical Agronomy Manager, presenting research results to local farmers at BRANDT's annual Agronomy Day at Pleasant Plains.



Joe Brummel was named BRANDT's Executive Vice President and CFO in 2007.

crucial times of planting and harvesting. Because BRANDT employees know that the weather and seasonality of the business constrains farming, they adjust their hours to meet customers' needs.

### Innovation

The technologies developed by the Technical Services department also extend to BRANDT's entire US business, and today, into the international business as well. Customers from around the globe visit the Pleasant Plains Research Farm to gain insights into BRANDT proprietary products and processes. BRANDT's Technical Services Department continues to develop new programs to meet customers' needs, such as the innovative product, BRANDT Decision Ag.

### History of Soil Testing

- 1922 Rich or poor test
- 1929 Dr. Bray's first phosphate test
- 1932 Potassium test
- 1941 Dr. Bray's present phosphate test
- 1953 (Mehlich 1) phosphorus extraction
- 1959 pH meter, P1 test recommended
- 1964 135 Class A - approved labs in Illinois
- 1980 (Mehlich 3) Multi-element extraction process

### BRANDT, a Leader in the Industry

The development of high-tech programs like Nutrazone® is an example of the kind of creative thinking that has contributed to BRANDT's growth. "It is unusual for a fertilizer company to develop these types of products, but Glen and Rick Brandt are both creative thinkers," said board member De Willard, who owns Willard Agri Services Corporation in Frederick, Maryland. "They also realize that for a company to be successful their customers have to be successful, so they work in very unique ways to make sure their customer is successful." Through innovation and attention to customers' needs, BRANDT continues to grow and thrive.



In 2012, local Army National Guard presented Glen Brandt with a U.S. flag flown at Forward Operating Base Wright, Asadabad, Kunar, Afghanistan by the 1-14th Agribusiness Development Team.



Glen Brandt received the Lifetime Achievement Award from the Agricultural Retailers Association in 2007. In 2000, BRANDT received a national honor when the company was named Ag Retailer of the Year by the Ag Retailers' Association and the Ag Retailer Magazine. These awards illustrate that the Brandt family and the entire company are held in high esteem within the industry.



The 2012 Illinois State Fair Grand Champion Barrow - exhibited by Trey Fecke of Bonfield, Illinois - was bought by Cargill and BRANDT. Representing BRANDT are Evelyn Brandt Thomas and Mark Powell. Meat was donated to the University of Illinois.

*In Memory*  
**Neal Haarmann**



*Longtime BRANDT employee, Neal Haarmann, passed away August 16, 2021. Haarmann was the plant manager in Franklin, IL for 22*

*years. He always put his customers first, had a passion for agriculture and was a dedicated, exemplary, employee who served as mentor for several members of Team BRANDT. His positive attitude and sense of humor will be dearly missed.*

**Dealer Support Division**

The BRANDT Dealer Support division markets chemical commodities through agricultural and industrial dealers, distributors, and customers. This division also buys products to sell to BRANDT's retail plants. Al Mallicoat, the former Division Manager, who led the group and bought all of the products during the 2000s, said that BRANDT has "exponentially grown . . . I buy more and more. It's just a matter of doing the same thing you're doing, other than adding zeros to how much you buy."

Although the volatility of the economy makes this process complicated, even in the present day, the strong agricultural economy in the 2000s provided a margin of comfort. "With overseas countries like China and India growing a lot quicker, with their middle class growing, the market for meat and corn has expanded, driving up prices," said Mallicoat.

Total company retail sales doubled between 2004 and 2008, and Dealer Support sales nearly doubled. With this kind of growth, Mallicoat said his biggest challenges were keeping up with increased demands in the agriculture sector and keeping in front of developing trends.



Rick Brandt and Evelyn Brandt Thomas participated in the annual Sale of Champions Junior auction at the Illinois State Fair in August 2019. They were the winning bidder for the Junior Show Land of Lincoln Grand Champion Steer, exhibited by Tara Hummel of Kankakee County, IL.

### Specialty Formulations Division

Specialty Formulations - formerly known as the ClawEl Division - manufactures, markets and distributes its products to a wide range of business segments: commercial agriculture, international, turf, and ornamental. "These are our proprietary BRANDT products that we are taking nationally and internationally," said Rick Brandt.

According to division head and Executive Vice President, Bill Engel, "This division has a wide product base, ranging from nutritionals for row crop agriculture and golf courses to aquatic products for ponds and fish farms." Diversity of products and flexibility are key for this division, which grew to over a third of the revenue of the company by 2010.

Specialty Formulations grew substantially in 2010 with the acquisition of MontereyAg Resources. In March 2010, BRANDT purchased 70 percent of the company and transitioned it to be called BRANDT Fresno. "This acquisition expands the BRANDT footprint into the American West, which is an area where we did not have a great deal of presence," said Engel at the time of the acquisition. "It is a very, very important part of American agriculture."

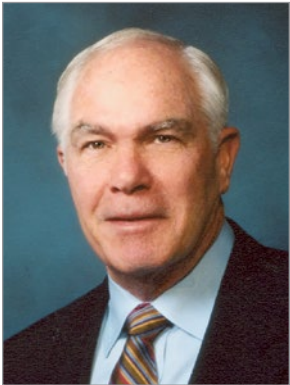
### Building Projects & Consolidation

During this decade, BRANDT continued to grow with new office space in Oakford; a new shop in Ashland; new buildings in Greenview and Lincoln; and new seed warehouses in Franklin and Lincoln. The early 2000s also saw consolidation in order to better run the business. Waverly consolidated with Franklin in 2003 and Pleasant Plains consolidated with Ashland the following year. In 2006, the Williamsville plant was acquired. In 2010, a tornado destroyed the Williamsville plant, but it was rebuilt later that same year.

Headquartered in Fresno, California, BRANDT Fresno manufactures and distributes specialty products - including specialized nutrients, adjuvants, biopesticides, and crop protection products - throughout Oregon, Washington, Idaho, California, Nevada, and Arizona.



BRANDT's 96,000 sq. ft. warehouse in Fresno, California, purchased in 2012 to be used exclusively for organic products.



John Salmonson  
President/CEO  
MontereyAg Resources  
2009

The Monterey acquisition enhanced BRANDT's capabilities and made Specialty Formulations four times larger, adding 90 new employees to the BRANDT family.

John Salmonson, the former president and CEO of MontereyAg Resources, had been doing business with BRANDT for over 20 years before the acquisition. He and his employees brought strong experience in dealing with environmental regulations because California is a very heavily regulated state. In 2013, Salmonson said he expected a "continued onslaught" of regulations in the future. "There's going to have to be more stewardship ... we faced that challenge years ago. We accepted the fact that we're going to be regulated," Salmonson said. "We complied with all of the regulations; that's the rules."

As another example of BRANDT recognizing and reacting to industry trends, BRANDT Fresno expanded its organic product production. In early 2012, the company purchased a 96,000-sq. ft. warehouse to be used only for organic products. Governmental regulations require that organic products be produced in a separate facility.

Since nearly 80% of organic farming in the nation occurs in California, BRANDT Fresno is prepared to provide for this growing market with the nation's first organic only plant.

*As BRANDT closed out 2010, the company was positioned for continued future success based on a strong local presence and a unified brand, all built on the solid foundation of talented and committed employees, and three divisions that work collaboratively for the success of the company. Through growth, innovation, and diversification, BRANDT continues their focus on better serving all of their customers.*



### 2012 BRANDT Headquarters Expansion

In October 2012, with all desks occupied and more growth projected, BRANDT broke ground to expand its corporate headquarters building in Springfield, Illinois. The 15-month expansion project added two 'wings' to the main building, ballooning the original 26,000 sq. ft. building to more than 48,000 sq. ft.

The company had outgrown its 'new' 2007 headquarters in only five years. Built by Harold O'Shea Builders and designed by Steckel Parker

Architects, the new wings accommodate modern work practices and on-the-go employees. The plans include a generous resource center for mobile workers and boast a fitness center to promote healthier lifestyles.

A ground-breaking ceremony, lead by all the members of the immediate Brandt family and attended by more than 40 local dignitaries, was held on October 16, 2012.

Members of the immediate Brandt family participated in the groundbreaking. Above left to right, Will Gustafson, Alex Gustafson, Joe Gustafson, Terri Gustafson, Glen Brandt, Rick Brandt, Evelyn Brandt Thomas, Sierra-Shae Brandt and Kristie Brandt.

### BRANDT Employees – An Invaluable Asset

BRANDT leaders have faced a few challenges through the years related to their phenomenal growth. "Growing and having the resources we need in-house has been challenging," said Rick. "Probably the first one is human resources." To find the specialized staff for operations in the U.S. - and for international expansion that would happen in the near future - requires time and expertise. "It's not just finding people. It's finding the right people," he said. The company now has a Human Resources Director and coordinator "that has been a godsend," said Rick.

Joe Brummel, who became BRANDT's Chief Financial Officer in 2007, has worked since then to get systems and processes in place for the continued growth. This included hiring staff for the IT division that maintains computers throughout the corporate office and all of BRANDT's retail locations. Hiring specialists has helped to facilitate BRANDT's expansion.

"We try to plan for the long term, with the structure, having the right people and bringing new technology to our customers," said Brummel.

A photograph of a cornfield with a sign in the foreground. The sign is divided into two horizontal sections: a red top section and a black bottom section. The word 'BRANDT' is written in white, italicized, sans-serif font on the red background. The words 'Manni-Plex' followed by a registered trademark symbol (®) are written in white, italicized, sans-serif font on the black background. The sign is supported by a white post with a series of small holes. The background shows rows of green corn plants with tassels under a clear blue sky.

***BRANDT***

***Manni-Plex***®



# Expansion, Sponsorships and Giving Back

2014 - 2019

*From 2014 to 2019, BRANDT was on a growth tear, making strategic business decisions to diversify the company and expand all three divisions. During that time frame, all three divisions of the business – Specialty Formulations, Agronomic Services, and Dealer Support – had at least one major acquisition while continuing to grow organically.*

## **Specialty Formulations**

In 2014, BRANDT acquired Grigg Brothers, a family-owned leader in the golf and sports turf industry. Founded by Mark and Gary Grigg, the company provided specialty science-based turf nutrition products to the golf and sports turf industries since 1995. GRIGG products are used by many of the world's most notable golf courses and stadiums because of their quality, performance and efficiency. And in 2019, after GRIGG had supplied fertilizer to the Rose Bowl Stadium for nearly two decades, BRANDT entered into a marketing agreement with The Rose Bowl Stadium as its official fertilizer partner. The field has been named the "Best Looking Field in All of College Football."

Under the GRIGG brand, we continue to introduce innovative formulations into the marketplace with

products like GRIGG Rhizonify that conditions the rhizosphere and improves turf playability.

BRANDT acquired a majority interest in BAICOR in 2016, a Utah-based company that manufactures and distributes more than 40 specialty fertilizers - and counting - across the globe. Now a BRANDT subsidiary, BAICOR is focused on using science and research to develop liquids for foliar and soil applications to boost plant nutrition. Their location also gives BRANDT a solid foothold in the West and Pacific Northwest.

BRANDT also formed a joint venture with Innovation Hammer, LLC, a company dedicated to improving plant health through innovative technologies and science. Innovation Hammer was the first to invent the glycoregulator category that optimizes photosynthesis of the plant, helping plants turn carbon into growth. The iHammer joint venture works closely with BRANDT's Discovery & Innovation team to develop new products. BRANDT GlucoPro® - the first of its kind in agriculture - was introduced in 2018 as a proprietary plant growth regulator. The product stimulates plant energy,



Chemist Danielle Knox at the Specialty Formulations lab in Pleasant Plains, Illinois.



growth and productivity, through a patented mechanism of action that releases tied up sugar inside the plant. The product has shown yield advantages on many crops including blueberries, melons, tomatoes, and sweet potatoes.

In 2018, BRANDT also introduced BRANDT EnzUp,<sup>®</sup> a revolutionary new enzyme-based specialty product line designed to increase yields, improve plant health and tolerance to stressors, and improve nutrient and water uptake. BRANDT EnzUp formulations contain specific enzymes that perform distinct functions in the soil profile and root zone. The enzymes are treated with a patented protection process that extends the length of time they remain active in the soil to deliver improved results.

During this time, BRANDT continued to enhance its product technologies, providing new products for their customers. In both 2017 and 2018, BRANDT released products in their flagship BRANDT Smart System foliar nutrient line, becoming one of the first fertilizer manufacturers to get its foliar nutrition products approved for use with Dicamba chemistries. In 2017, BRANDT released

11 formulations approved for tank mixing with Dicamba and 2,4-D herbicides. The following year, six new formulations were added to the BRANDT Smart System line. These products provide fast, effective nutrient delivery to the plant, and were designed for advanced tank mix compatibility. To support the new product development - and to ensure quality control - BRANDT opened a new formulations lab in Pleasant Plains in 2018 that doubled the formulation space and capabilities in the United States. The lab is six times larger than the previous lab and was designed to support the growing needs of the business. From the first day, the formulations lab has been utilized to its fullest extent, with 90% of the new formulations development taking place here. The lab also manages quality control and regulatory support. As production expands, it is essential for BRANDT to continue to provide their customers with high quality products.

Also in 2018, a new production facility for specialty formulations products opened in Visalia, California, allowing BRANDT to be more efficient and to better serve our customers. This location also houses BRANDT Hydrology water quality analysis and incorporates innovative manufacturing



Specialty Formulations plant, Visalia, CA.

technologies including a real-time bar code inventory tracking system. The new systems allow for faster production and the ability to fill customer orders more quickly. Plus, the facility operates using solar power generated on-location.

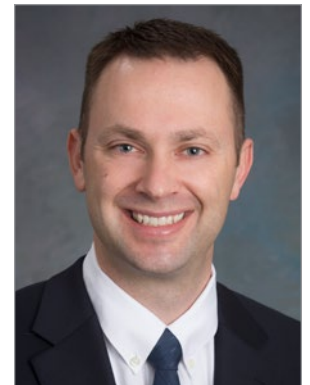
**B**rian Haschemeyer has climbed the leadership ranks at BRANDT since he joined the Specialty Formulations team in 2006. Currently, Haschemeyer is Vice President, Discovery & Innovation and leads the team responsible for the company's product development. The technical laboratories in Pleasant Plains, Illinois; Fresno, California; and Visalia, California are also managed by Haschemeyer. In addition, Haschemeyer has dotted line authority over the quality control labs in Logan, Utah; Carmona, Spain; and Olimpia, Brazil.

In January 2016, the Specialty Formulations team added John Guglielmi as the director of business development, and within the year, he was promoted to the United States National Director of Sales, managing the sales of agricultural, turf and ornamental, adjuvants, and aquatics products. Guglielmi sets the strategic direction for and leads a talented, experienced salesforce that covers 49 states.

### Certified Crop Advisors

Throughout history, a nation's overall success has been directly related to the success of its agriculture. Today, with approximately 2% of this nation's population engaged in the production of agriculture, the margin for error is small, and the effects of mismanagement extend well beyond the farm to all segments of society. Producers rely heavily on the advice of others. The Certified Crop Advisors (CCA) Program came into existence in 1992 to ensure that growers receive sound advice and recommendations.

The CCA program was developed by the American Society of Agronomy in cooperation with agribusiness retail dealers, cooperatives and manufacturers, state and national trade associations, the USDA, and independent consultants. Continual training and education are required to keep abreast of rapidly changing conditions, techniques, and requirements in farming. In 2022, BRANDT proudly employed 35 Certified Crop Advisors.



Brian Haschemeyer  
Vice President  
Discovery & Innovation



BRANDT Waverly plant.

*In Memory*  
**Pam Gaines**



*Pam was employed for more than 15 years by BRANDT, first serving at the Ashland plant and then in the Retail Division at*

*BRANDT Headquarters. A devoted grandmother and a NASCAR fan - her favorite driver was Justin Allgaier, sponsored by BRANDT - Pam was also a volunteer with the American Cancer Society's Relay for Life and an inspirational speaker at American Cancer Society events. After a 26-year battle with cancer where Pam bravely showed perseverance and determination, she passed away on May 11, 2015.*

**Agronomic Services**

In 2015, BRANDT expanded its retail footprint by acquiring three new agronomic locations in Illinois in less than a year. Hardy Fertilizer in Mount Auburn; Niantic Crop Service in Niantic; and Lemon Ag in Waverly all became part of BRANDT in less than 12 months. The 2019 addition of Farmers Exchange Fertilizer in Farmersville brought the total number of locations to 26.

In addition to retail locations, BRANDT also grew in Central Illinois with strategic partnerships, particularly in the seed side of the business. In 2017, BRANDT partnered with Farm Trust, a seed dealership in Moweaqua, Illinois. The partnership allows Farm Trust customers access to BRANDT products and in turn, BRANDT provides funding for Farm Trust, ensuring long-term stability and economic viability for the growing organization. Both organizations believe in putting customers first, making this partnership a perfect match.



BRANDT Midstate, Springfield.

### *In Memory*

#### **Bill Wallner**



*Bill served BRANDT for 58 years in a variety of roles, including loyal friend and confidant to Glen. Bill joined BRANDT in 1959 and in 1965, he was named the company's operations manager, a position he held until becoming president of Great Northern Equipment Company in 1974, where he was also an owner. One of Bill's major roles at BRANDT was focused on building, expanding, and renovating the company's physical spaces. He was also influential in the industry, serving as treasurer for the National Fertilizer Solution Association, and on various committees of the Illinois Fertilizer and Chemical Association. Bill retired from Precision Tank & Equipment. An active member in the Pleasant Plains community, Bill served on the Village Board and as a volunteer fire fighter. He loved fishing, boating, model airplanes, and local sporting events. In 2017, Bill retired after faithfully serving BRANDT and its customers as a consultant and board member. Most notably, Bill loved his family and he never knew a stranger. Bill passed away December 16, 2019.*

### **Dealer Support**

Dealer Support serves a network of dealers, distributors and industrial customers throughout Illinois and Missouri, supplying them with fertilizer through a range of distribution centers. With terminal and storage locations in Springfield, Meredosia, Havana and Curran, Illinois, the Dealer Support team handled more than 400,000 tons of dry and liquid agricultural products in 2019.

In 2017, BRANDT's Dealer Support division also grew through acquisition with the integration of Midstate Warehouse, located in Springfield, Illinois. BRANDT Midstate boasts storage space for up to 55,000 tons of dry material (used mainly for potash and phosphate). Ty Herman joined the BRANDT team and continued in his role as plant manager. Today, BRANDT Midstate remains a key part of the company's supply chain to Illinois customers.

Agave fields, Jalisco, Mexico





The BRANDT Legal Team:  
R. Lee Allen, Executive Vice  
President and Chief Legal  
Officer and Emily B. Cour,  
Senior Associate General  
Counsel.

### Adding Internal Legal Support to the BRANDT Team

As BRANDT continues to grow and diversify the business, additional talent and perspectives are needed to help ensure their continued success.

In August 2014, R. Lee Allen joined BRANDT as Executive Vice President and Chief Legal Officer, adding an essential internal capability to BRANDT. After working with BRANDT as outside counsel for several years, Allen left a Springfield-area law firm where he had been a partner for 20 years to help grow the company whose first priority is - and has always been - its employees.

"Joe (Brummel) and I had worked together previously for years doing merger and acquisition work for BRANDT. Coming in-house to work at BRANDT was a great opportunity for me because I believe in the vision of BRANDT," Allen said in a 2019 interview. "I believe the job of legal is to bring structure without limiting creativity and the entrepreneurial spirit. While this can be challenging, the Brandt family has embraced and encouraged this behavior."

As BRANDT continues to expand internationally, Allen has been instrumental in navigating the global regulatory environment, cutting through cultural barriers, and structuring acquisition deals.

One year after Allen joined BRANDT, the legal team was expanded in 2016 to include Emily Cour as Senior Associate General Counsel. At the time, Cour was a partner in a local law firm where she had been in private practice for 10 years. Allen and Cour work to support BRANDT by providing legal counsel and strategic guidance for all aspects of the business. Since Allen and Cour joined the team, BRANDT has successfully continued its transition from a small entrepreneurial company to a growing multinational concern.

"Our legal team isn't about saying no because saying no doesn't bring value. Our job is to say yes and help our leadership think about potential opportunities while balancing the strategy with a proper risk mindset. We want to help BRANDT grow while mitigating risk, and ultimately protecting the company. This is how we all succeed," Allen said.



BRANDT do Brasil, Olímpia, SP, Brazil.



Dr. Ramon Georgis, Ph.D.  
Vice President  
BRANDT International

### BRANDT's International Expansion

This era in BRANDT's history was marked by rapid expansion and growth in the international business. Dr. Ramon Georgis, Vice President BRANDT International, has been guiding BRANDT's expansion in this area since he joined the company in 2008. At the time, BRANDT was doing business with six foreign countries. Within a year, BRANDT was able to penetrate markets in 25 countries, and in 2019, that number jumped to 75 countries around the globe with the acquisition of Tragusa.

"The international business is a growing sector," Specialty Formulations leader and Executive Vice President Bill Engel said in a 2012 interview. "But the core business is still mainstream U.S. agriculture. We deal with everything from avocados to cotton, peanuts, corn and soybeans: the real staples. At the end of the day, we're providing solutions for customers' problems and providing quality products so that our customers will have more control over what they are doing . . . and more return on their investment."

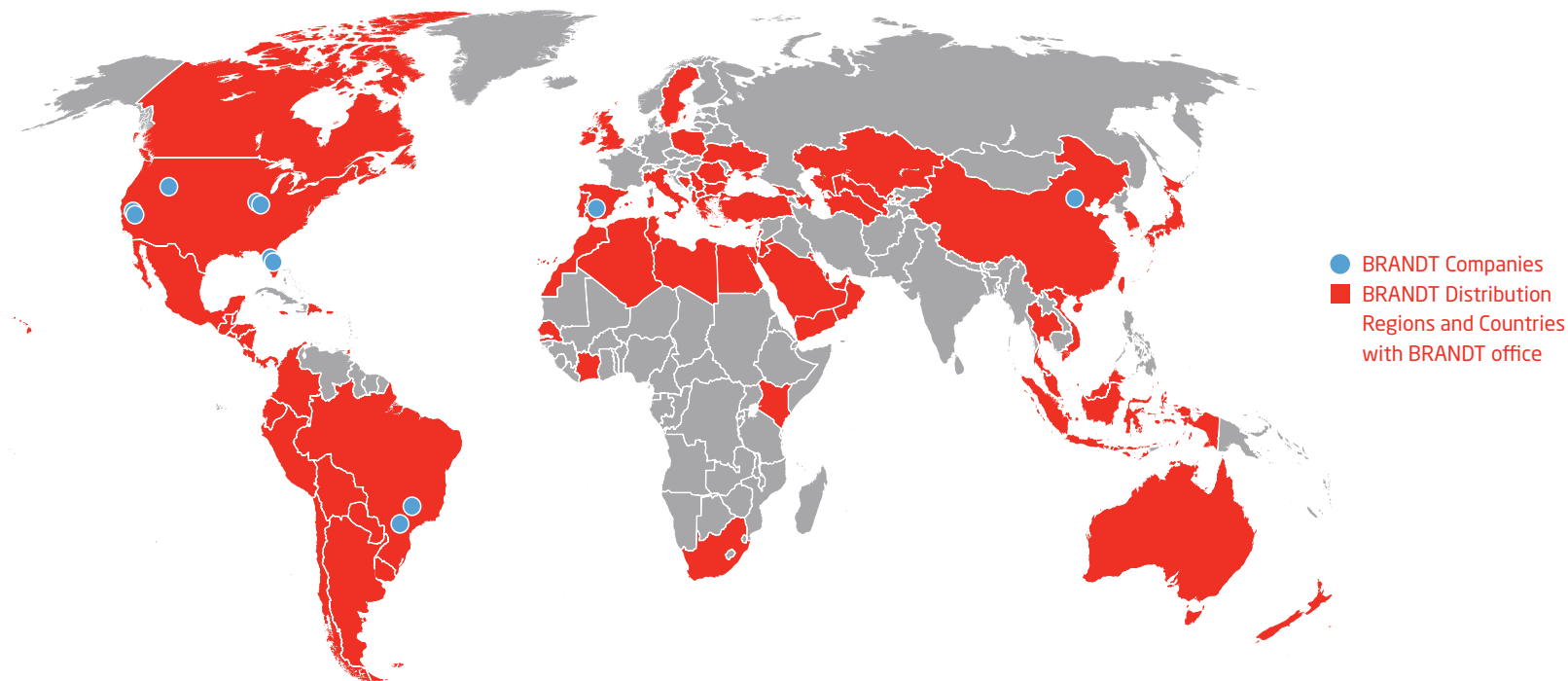
Georgis and his team continue to find global distributors who are committed to growth. In

key countries, BRANDT often has more than one distributor because of the broad range of product offerings. Working with multiple distributors allows BRANDT to expand product offerings for customers and to generate more revenue.

"Their success is our success," Georgis said in a 2012 interview. "We provide technical and marketing support, and this type of interaction with the distributor and the grower makes us successful."

**D**ealing with the registration process in each country can be a challenge. This process can take years for a single product to obtain approval, but this team works relentlessly to ensure BRANDT's products are registered correctly. Positioning the nutrient and fertilizer products takes an average of six months, whereas registering a crop protection product, such as a pesticide, can take two to three years. In 2013, 80% of BRANDT's international business was made up of nutrient products. The BRANDT Manni-Plex® line of micronutrients is one of the best sellers internationally, and BRANDT TriTek® is also an important product that is sold in many countries worldwide.





“BRANDT will continue to focus on international opportunities and bringing products to different parts of the world where agriculture technology is valued,” said Lee Allen. “I am excited about the innovation and the benefits we can bring to agriculture around the globe.”

BRANDT leadership loves to open the doors to its Springfield corporate office, inviting their international business partners to Central Illinois to discuss future plans, strengthen the relationships between BRANDT leadership and international partners, and to provide training in the latest product technology. “We want them to understand the technology as well as we do,” said Georgis. This kind of technical support, combined with excellent products and valuable partnerships, promises to bring even more international expansion in the future. This is another example of BRANDT’s commitment to building relationships and partnerships.

In the early 2010s, BRANDT expanded operations in several other countries across South America, Asia, and Europe, strategically expanding capabilities in an effort to take advantage of global market opportunities.

Thanks to growing business in China, BRANDT opened an office in Beijing in 2015, and at a special ceremony in April 2016, senior executives from both BRANDT and Beijing Xinhefeng Agrochemicals Co, Ltd. (XHF) celebrated ten years of their successful business partnership. Since 2006, XHF has been China’s exclusive distributor of BRANDT’s Manni-Plex line of high-performance foliar micronutrients. This partnership was expanded in 2015 when XHF also became China’s exclusive distributor of BRANDT’s advanced horticultural oil TriTek. Shenzhen Noposition Agro Chemicals Co. Ltd. (Noposition) also exclusively distributes BRANDT’s Inside line of advanced micronutrient products that improve fruit set, size and uniformity.

In 2015, BRANDT acquired a majority interest in Target Brasil Fertilizantes Ltda. (Target), a Brazilian company that manufactures, distributes and sells specialty agricultural products throughout the country. This acquisition was especially significant because it became BRANDT’s first international manufacturing facility with a domestic sales force in Brazil. Strategically, Target gave BRANDT the capability to accelerate growth in Brazil, one of



BRANDT Europe, Carmona (Seville Spain).

the largest, most important and most diverse agricultural markets in the world. Renamed BRANDT do Brasil, the company manufactures and distributes a wide range of specialty agricultural inputs. In 2019, the Target line included more than 40 fertilizers, seed treatments and other specialty products, as well as BRANDT's line of advanced, high-performance foliar micronutrient products. Led by Wladimir Chaga, in just four years, BRANDT do Brasil quintupled the size of its business and going into 2020, continued to show strong signs of growth and success.

And after working with Spain-based Tratamientos Guadalquivir S.A. (TRAGUSA) for several years as a distributor of BRANDT products, BRANDT acquired the company in 2016, adding an important manufacturing capability in Europe, and opening up access to new markets. TRAGUSA was renamed BRANDT Europe. The addition of BRANDT Europe allows BRANDT to manufacture products in Spain for shipment throughout Europe, the Middle East and Africa, providing additional opportunities to better serve international customers. BRANDT Europe products are primarily focused on crop protection, plant nutrition and pest control, which created access to new markets and an expanded customer base.

### Bob Walbaum – Serving BRANDT for 50 Years and Counting

Bob Walbaum served as BRANDT's attorney for more than 43 years, handling hundreds of legal matters. Walbaum represented the company in numerous acquisitions, real estate purchases, labeling matters, and dealings with the Environmental Protection Agency. In 1971, he helped BRANDT draft the company's first profit-sharing plan. As BRANDT moved into new markets nationally and internationally, he was instrumental in finding attorneys who specialized in protecting trademarks and patents. Working with BRANDT was a very enjoyable part of Walbaum's 50-year career. "BRANDT has been a terrific client," he said during a 2012 interview. "In my judgment, Glen and Evelyn have been successful because they have always associated with people who are very competent, very professional. This has translated into predictable success." Bob officially retired as BRANDT's outside counsel in 2012 but remains an active BRANDT board consultant.



BRANDT Technical Agronomist, Andrew Pedersen and customer Peter Reece review plant health and quality of cabbages at Ratto Bros. in Modesto, California.

**D**uring a 2019 interview, while reflecting on recent successes, Rick called out both Brazil and Europe. “In both cases, we did our homework and ended up with really good partners,” Rick said. “And that’s why it has been successful - because of the long-term relationships we have built. It is great to work with good people. Relationships are key not only in these international deals, but also in maintaining the BRANDT legacy of treating employees like family and doing things the right way.”

“BRANDT has grown in the last ten years far, far beyond my expectations,” said Glen Brandt during a 2012 interview. “We’re a local dealer, and we’ve grown, but I never dreamed that we’d go worldwide, like my son has taken us.”

### **Industry Leaders Bring Expertise to Board of Directors**

This time period in the company’s history also saw changes being made to the Board of Directors. For the first 60 years, BRANDT’s Board of Directors had been mostly composed of Brandt family members—Glen, Evelyn, and Rick—and BRANDT senior leaders with select “outsiders.” Over time, however, Rick has increasingly departed from this traditional mindset, expanding the Board of Directors to include independent, external directors who bring

a wealth of knowledge, diverse perspectives and strategic direction to the company. As BRANDT expanded beyond the Midwest and the United States, Rick wanted to enlarge the leadership pool and include experienced and successful industry veterans who provide advice and guidance to BRANDT leadership as they work to advance all areas of the business. The Board of Directors is charged with risk management, capital allocation and investment, succession planning, corporate governance, and overall strategic direction.

“From the employee level to the Board level, BRANDT aims to attract the best and the brightest in any industry,” explained Rick. “Our philosophy is simple: If you want to be a leader, your organization needs to be made up of leaders. With the addition of external Board members, we’re living that philosophy.”

Several industry leaders have served as Board Members in recent years, providing guidance and counsel to the BRANDT leadership team. De Willard, an outside director, and Bob Walbaum, a Board consultant, have been part of the BRANDT family for many years, and they continue to serve important roles in setting the future direction of the company.



Tim McArdle named 2017 Board Chairman of the Agricultural Retailers Association.



Eric Gordon, Territory Sales Manager, BRANDT Dealer Support

### BRANDT Leaders: Shaping and Guiding the Ag Industry

BRANDT leaders throughout the company's history have been named and elected to prestigious industry-leading positions. That legacy began in 1967 when Glen Brandt was elected to a three-year term on the Board of Directors of the National Fertilizer Solutions Association, and it continues today.

**Tim McArdle**, former BRANDT Executive Vice President and Chief Operating Officer, was named to the ResponsibleAg Board in 2014. The Board is a joint initiative of the Agricultural Retailers Association and The Fertilizer Institute. McArdle also contributed to BRANDT's legacy of leadership when he was named the chairman of the Agricultural Retailers Association for 2017. BRANDT is the only company that can claim three chairs of the Agricultural Retailers Association – Glen Brandt was president in 1972, and Harry Wallner served as president in 1982. In 2022, after his retirement, McArdle was named a ResponsibleAg Industry Ambassador.

**Eric Gordon**, Manager of the Lincoln, Illinois retail plant, was named 2017 Chairman of the Board of Directors for the Illinois Fertilizer and Chemical Association. Gordon began serving on the board in 2011 when he was first elected by the Association membership and retired from the IFCA Board of Directors after serving two terms and one year as Chairman. **Josh Allen**, the Manager of the BRANDT retail facility in Auburn, Illinois, was named to the Board of Directors for the Illinois Fertilizer and Chemical Association in 2019.

**Tracy Starich**, Sales Coordinator for Specialty Formulations in Fresno, served as Chairwoman of the Western Plant Health Association Board of Directors for 2018-2019. Before serving as Chair, Starich was a four-year member of the Board.



Ed Corrigan, BRANDT Senior Technical Agronomist, has served as Chairman of both the Illinois Nutrient Research and Education Council and the Fluid Fertilizer Foundation's Research and Education Committee since 2017. Corrigan's focus on these boards is to improve the efficiency of fertilizer while decreasing its impact on the environment.

Jack Stoldt, a Springfield businessman, served on the Board for more than 10 years. John Peaty, an Australian entrepreneur, brought both a unique perspective about global agriculture and BRANDT, after working with the company for more than 12 years as a distributor before joining the Board. Peaty leads one of Australia's largest privately-owned manufacturer/distributors of non-crop fertilizers and pesticides, and was a valuable member of the BRANDT Board for six years. David Delaney, former executive vice president and Chief Operating Officer at PotashCorp, served on the Board for one year, sharing valuable insights. Mike Barry joined the Board in 2014, bringing with him more than 30 years of agriculture experience in production, engineering, and management. Barry is the president of TradeMark Nitrogen and remains an outside director.

In 2019, two new faces were added to the Board. Kelley Earnhardt Miller is one of the most prominent women in NASCAR and a co-owner of JR Motorsports (JRM), as well as the CEO of JRM. As the daughter of seven-time NASCAR champion Dale Earnhardt, Earnhardt Miller is the backbone of JRM, overseeing the company's race teams and its management team, as well as all business ventures for her brother, Dale Earnhardt Jr.

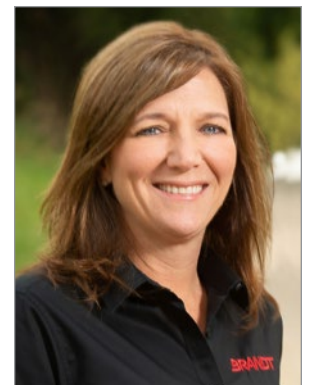
Chris Harbourt, Ph.D., brings a deep background in agriculture with both academic and start-up experience from his position as an assistant professor at the University of Illinois and his roles founding and running Ag companies. Harbourt brings a unique skillset to the Board as he has deep experience identifying opportunities and building companies to help farmers grow more abundant and sustainable crops.

*In Memory*  
**Jack Stoldt**



*Retired BRANDT Board Director, Jack Stoldt, passed away on February 7, 2021. Jack was a board member from 2002-2018 and*

*played an integral role in the growth of the business. His leadership, character and business experience provided valuable direction during his time served.*



Kelley Earnhardt Miller,  
Outside Director



Chris Harbourt,  
Outside Director



Randy Dowdy, World Soybean Yield Record Holder.



### Award-Winning Yields

As BRANDT's continued pursuit of excellence and relentless drive to create exceptional products benefits customers, and it has also led to award-winning yields in the United States and in Brazil.

Randy Dowdy, a farmer in Georgia, has been using BRANDT products to help grow his record-setting soybean and corn crops since 2011. In 2014, Dowdy established a new soybean yield benchmark in Georgia, producing more than 100 bushels per acre and besting the old Georgia record of 82 bushels. This record gave Dowdy a new title - the first farmer in the world to produce 400-bushel corn and 100-bushel soybeans in the same year. In 2016, using BRANDT products, Dowdy set a new world record for soybean yield of 171 bushels per acre. And in 2019, Dowdy and BRANDT shattered their own world record, surpassing the old record by nearly 20 bushels per acre, coming in at 190.23 bushels per acre.

"The plant health technology coming from BRANDT is outstanding. They are constantly challenging the status quo and bringing new tools and concepts to the market," Dowdy said. "Their products have been a key factor of our success."

Dowdy, a first-generation Georgia grower, also claims another title to his name - "Corn King." The winner of the 2019 Corn Warriors' Season 2 harvested a corn crop of 408 bushels per acre, and credited BRANDT products with his victory. Airing on RFD-TV, Corn Warriors followed five champion corn growers as they competed to produce the highest corn yield. Dowdy beat a stacked field of high-yield contest winners, including then-world recorder holder David Hula.

Dowdy has used BRANDT's high performance nutrients since 2011, including BRANDT's Smart System® line of high efficiency foliar nutrients and BRANDT's patent pending enzyme technology, BRANDT EnzUp. BRANDT Smart System products are compatible with crop protectants, allowing easy tank mixing and mitigating crop stress.

"When I began using BRANDT Smart System, I saw a strong visual response and knew I needed to take a close look at tissue tests to see what was happening inside the plant," said Dowdy. "I would pull tissue samples before and after application. After applying BRANDT foliar, there was always a fast and substantial spike in nutrient levels, which told me that my applications were getting into the



Specialty Formulations production line, Pleasant Plains, Illinois.

plant and doing their job to adjust plant nutrient levels. These products give me the tools to manage nutrient levels precisely and quickly to optimize plant health.”

“BRANDT Smart System products deliver nutrients to plant growing points quickly and are an excellent tool to boost crop quality and yield,” said Brian Haschemeyer, Vice President of BRANDT Discovery and Innovation. “In soybeans, you’ll see increased flowering, pod set and pod fill, in addition to the plant health benefits.”

In 2019, Dowdy began sharing his knowledge with other farmers, and BRANDT is part of the effort to reach other high-yield growers. Along with Virginia’s David Hula and with BRANDT’s support, Dowdy is offering Total Acre Farm Camps throughout the Midwest and Southeast. The Total Acre Farm Camps program is a series of intensive grower education workshops led by the yield champion duo. The workshops provide valuable insights on proven methods and techniques for improving yield and farmers’ return-on-investment.

BRANDT products are attributed with helping Dowdy secure several records in the United States, but BRANDT products are also helping growers earn recognition abroad. A Brazilian grower – Estanislau Bassan – won Brazil’s 2018 National Soybean Productivity Challenge in the non-irrigated category. Bassan won the challenge in the Brazilian state of Parana and produced 86 bushels per acre in less-than-ideal growing conditions. This region faced a 30-day drought, and his field had no irrigation, but Bassan used BRANDT Smart System and BRANDT Manni-Plex products that help maximize plant nutrient uptake and mobility.

“The impact of BRANDT nutrients was huge. I could see that they significantly enhanced crop productivity. It was very pronounced,” Bassan said, giving BRANDT nutrients credit for one of the key factors that increased his yield.



David Hula, World Corn Yield Record Holder



Justin Allgaier celebrates his victory at Phoenix in November, 2019.

© 2020 JR Motorsports, LLC



Allgaier was the NASCAR Xfinity Series Regular Season Champion in 2018.

### BRANDT Sponsorships

BRANDT has never been a company that follows the herd. Even in marketing, BRANDT looks for its own way forward. One example is the company's reliance on sponsorship as a key marketing strategy.

BRANDT's sponsorship of NASCAR driver Justin Allgaier provides a lift to the company's image and an important platform for company-wide marketing. "The new brand, the building, and now NASCAR are representations of what BRANDT is and what we want it to be," said Karl Barnhart in a 2013 interview.

The NASCAR sponsorship was met with some hesitation, but as Rick said, it was "purely a marketing decision," as he didn't know a lot about NASCAR when he agreed to sponsor the first race - and he had only once been to a NASCAR race.

What began as a marketing email to Rick asking BRANDT to sponsor a car for one race turned into a long-standing partnership with "a local kid."

The NASCAR partnership was a "career-changer for me," Rick said. "It completely changed my life, my career, and most importantly, the identity of the company, all for the better."

Evelyn met Allgaier when he was just 19, after he delivered a speech to her businesswomen's club. Rick became acquainted with him a few years later and was impressed by his racing credentials and the fact that Allgaier had grown up in Riverton, Illinois, not far from the home of BRANDT in Pleasant Plains. Allgaier was already an accomplished driver, who had been sponsored by Penske and Verizon. Rick was excited by the idea of BRANDT sponsoring a local young man, who was already in the top level of racing.

In 2011, Allgaier and BRANDT signed an agreement, and the company welcomed him with open arms. During the first full year of sponsorship in 2011, Allgaier had a successful season, finishing third in the overall NASCAR Nationwide Series point standings. That first year, he won at Chicagoland Speedway, thrilling BRANDT employees and guests who were in attendance. In addition to winning the race in Chicago, Allgaier racked up six top-five finishes and 17 top-ten finishes in 2011.





Miguel Paludo

Allgaier's success on the track has aligned with BRANDT's success in the ag industry. Allgaier, who in 2019 was in his 10th year competing in the Xfinity Series, had already claimed 10 wins - including five victories in 2018 - plus 69 top-five finishes; 152 top-10 finishes; and had earned the pole position six times in 273 starts.

**T**hese races provide a marketing platform for customer engagement and are also great fun for the entire BRANDT employee family. Through the years, guests at races have included local and international distributors, customers from all over the United States, key suppliers and business partners, and employees from all divisions. Through its NASCAR sponsorship, BRANDT has further established itself as a global agriculture company and an industry leader. In fact, BRANDT has invited other industry leaders, including the Future Farmers of America, Nutrients for Life Foundation, Precision Tank and TradeMark Nitrogen, to join in promoting an "all ag" message to raise awareness for the global contributions of the Ag industry. It's just another way that the BRANDT organization is giving back.

After experiencing success on the NASCAR track, BRANDT decided to expand its sponsorship to an international motorsports series in an effort to grow brand awareness in Brazil, a key market for BRANDT. In March 2015, BRANDT began sponsoring Miguel Paludo in the Brazil Porsche GT3 Cup Challenge. BRANDT do Brasil is the primary sponsor of Paludo's car. And Paludo's previous success in the series - the first back-to-back and two-time champion in series history - made him the perfect partner for BRANDT.

And Paludo has continued to find success - this time racing in BRANDT red - winning the Brazil Porsche GT3 Cup Challenge in 2016, 2017 and 2019. Also in 2017, Paludo combined with BRANDT-sponsored NASCAR Xfinity Series driver Justin Allgaier - the pair previously met at the NASCAR Camping World Truck Series - and claimed first place in the Porsche GT3 Endurance championship. This marked the first endurance championship for Paludo, who won both the individual and endurance championship title in 2017.

The Porsche sponsorship is also an opportunity to host BRANDT do Brasil customers, employees and business partners.



Paludo was the Brazil Porsche GT3 Cup Challenge Champion, 2016, 2017 and 2019.



Glen and Evelyn at the Clayville Historical Site in 2018. The Brandts helped provide funding for the restoration in 2010.

## THE BRANDT FOUNDATION



Justin and Evelyn at the launch of The BRANDT Foundation at Charlotte Motor Speedway in 2012.

### Three Generations Launched The BRANDT Foundation

In October 2012, Evelyn, Rick and Sierra-Shae launched The BRANDT Foundation. Designed to organize the company's charitable giving with a focus on agriculture-related projects and initiatives, The BRANDT Foundation serves an unwavering mission: To provide meaningful assistance and support to the communities, farms, and families where BRANDT does business.

The BRANDT Foundation also provides an opportunity for BRANDT employees and partners to get involved in the giving that Evelyn instilled in the company from its inception. During a 2019 interview, Rick said he, "inherited an appreciation of doing things for others" from Glen and Evelyn and is "proud to lead a company that has always been considerate to the local community."

"BRANDT has always tried to be a generous company," said Rick, at the official launch of The BRANDT Foundation in 2012. "The BRANDT Foundation will enable us to be more strategic with our giving so that we can stretch our dollars to positively affect more people."

Sierra-Shae officially announced the launch of The BRANDT Foundation at Charlotte Motor Speedway adding that the first donation from the Foundation would go to the Springfield Animal Protection League, an important local charity in Central Illinois.

"Having three generations of Brandts together in one place - representing the past, present, and the future - to announce The BRANDT Foundation was a really meaningful experience," Rick said.

**B**eginning in 2016, BRANDT has made generous donations to Mayo Clinic's Center for Individualized Medicine, as part of a long-standing partnership between the Mayo Clinic and the University of Illinois. The support enables technology-based healthcare advancements in the Center for Individualized Medicine that applies personalized health care based on a patient's specific genome. The partnership with Mayo marries BRANDT's focus on growing healthy plants for healthy food with Mayo's focus on healthy people.

In 2018, The BRANDT Foundation raised more than \$30,000 for the Memorial Medical Center Foundation in Springfield, Illinois. The fundraiser began with a \$2,500 pledge from BRANDT



BRANDT employees gather together in 2015.

and then employees, board members, vendors, senior leaders and the Brandt family personally contributed to raise the funds to support patient care, education and research throughout the Memorial Health System and the Springfield community.

The BRANDT Foundation will continue the legacy of giving generously and supporting our communities.

### **The BRANDT Family: A Legacy of Giving**

BRANDT's commitment to the community has been unwavering, and the involvement of the Brandt family in Central Illinois communities continues to improve the lives of BRANDT's agricultural customers. Evelyn, especially, has been involved with numerous community organizations, including 4-H, Future Farmers of America, Illinois Women in Leadership, Women Entrepreneurs of Central Illinois, and the Memorial Medical Center's Foundation Board.

Evelyn said, "Giving back and supporting the community has always been important to our family." She added with a laugh, "I want to support everything!"

Every member of the Brandt family believes that giving back to the community is essential. Rick has served on the Memorial Medical Center Foundation board for two terms. Glen and Evelyn established several scholarships for agricultural students at Lincoln Land Community College and the University of Illinois at Champaign. They also provided generous support to build the Pleasant Plains Sports Complex. The Brandts also helped provide funding for the restoration of the Clayville Historic Site, which includes the Broadwell Tavern and Inn, built in the early nineteenth century. A brick structure, one of the oldest buildings still standing in Illinois, has been restored. There is a room in the Inn dedicated to Peggy, Glen's wife, who passed away in 2009.

After Evelyn's husband, Gordon, passed away in 2003, she has continued to be actively involved in the community and charitable organizations. "It's my therapy," she said. "Attending events and representing the company gives me a reason to get up in the morning."



Evelyn funded the creation of the Gordon R. Thomas and Evelyn Brandt Thomas Garden of Hope at the Simmons Cancer Institute. It was dedicated in 2008 on Gordon's birthday, July 31. The garden includes a stream and rocks like those found on the Thomas family farm, near Mt. Sterling, Illinois. Every year there is a butterfly release in the garden, in memory of those who have passed away.

**T**hrough the years, Glen and Evelyn have been honored with several outstanding community awards. They were inducted into the Pleasant Plains School District Wall of Fame in 2004. Evelyn won the Athena Award in 2009 which is given to people who have achieved excellence in their businesses, served their communities and assisted women in reaching professional and leadership goals. Evelyn was also named the 2008 Security Bank's Women of Influence, and she received the Boy Scouts' Trailblazer Award in 2011.

In 2011, Evelyn was named the Outstanding Woman in Agriculture by the Illinois Agri Women. She received this honor on Agriculture Day during the state fair, with a ceremony and luncheon on the Director's Lawn. This award recognizes ongoing and outstanding contributions of Illinois women in agriculture.

### *In Memory* Gordon Thomas



*Gordon Thomas was born in Rushville, Illinois in 1925 and graduated from Brown County High School. He served in World War II*

*and earned a bachelor's degree at the University of Illinois College of Agriculture in 1950. That same year he married Evelyn Brandt. They were married for over 50 years. For most of his career, he was a civil engineer for the Department of Transportation. He was also a co-owner of BRANDT and was involved in several agricultural related industries, as well as farming. Gordon passed away March 8, 2003.*

At the age of 90, Evelyn also received an honorary doctorate of humane letters from the University of Illinois, Springfield on May 17, 2014. "I'm just a country girl from a one-room grade school who has



Illinois National Ag Day, 2015.

been on a fabulous journey. That journey has taken me out of my comfort zone and around the world, but always home to Central Illinois where I have tried to be a good citizen, a positive role-model and a leader in the Ag industry and community." The campus' Student Union Building also houses the Evelyn Brandt Thomas Lounge.

Illinois' 2015 National Ag Day was hosted at BRANDT's Springfield corporate office celebrating the theme of Sustaining Future Generations. More than 200 agricultural professionals, FFA members and guests joined Governor Bruce Rauner to celebrate the ways agriculture helps feed, fuel and clothe the world. BRANDT received a special Ag Day Proclamation honoring their contributions to agriculture and their leadership role in sustaining future generations of agriculture professionals.

BRANDT's Springfield corporate office also served as host for the annual United Cerebral Palsy of Land of Lincoln telethon. One of the country's last telethons, the event was hosted by BRANDT three times and was one of the United Cerebral Palsy's most successful fundraising events, supporting children and adults through Central Illinois.

Until his passing in 2020, Glen continued to make contributions to the community and BRANDT. He also enjoyed a few hobbies. Glen had a passion for old cars and worked to collect and restore some impressive vehicles. One of his favorites was a restored 1956 Thunderbird in A-1 condition. Evelyn shares Glen's passion for cars, and for years drove a replica race car into the office. She also loves cheering for the St. Louis Cardinals.

BRANDT continues to attract and retain excellent employees. By the end of 2019, the company had more than 500 full-time and 150 part-time employees in the US, 80 employees in Brazil at BRANDT do Brasil and 90 employees in Spain at BRANDT Europe. BRANDT employees nominated their company for the Springfield (Illinois) Business Journal's "Best Places to Work" award, which the company received in 2010.

BRANDT has been recognized three times for its corporate and community service efforts during the Springfield Good as Gold Ceremony. The annual ceremony is sponsored by the Junior League of Springfield, the University of Illinois Springfield, and the United Way of Central Illinois, as a way to recognize community volunteers who improve



Evelyn throws out the first pitch at a St. Louis Cardinals game in 2013.



Evelyn hosts an annual luncheon for many of the administrative employees. In 2018, the event was held at the Clayville Historical Site near Pleasant Plains, Illinois. Evelyn is a strong supporter of the Clayville Historical Society.

the Springfield community through their service. BRANDT has also been named to Inc. Magazine's List of America's Fastest-Growing Private Companies several times.

BRANDT continues to be recognized, as in past years, as a company that treats its employees well by providing great benefits and a congenial working atmosphere.

"We treat our employees like family. When we have a staff function, the invitation is open to employees and their spouse; we include them in everything. We're proud that our employees stay here for a long time," said Rick in a 2019 interview. "Working at BRANDT is not a job, it's like a family - and that's an important part of our culture."

### **BRANDT's History of Taking Risks**

One of the many legacies of BRANDT is its history of trying new things, of failing at some and succeeding at others. Above all, BRANDT boasts a history of taking risks to grow the business. In the early years, it seemed there was a long list of projects and new businesses. BRANDT started its business by selling ammonia, and then took a risk by adding fertilizer a year later - and today, seven decades (and counting) later, fertilizer is a critical part of their business, and was clearly a success.

But for every success along the way, there have also been some failed business attempts. In the early days, Glen and Evelyn took a chance on a variety of endeavors, trying their hand at grain buying, selling pontoon boats, a mobile mill feed truck, running their own printing business, and even managing a heliport.

And while those businesses were not financially successful, those kinds of calculated risks helped shape decision-making and still happen today. Recent examples include BRANDT's brief entrance into - and subsequent quick exit out of - the pest management market, and also with a product made specifically for injecting trees that had some insurmountable design flaws. Although those opportunities didn't work out the way they expected, they did provide a learning experience for leadership.

"When you get into something outside of your expertise, that is when problems happen. We've had our fingers in a lot of things early on. But the key is, don't put all your eggs in one basket," Evelyn said in 2019 when reflecting on their varied business endeavors in the early years of BRANDT.



BAICOR plant, Logan, Utah.

"When I was raised, we had to pinch our pennies. And we didn't have many pennies to start with," Evelyn laughed. "Everything we've tried through the years is an adjacent business - there is a link back to ag with all of it. We've always been focused on ag."

When potential business partners would come to Glen with a proposal, Evelyn would ask questions and share her perspective with Glen, who would oftentimes rethink the proposition with a fresh lens after talking with Evelyn. Evelyn described the long-time partnership with her brother as a good one, quipping that, "my name fits me well ... I am a doubting Thomas."

This legacy of taking calculated risks and trying new things originated with Glen and Evelyn, but it has carried into the second generation of BRANDT leadership.

Evelyn said, "Glen was always out there wheeling and dealing, and that's the same thing we're doing today."

"If only one in ten ideas will actually work, you better get through the other nine quickly, so you can get to the idea that is a success," Rick said.

### *In Memory* *Dr. Gene Miller*



*Dr. Miller was the head of the Biology Department at Utah State University where he taught plant physiology, mineral nutrition*

*and plant biochemistry. The author of more than 150 scientific papers, Gene was an expert in plant and soil nutrition and is remembered for his significant contributions to plant science and the industry. Gene founded BAICOR, a specialty nutrition company in Logan, Utah, of which BRANDT acquired a majority interest in 2016. Gene passed away on July 19, 2017.*

The BRANDT Foundation donated \$100,000 in June, 2020 to create a legacy of support for the Lincoln Land Community College of Agriculture.



Peggy Brandt

### *In Memory*

#### *Peggy Eileen Carter Brandt*

*Peggy was born in Springfield, Illinois in 1933. She worked for the State of Illinois and as a flight attendant for Eastern Air Lines. Peggy married Glen Brandt in 1960, and the couple had two children, Terri and Rick. She was a proud grandmother of four grandchildren, Alex, Will, Joe, and Sierra-Shae. Peggy enjoyed volunteering with the Cub Scouts, Girl Scouts, Pleasant Plains Women's Club, and the Pleasant Plains Athletic Booster Club. Peggy passed away September 2, 2009.*

Lee Allen and the legal team have also contributed to this philosophy of strategic risk-taking that transcends time. "My job is to help the executive leadership team take more strategic risks, and help them evaluate business opportunities," Allen said. "We try to marry strategy and risk. We won't grow without taking risks, but I want to help the company grow while mitigating those risks."

And while all of the risks that BRANDT has taken through the years have not been successful, the company that was founded with a borrowed tractor and built on hard work has certainly worked out just fine.

### **Entering a New Decade**

Since its beginning in 1953, BRANDT has stood at the vanguard of the fertilizer business. Glen Brandt and Evelyn Brandt Thomas created the company to help farmers adopt new, profitable technologies for their operations. From anhydrous ammonia and liquid fertilizer to satellite positioning and precision agriculture, BRANDT has grown from a two-person outfit operating out of a chicken house to one of the country's most successful independent agriculture companies.

"In many ways, our company is the same today as it was in the beginning," said Evelyn, while reflecting on the growth of BRANDT in a 2019 interview. "We are still giving our customers quality products and services, and we've always done everything with integrity. You only get one shot at integrity, so don't promise something you can't deliver. Glen and I have different strengths and we need each other. He couldn't do it without me, and I couldn't do it without him."





Sierra-Shae Brandt purchases shares of BRANDT from Evelyn Brandt Thomas in December, 2019.

"It is in his heart and soul to do things right, to get the job done and to do it well," Rick said when describing Glen before his passing in 2020. "I remember growing up, he would be in the office six days a week; that was just his style, and he instilled this entrepreneurial spirit in me."

The cornerstone of the BRANDT business is - and always has been - family. Those strong family ties helped a brother and sister build the business; it has provided the second generation a solid foundation for growth, allowing the current CEO to expand the business domestically and abroad; and it will continue to be the guiding light for the third generation of the Brandt family as it takes the helm in the future.

Sierra-Shae, Rick's daughter and the third generation of the Brandt family, agrees with this family-first philosophy.

"Growing up, I saw how my Dad, Grandpa, and Evelyn treated everyone like family. With a small family, it is good to have people to rely on, to trust, and make memories with - it's nice to have a bigger circle of people around you," said Sierra-Shae. "The BRANDT culture has always been family-oriented. Everyone here acts like family, whether they really are or not."

The BRANDT management team made important decisions over the last several years to position the company for further growth. Through adding staff, growing the business overseas and throughout the American West, and by incorporating new branding, BRANDT has positioned itself for even more success. In the future, it will continue to extend its product lines around the globe, as well as increase its technical product offerings. As the world's population continues to grow, the market for BRANDT products expands as countries are embracing new fertilizers and new technologies.

Another significant change that marks the beginning of the new decade is the addition of Sierra-Shae as an owner of BRANDT, marking the third generation of family shareholders. In a special ceremony at BRANDT's Springfield corporate office on December 31, 2019, Evelyn officially signed over some of her shares to Sierra-Shae. BRANDT remains 100% owned by the Brandt family - Rick Brandt, Evelyn Brandt Thomas, Glen's daughter Terri Brandt Gustafson - and now, Sierra-Shae Brandt.



Terri Brandt Gustafson, Owner



Evelyn Brandt Thomas, Sierra-Shae Brandt and Glen Brandt look at BRANDT historical photos in 2017.

Evelyn remains very active in the daily operations of BRANDT, providing leadership and guidance across all divisions of the company, and also remains an owner. Monetizing some of Evelyn's shares provides her an opportunity to accelerate the rate of her incredible generosity to and impact on the community, schools, and the agricultural industry.

"Evelyn is absolutely BRANDT's best ambassador and this helps her continue that important work," said Rick.

As the company his family founded celebrates nearly seven decades in business, Rick Brandt continues to look to the future. "The company is just hitting its stride with a second generation," he says proudly. "We have a fairly young management team that is hungry and full of energy. And now, we're bringing Sierra-Shae - the third generation - into ownership. I am proud of Sierra-Shae for making this step; it's something she really wants to do. The whole Brandt family is deeply committed to the business of BRANDT."

Rick encourages all employees to voice their ideas for growth and expansion, whether through acquisition or new products and services. "My Dad was a really good delegator and he let others do

their job. He would give you the tools to do your job and do it well. I learned that from him. If it's a good idea, we make sure our employees have the tools to implement it, whether it's the capital to go buy the acquisition or the time to go get the training."

As BRANDT continues to grow and expand, Rick believes there needs to be a balance between the international and local business.

"We will continue to seek out international business opportunities. Years ago, we identified Brazil and Europe as good markets with a lot of potential opportunity. In both cases, we did our homework and ended up with good partners and that is why we've been successful - because of the relationships," Rick said in 2019. "When we look at additional expansion, we look for good partners."

Looking to the future, Rick believes that locally, BRANDT will continue to form partnerships with local businesses and to expand BRANDT's footprint in Illinois. And internationally, the expansion opportunities are limitless.

BRANDT's success in a highly competitive field speaks volumes about the degree of loyalty the company inspires from employees, customers, and suppliers. Everyone agrees that people are the key to BRANDT's long-term success.



Glen Brandt and Sierra-Shae Brandt, 2019.

"Everything is done on a personal basis," Glen Brandt once said, who believed that the company's story can be stated simply: "We were at the right place at the right time and had the right vision—and we were surrounded with good people."

When talking about the future of BRANDT, Evelyn admits that she hopes that the BRANDT employees will always keep their family-first attitude and continue to take care of their customers.

"We need to continue to give our customers a quality product and service, and go over and above what they asked for," Evelyn said. "We have always been focused on helping our customers make a better life for their family and their community. And we're still doing this today. The good Lord still has us here for a reason; we'll keep going until He is done with us."

Upon reflection of his career through 2019, Rick said, "I'd like to go back to 1995 and do it all over again; I may do a few things differently, but I love what I do."

"I've always told Sierra-Shae that she can do whatever she wants, and if she wants to be part of the company, it's here for her," Rick said. "And now, with the purchase of shares from Evelyn, Sierra-Shae has made this decision to become an owner

of the company. I'm very proud that Sierra-Shae considers herself the third generation of BRANDT. And I am thrilled to see what the future holds for Team BRANDT."

**W**hen Sierra-Shae was a young child, she recalls that Evelyn wore a heart-shaped locket with a picture of Evelyn's husband, Gordon, inside. Every time Sierra-Shae would open the locket, Evelyn would tell a different story about Gordon. More recently, while watching a NASCAR race with her family, Evelyn's phone accidentally began playing a rap song, so she stood up and started dancing. "She is 96 and drives a Camaro — that just says who she is," Sierra-Shae fondly said of Evelyn in a 2019 conversation.

"Together, Glen and Evelyn made me realize that anything can be possible if you put your mind to it and work hard. They started the company in their backyard with nothing and a couple of chickens, and they never could have imagined where they are today," said Sierra-Shae.

"I remember how much of a struggle it was at times. We never thought about giving up, we just kept working hard and somehow, we were able to put food on the table. And we had a darn good time," said Evelyn.



# Restructuring, Growth, and the Third Generation

2020 - 2023

*At the beginning of 2020, BRANDT introduced a new corporate structure with a strong focus on Team BRANDT. This structure was created to set BRANDT up for future growth and success, creating corporate organizations around the five operating companies - Agronomic Services; Dealer Support; Specialty Formulations; Discovery & Innovation; and International.*

## **BRANDT's New Corporate Structure**

Back in 2019, BRANDT started planning to restructure into a holding company format that offers many benefits. The restructuring was finalized in early 2020, and today, BRANDT is structured with the operating divisions in individual companies that all report into a holding company called BRANDT, Inc.

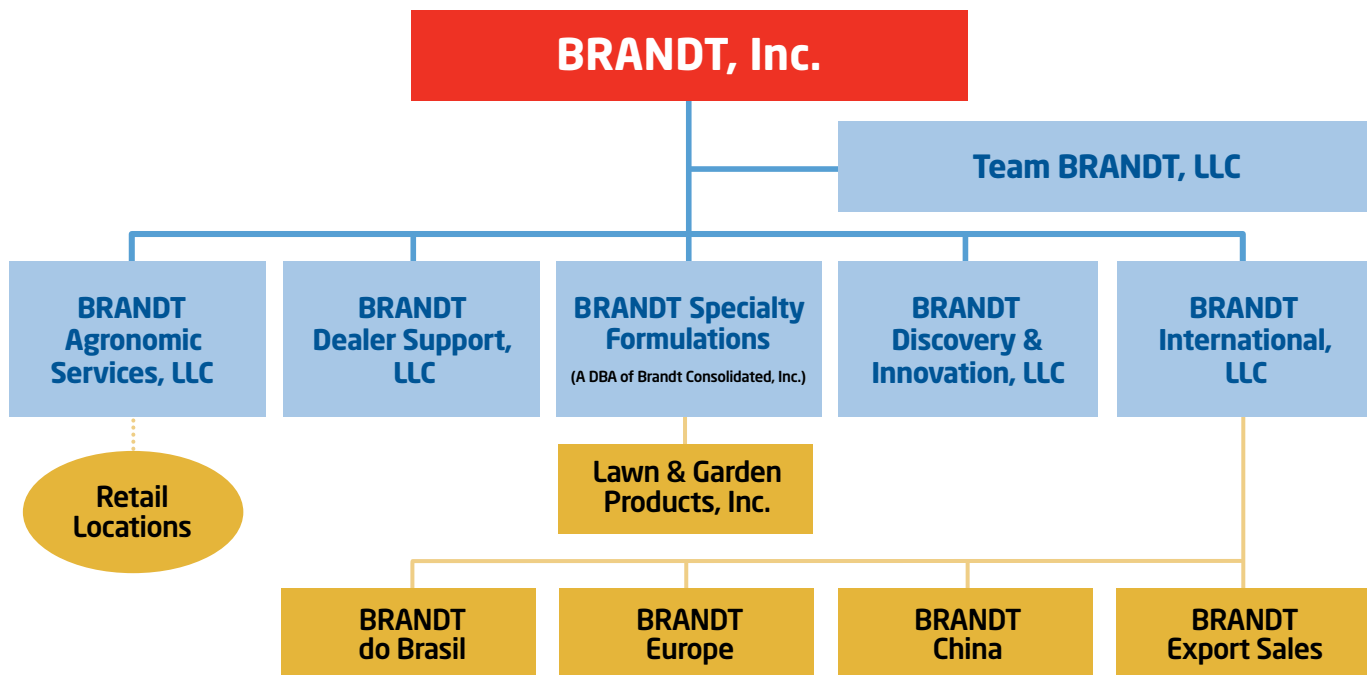
From a legal perspective, a holding company allows BRANDT to isolate various business units and the risks associated with those units - for example, an accident or an unforeseen liability. From a business perspective, it enables creative partnerships.

"The restructuring allows us to form alliances in specific lines of business and to create partnerships with specific business partners without opening up the entire business for them - it limits our liability

while increasing our creative opportunities," said Joe Brummel, BRANDT Executive Vice President, and Chief Financial Officer.

"There are inherent risks in agriculture, and there are always concerns about safety," said Lee Allen, BRANDT Executive Vice President and Chief Legal Officer. "We have been blessed with little liability in the past and this restructuring allows us to be sure we are operating prudently and protecting our shareholders. But just as importantly, as we grow and look for acquisition opportunities, it's rarely possible to buy 100% of a business. Instead, we start out as partners. We can enter a joint venture arrangement or a partnership without giving the other company access and ownership to all BRANDT owns. This was really the driving force behind our restructure - protecting our assets and our people."

An added benefit of the restructuring is with several different entities operating as individual companies, each company requires a unique set of management and directors. This provides advancement, leadership, and growth opportunities for BRANDT's employees.



The subcompanies are:

- **BRANDT Agronomic Services, LLC**  
*Houses our 22 retail agronomy locations providing products and services to farmers such as crop nutrients, seed, crop protection, custom application and nutrient management plans. Agronomic Services provides full-service value for our growers as we are a trusted advisor.*
- **BRANDT Dealer Support, LLC**  
*Provides wholesale products, logistic support and service to retail and industrial customers in the Midwest.*
- **BRANDT Specialty Formulations**  
*Provides specialty nutrients, micronutrients, biostimulants, plant growth regulators, sustainable and organic crop protection and adjuvants to the agriculture and turf and ornamental markets. Specialty Formulations remained a subsidiary instead of a separate LLC to continue to hold much of the company's intellectual property, like patents and trademarks, in the U.S. and around the globe.*

- **BRANDT Discovery & Innovation, LLC**  
*We bring new product technologies to our customers that improve plant health, and in turn, help them get better overall results. We develop and create our own proprietary BRANDT products and bring in technologies to fill out our portfolio. Innovation truly is the lifeblood of this division.*
- **BRANDT International, LLC**  
*BRANDT works with the world's leading ag and turf distributors to represent our products and provide local-market sales support. BRANDT products for international distribution are manufactured in the USA, Brazil, and Spain to manage delivery windows and logistical costs.*

Another key component of the holding company is a subsidiary to "house" all of the BRANDT employees. Called Team BRANDT, it is a separate owned subsidiary that employs all of BRANDT's employees, ensuring that there are no walls between employees. We are all part of Team BRANDT.



A new BRANDT seed and crop protection facility was built in Lynnville, Illinois in 2021 for seed storage, distribution and chemical mixing.



Team BRANDT can also be extended to acquisitions to facilitate transactions. When we make investments and acquisitions, one of the biggest costs for these smaller companies is providing benefits to their employees. We can leverage the Team BRANDT structure to give the acquired employees access to our great benefits. Additionally, through Team BRANDT, BRANDT can also provide the “back-office support” like accounting and Human Resources.

“Our Team BRANDT concept is very impactful,” said Bill Engel. “It allows smaller companies to stay focused on what they are good at - supporting growers - and we can support them by providing them with the administrative and support functions. It’s a win-win situation, and I believe it will be an important part of our legacy.”

In 2020, BRANDT opened a new headquarters location in the heart of downtown Tampa, Florida. BRANDT’s International Headquarters in Tampa houses the management team and allows for better collaboration among senior leadership. The location also provides improved access for international travel to Brazil and Europe through the nearby Tampa airport - for both BRANDT employees and our international customers.

Several of BRANDT’s sister companies are co-located in the same Tampa building allowing for additional in-person opportunities to capture synergies.

“The move to Tampa was a game-changer for us and exponentially improves our trajectory for success,” Rick said.

### **Updates from Agronomic Services**

Our Agronomic Services team are the farmer’s trusted advisors. After some small strategic shifts, at the end of 2022, we have 22 retail agronomy locations in the Midwest, providing products and services directly to farmers. BRANDT now proudly serves more than one million acres of production farmland in the Heartland.

“Our roots are in Central Illinois,” Rick said. “We started this business directly with our growers here, and we are fully committed to this area.”

With the retail agronomy locations spread across the Midwest, two regional leads were named to help improve communications, leverage synergy opportunities, and ensure consistency across all locations. Kenny Tate manages the south region and Ken Vincent manages the north region. Already, benefits are being realized from this strategic decision.





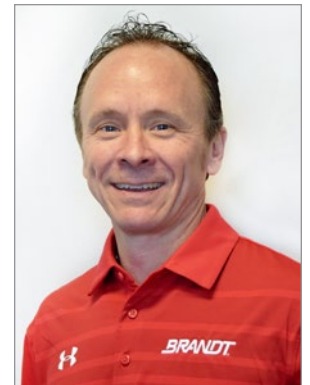
BRANDT Agronomic Services, Lexington, IL 2021.

Joe Brummel said BRANDT wants to “increase our critical mass in Illinois and the Midwest because the more business we do, the better prices we can get from our vendors, and we can pass that savings on to our growers.”

In his role as Chief Development Officer, Mark Powell is building out his business development team and in 2023 plans to add a full-time staff

member focused solely on growth opportunities in the Midwest.

“We are constantly on the lookout for agronomic services locations in Central Illinois; we want to protect our territory there and continue to provide for our local growers,” said Lee Allen, BRANDT Executive Vice President and Chief Legal Officer. “The question is - how can we grow in a smart and strategic way?”



Brent Wallner, Vice President, Dealer Support

### Tim McArdle Retires From BRANDT

After 44 years in the industry and 18 years of leading growth in BRANDT’s Agronomic Services group, Tim McArdle retired in 2021. In his role as an Executive Vice President, chief operating officer and general manager of the BRANDT Agronomic Services division, Tim led a team of nearly 200 employees, serving farmers on more than one million acres. Following his official retirement, Tim continues to participate on the Board of Directors.

“Tim is the last of the great originals of my tenure and I cannot imagine being a part of BRANDT without him,” Rick said.

### Updates from Dealer Support

Dealer Support continues to provide wholesale products, logistic support, and exceptional service to retail and industrial customers in the Midwest.

In 2021, the team added capacity for 10,000 tons of Ammonium Thiosulfate (ATS) at the Curran, Illinois location to better serve local customers. Due to the retirement of long-time employee Sam Luckey in 2022, Ty Herman - the former plant manager - was promoted to the General Manager of Operations for the entire Dealer Support team. In Ty’s place, Brad McCafferty was named plant manager for the Mid-State Warehouse.

The Dealer Support team continues to handle more and more products, at a higher volume, as they support growers in the Heartland.



BRANDT Specialty Formulations Plant, Pleasant Plains, IL 2021.

### Updates from Specialty Formulations

The mission of Specialty Formulations is to serve our growers and customers by providing specialty nutrients, micronutrients, biostimulants, plant growth regulators, sustainable and organic crop protection and adjuvants to the agriculture and turf and ornamental markets.

Bill Engel, Executive Vice President and General Manager of BRANDT Specialty Formulations, has been with BRANDT for 37 years and said the last three - beginning with COVID - have been the most challenging by far with the pandemic, supply chain issues, and escalating prices.

"I just cannot say enough about the entire BRANDT team through this time period. We've had record years in the middle of really trying times," Bill said. "From day one, the BRANDT team focused on meeting the challenges and how we can help our customers - the things we've always done. I couldn't be prouder of our company, and our people, and our culture. It truly takes every member of our whole family to make this company work."

In recent years, BRANDT has partnered with a number of companies in the areas of foliar

nutrition, seed treatments, nitrogen stabilizers, seed lubricity, biostimulants and biologicals, premier consulting services, and data management.

In the future, Bill expects advancements in all areas of agriculture, but specifically in biologics, as the industry figures out how to keep the micro-organisms alive until they get to the soil, where they can cause the greatest benefits to plants.

"We will continue to provide solutions for the growers of today and tomorrow with products that increase nutritional efficiencies, improve plant health, and increase yields," Bill added. "We want to be as close to the growing environment as possible so we can improve efficiency - those small nuances make huge improvements."

### Updates from Discovery & Innovation

We bring new product technologies - and new products - to our customers that improve plant health and provide improved results. BRANDT invests over one million dollars a year in testing through our Research Farms, University testing, and through our individual consulting and private sector testing.



A portion of the BRANDT Research Farm in Pleasant Plains, IL.

Brian Haschemeyer, Vice President, Discovery & Innovation, is leading the charge, and has assembled a great team of formulations experts, chemists, and an agronomy team.

"A farmer wants to know what the real-life application is of our products, and our Research Farms provide that on-farm opportunity," said Bill Engel. "Brian was totally prepared for this moment to lead the Discovery & Innovation team and he hit the ground running. His leadership in this area is impressive."

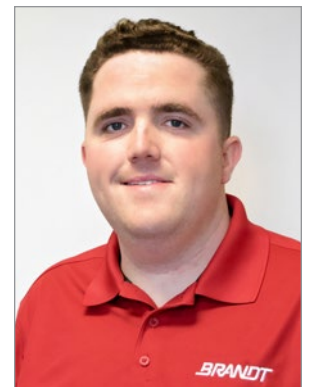
Back in 2005, BRANDT established a 70-acre research farm in Pleasant Plains to study the latest farming technologies, to test new hybrids, new products, nutrient management techniques, and stewardship approaches for crop production. In 2017, two additional fields were added, and the Pleasant Plains farm grew to more than 300 acres. The research farm provides a range of data on various soil types and allow BRANDT to see how new products - including sustainable products - work in the field, and to improve processes and products for all farmers. And BRANDT gives farmers the opportunity to tour the farm throughout the growing season, and during an annual Agronomy Day each summer. Additionally,

*In Memory*  
**Tom Wurmnest**



*Longtime BRANDT employee, Tom Wurmnest, passed away peacefully November 15, 2020. Wurmnest was the manager in Cropsey, IL for*

*33 years as part of Myers Crop Service and then BRANDT Agronomic Services. Dedicated and customer focused, Tom was always an exemplary employee who took pride in serving the local farming community, and always did it with a smile. He had a true passion for agriculture. He was a Certified Crop Advisor and trained numerous employees over his extended career who are still with the company today.*



Eric Winans, Ph.D.  
Technical Agronomist  
and BRANDT Research  
Farm Manager



BRANDT do Brasil, Londrina, PR, Brazil.

farms in Virginia and Mississippi partner with BRANDT to conduct trials, and there are plans to expand to more locations in 2023 and beyond.

Just before the 2020 pandemic, BRANDT added 40,000 square feet to its Pleasant Plains Specialty Formulations manufacturing center, providing the opportunity to house more inventory of finished liquid and dry fertilizer, and raw materials.

"Timing is everything. We needed to add warehouse space and we didn't know how critical this would be ahead of 2020," said Bill Engel. "The day the lights went on, the facility was already maxed out. Because of the supply chain issues across the country, we needed more space to house ingredients and build more products for our customers. This expansion was the answer we didn't know we needed."

In 2023, plans are underway to break ground on a Learning Center housed at the Pleasant Plains Research Farm. This expansion will house the equipment needed to farm the Research fields and will provide an opportunity to host training events and invite guests from across the globe to share ideas and best practices.

### Updates from BRANDT International

BRANDT works with the world's leading ag and turf distributors to represent our products and provide local-market sales support. BRANDT products for international distribution are manufactured in the USA, Brazil, and Spain to manage delivery windows and logistical costs. And there are no signs of slowing in the area of international expansion.

"Globally, we can say, we make these products, and we work directly with the growers who use them in Illinois. And then we take these products across the globe and share them with other growers, and improve their farming practices and yields," Rick said. "And then we go across the globe, and we learn from our international partners and take that knowledge and technology back to the U.S. to help our growers here improve their farming practices and yields. It's a win-win situation for all of us."

Brazil is a huge area of growth and opportunity for BRANDT. And the numbers speak for themselves.

"Seven years ago in Brazil, we did about \$3 million in business and our budget for 2023 is \$65 million," Joe Brummel said. "We're working to expand to Paraguay, Uruguay, Argentina, Peru, and Chile from



our Brazilian base. And our future areas of focus include the Mediterranean, South Africa, Turkey, and Mexico.”

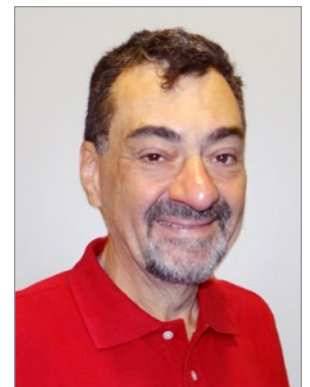
In 2020, BRANDT acquired an old dilapidated factory on approximately 7 hectares of land in the metropolitan region of Londrina, PR. After extensive renovation, BRANDT do Brasil opened a second Brazilian factory in July 2022. The new manufacturing space is BRANDT’s largest global industrial complex, with a total area of 70,000 m<sup>2</sup>, and houses the most advanced production and R&D equipment. The space includes multiple assembly lines, significant storage for finished products, a quality control lab, and an experimental station for research and development of new products. The new plant, named the Complexo Industrial Glen Brandt, was dedicated to Glen, who visited the BRANDT do Brasil team in Sao Paulo on his last international trip in 2018.

The new complex quadrupled BRANDT’s production capacity in the country. The plant in Olímpia, SP, which is strategically located for access to the Cerrado and the Port of Santos, remains unchanged.

“In Olímpia, we focus on dry products, while the Londrina plant is the hub for other, more specialized, products in our portfolio. This important investment allows the manufacturing, on Brazilian soil, of foliar fertilizers with American technology,” said BRANDT do Brasil president, Wladimir Chaga.

“This is a huge leap forward for BRANDT in Brazil,” said Rick Brandt. “Our goal is to move as much production for the Brazilian market to the local Brazilian plants. We are deeply committed to Brazil and our Brazilian customers. We aim to position ourselves for long-term growth and success in the country and across South America. This new plant will help us do that.”

“When we look at our global opportunities, we have to prioritize and do what we can - we only have so much time and so many resources,” said Mark Powell, BRANDT Chief Development Officer. “Our Porsche racer Miguel is on my team, and he’s focused on business development in Brazil. This is a huge advantage for BRANDT because Miguel knows our company, plus he knows the language and culture, and how business is done in Brazil because his family owns a business.”



Wladimir Chaga, President  
BRANDT do Brasil



BRANDT Franklin plant.



Rick Cathcart, Vice President,  
Environmental, Health and  
Safety

### Updates from Team BRANDT

Under the Team BRANDT umbrella, the last three years have seen two new significant areas emerge: the global Environmental, Health and Safety function, and a sharp focus on Cybersecurity.

On March 2, 2020, the new global Environmental, Health and Safety function was formed, from a recommendation from the Board of Directors. Rick Cathcart was promoted to lead the team as Vice President. The Environmental, Health and Safety function previously operated under Specialty Formulations, before being moved under Lee Allen as Chief Legal Officer.

“Having our Environmental, Health and Safety team report to legal instead of a profit center was essential to driving decision-making,” Lee said. “It’s our goal to make BRANDT the safest place to work.”

BRANDT has a proud history of promoting worker safety and minimizing its environmental impact while working in an industry with inherent safety risks for our employees, our communities, and the environment. The company is a charter member of ResponsibleAg, the industry-led initiative committed to helping agribusinesses properly store and handle farm input supplies. The new corporate-wide function provides the opportunity to develop processes and practices across the organization.

In its first few years - during the height of the COVID pandemic - Cathcart and his team focused on mitigating and addressing the pandemic, recruiting and adding key support staff to critical areas, standardizing critical programs, increasing in-house expertise, selecting safety management software and tools, and integrating more collaborative safety communication across all BRANDT and the related BRANDT companies, with the goal of achieving consistent application of the Environmental, Health and Safety programs and improving the safety culture.



BRANDT Gridley plant.

*In Memory*  
**Frank Sommer**



*Frank served as BRANDT's Plant Manager in New Berlin beginning the day it opened in 1961 and for the next 32 years. A well-respected, loyal,*

*and highly-valued member of the BRANDT team throughout his tenure, Frank was a friend to all and an instrumental part of BRANDT's early years. Frank was a 1950 graduate of Pleasant Plains High School. A Korean War Veteran, Frank proudly served his country in the United States Air Force from 1951-1952. Frank enjoyed hunting, fishing, and watching the St. Louis Cardinals, but most of all, he loved spending time with his family. Frank passed away at the age of 88 on December 11, 2019.*

**T**oday, the BRANDT Environmental, Health and Safety team looks forward to integrating all operations across the company into more unified safety programs for information sharing and success. The team is growing and engaging in training to build their expertise, and aims to create an environment focused on improving safety for all of our employees, communities, and the environment.

In March 2021, Scot Crawford was promoted to BRANDT's Chief Information Officer. In this role, Scot works to identify and mitigate potential IT security threats. BRANDT's IT team is working closely with local partner LRS to manage any potential risks - with one area of focus a month for the life of the two-year partnership.

"Scot has really set us up for success," said Joe Brummel. "We've tried to create a culture with no silos. People are our most important asset, and we recognize that every function - and every employee - is important for our success at Team BRANDT."



Scot Crawford, BRANDT Chief Information Officer



TradeMark Nitrogen, Tampa, Florida.



Sarah Phalen  
Outside Director

### **BRANDT Board of Directors Adds New Member**

In mid-2020, Sarah Phalen, CEO and President of Illinois National Bank (INB), was added to the Board of Directors. After being named president and CEO of INB in 2011, Phalen has grown INB into a \$1 billion organization with Illinois offices in Peoria, Bloomington, and Champaign, as well as a Missouri office in Chesterfield. The bank has its headquarters, as well as branch locations, in Sangamon County, Illinois. A native of Central Illinois, Phalen's personal experience of working with BRANDT and her deep ties to the community make her an ideal addition.

Joe Brummel is the senior leader who works closely with our banking partners, including US Bank, Bank of America, City Bank, and Illinois National Bank.

"We are a true business partner with them, and we have no secrets and no surprises with each other," Joe said. "It is important they understand us and our changing business. The more they understand who we are, the better our partnership will be."







Justin Allgaier pilots the hellowater #7 at the Atlanta Motor Speedway in July 2021.

### Diversification Through Partnerships

As BRANDT explores additional opportunities for growth and diversification, it has entered into a variety of partnerships.

“BRANDT will always be an ag company. But as we continue to evolve, sometimes, we look for diversification opportunities, and our focus is on products that will help people,” Mark Powell said. “When we’re looking for a partner, we’re looking for very strategic, mutually beneficial, and synergistic opportunities.”

When exploring new opportunities, having similar cultures and sharing primary values is the most important consideration.

“We’ve learned if you can’t get along right at the beginning of a relationship, we can’t work together,” Mark said. “If you’re going to be a problem in the beginning, then you’re going to be a problem later, and we simply won’t do business with those circumstances.”

Some of these diversified partnerships are based on Rick’s interests and involvement, including Precision Build, Rev1 Energy, and TradeMark Nitrogen.

And sometimes, those partnerships are born from innovation. For example, hellowater®, a line of consumer beverages, came from a technology developed at BRANDT’s iHammer subsidiary. BRANDT licensed that patented technology and made a financial investment in hellowater in 2021, with hopes of monetizing that investment.

BRANDT iHammer Chief Science Officer, Dr. Arthur Nonomura, has dedicated his life’s work to studying the body’s internal defense system, Cytochrome P450. Through Dr. Nonomura’s research, he has discovered that the CYTO PLUS technology creates a shield for our defense system while accelerating the elimination of toxins from the body. Using this technology, hellowater launched its line of immunity beverages in April 2021 with a marketing blitz through NASCAR, in partnership with JR Motorsports and BRANDT.

“We went into this partnership with hellowater because it’s a good investment and a great application of our technology,” said Rick.



Miguel Paludo drives the BRANDT #8 at Daytona International Speedway Road Course in February 2021.



### Expanding BRANDT's Presence Through Sponsorships

For more than ten years now, BRANDT has sponsored driver Justin Allgaier—and that strong partnership continues.

"I grew up in the racing world, and Justin and his family are like family to me; I adore them," Sierra-Shae said. "This is just another example of family connections within the BRANDT world."

And making the family connection even tighter, in 2016, Allgaier moved to JR Motorsports - whose CEO Kelley Earnhardt Miller is also a BRANDT Board Member.

**A**llgaier agrees. "As each year goes by, our relationship continues to get stronger and stronger where we feel like we are a family. I'm extremely proud of everything we have been able to accomplish, both on and off the track, and I know that it will only continue to get better. Our goals remain the same, and that is to go out and win as many races as we can."

In October 2022, JR Motorsports announced that BRANDT will return for its eighth season with Allgaier, and as the primary partner for the 2023 NASCAR Xfinity Series. Allgaier is the winningest driver in team history.

"Our NASCAR partnership really scared a lot of people in the beginning, but it's worked out really well," Rick said. "We've been racing in Brazil for seven years now and it remains a huge opportunity for us to build our business there and beyond."

BRANDT also expanded its partnership with JR Motorsports in 2021-22 as the sponsor for additional NXS races with the team's No. 88 Chevrolet for seven-time Porsche Carrera Cup Brasil Champion and BRANDT do Brasil driver Miguel Paludo. Paludo entered the 2022 season fresh off his seventh championship in the Porsche Carrera Cup Brasil with longstanding partner BRANDT. Together, the pairing of Paludo and BRANDT have earned a combined five championships, 20 victories and 60 podiums in Porsche competition.

And BRANDT is planning to continue to dominate in racing by building the BRANDT Futures Program. Led by Sierra-Shae, the sponsorship program is



designed to help grow the next generation of BRANDT racing partners. Each of the Futures drivers have an equal partnership from BRANDT.

"We have five BRANDT Futures drivers now - and they all have connections to the BRANDT family," said Sierra-Shae. Two of the Futures drivers are from Illinois, whose dads are BRANDT customers; one is the son of BRANDT's Porsche driver Miguel; one is the son of our NASCAR crew chief; and another is the son of one of our Board Members.

In January 2023, JR Motorsports hosted a drivers summit in Charlotte, North Carolina, for the Futures drivers. Both Allgaier and Paludo were in attendance, in their roles as mentors for the up-and-coming drivers. In addition to public speaking training, the drivers will learn about BRANDT's business so they can represent the brand well.

New in 2022, BRANDT's sponsorships moved outside of the racetrack - and on to a hockey rink with a Championship Level partnership with The Tampa Bay Lightning. The sponsorship includes the BRANDT logo featured on the Bolts' helmets for all road games, plus in-venue commercials and dasher board logo placement.

"Karl and I worked really hard to secure this sponsorship," Sierra-Shae said of her partnership with Chief Marketing Officer, Karl Barnhart. "Tampa is a huge hockey town so this is a great way to plant the BRANDT flag and get our name out there in Tampa. I've been told we are the "best kept secret" in Tampa because we are a great place to work, but people are still getting to know us."



**BRANDT**®

Proud Championship Partner of the Tampa Bay Lightning

The Lightning leadership shares the same values as BRANDT, making this an ideal partnership.

In addition to the helmet and in-venue branding opportunities, this sponsorship brings a unique component to give back to the community by working with local food banks in the Tampa Bay area to help fight food insecurity. BRANDT signage will also be featured during University of South Florida football and basketball games. As BRANDT settles into the Tampa Bay community, these opportunities will help strengthen local ties.



Ed Curtis, President and CEO Memorial Health, Kristie Brandt, Sierra-Shae Brandt, Evelyn Brandt Thomas, Rick Brandt and Melissa Hansen-Schmadeke, Executive Director Springfield Memorial Foundation.

### Celebrating Ten Years of The BRANDT Foundation

The Brandt family celebrated ten years of The BRANDT Foundation with two significant gifts.

“I’m so proud of our commitment to philanthropy and giving back to our communities,” Rick said. “This all started with Evelyn, and Sierra-Shae has inherited that same mindset from her. The BRANDT Foundation formalizes our giving and allows all of Team BRANDT to be part of our efforts and to improve our communities.”

**L**incoln Land Community College opened its new state-of-the-art Agriculture Center in May 2021, with a soil lab and simulation center supported by Evelyn and The BRANDT Foundation. The generous gift was in honor of Evelyn’s late husband Gordon, who was a graduate of the University of Illinois College of Agriculture and single-handedly managed BRANDT’s soil testing for their customers for many years - in their home.

On July 27, 2022, Rick, Sierra-Shae and Evelyn publicly pledged to reach a \$1 million milestone in donations to the Springfield Memorial Foundation. The generous commitment established an endowment through the Springfield Memorial Foundation to provide health care career education grants to support the future development of the local health care workforce. The BRANDT Endowment Fund will help create a pipeline of professional clinical staff, ensuring Springfield Memorial Hospital has staff needed to continue providing necessary patient care.

“Memorial Health has always provided the people of Springfield, including my brother, Glen, with remarkable care,” said Evelyn. “Our gift is intended to give back to the people who have given so much to us and to the community we love.”

“I believe the single biggest challenge facing our health care system is a lack of qualified providers coming into the system,” said Rick Brandt. “The BRANDT Endowment will help alleviate that shortage here in Springfield. I’m proud we’re able to make this gift to Memorial Health.”



Lincoln Land Community College officially opened its new Kreher Agriculture Center in May 2021. The \$7.5 million building instantly became the focal point of the college's Ag education program. And it features a soil lab supported by Evelyn Brandt Thomas in honor of her husband Gordon and a simulation center supported by The BRANDT Foundation.

### Glen "GB" Brandt Prize for Ag Entrepreneurism Created

In 2021, the Glen "GB" Brandt Prize for Ag Entrepreneurism was established in honor of Glen, who passed in 2020. The award honors a grower who exemplifies an entrepreneurial spirit and advances innovation through their business practices.

Fifth generation Illinois farmer Will Glazik was named the inaugural recipient. Glazik manages Cow Creek Organics Farms in Paxton, Illinois where he has diversified the farming system, moving from producing grain to an integrated crop-livestock operation selling high-quality organic meats, grains, and seeds. Glazik's nominations highlighted his qualities as a farmer, researcher, public speaker, distillery owner, and entrepreneur.

The 2022 winner was Matt Riggs, who won for his innovative work transforming the grain he grows on his fifth-generation farm to prize-winning beer at Riggs Beer Company in Urbana, Illinois.



Sierra-Shae Brandt

### The Third Generation of BRANDT Leadership: Sierra-Shae

Sierra-Shae has had an eventful couple of years. In December 2019, Sierra-Shae purchased shares of BRANDT, officially becoming an owner, and bringing the third generation of the Brandt family onto the ownership team.

"It's really amazing to follow in Evelyn's footsteps as a woman in the company," Sierra-Shae said of her great-aunt and co-founder.

Two years later, she graduated from the University of Tampa, and immediately joined Team BRANDT as a Marketing Associate. Currently, Sierra-Shae manages BRANDT's racing social media accounts, is on the NASCAR team, and is traveling with her dad Rick and learning the business.

Sierra-Shae's first memory of the BRANDT family business was going into the Pleasant Plains headquarters office with her dad who kept a stash



Rick, Sierra-Shae, Glen and Evelyn at the Illinois State Fair Sale of Champions.

of coloring books and crayons in the bottom drawer of his desk. "Dad's office was in the back of the building and a secretary sat out front. I thought the lady out front was the woman who owned the business ... I didn't realize it was my Dad!"

Throughout her childhood, Sierra-Shae was often found sitting at a dinner meeting quietly reading, writing or coloring, and inevitably soaking up all of the conversation and business decisions being made around her. And while it is impossible to measure the impact her childhood will have on her future leadership style and business acumen, those childhood interactions will most certainly come into play.

"One of my favorite memories of growing up is that I would sit inside the Board Room table during meetings. There is a perfect little hiding space in the table and as a child, I would hide in that opening underneath the table. It's still the same Board Room table and I can still fit under there now!"

**G**rowing up a Brandt meant lots of travel with her parents. And as an only child, Sierra-Shae is incredibly close to her parents, and they are often considered a three-person team. Kristie has also played a critical role in growing the business, serving as a trusted confidante and advisor to Rick, and others, throughout the years.

"My Mom is very successful in real estate and with her dog rescue. I like seeing her passion and what she loves to do, and that inspires me to do what I love to do," said Sierra-Shae. "My parents have always told me to do whatever I want - whatever I am passionate about. And they've never pressured me about being part of the company."

Sierra-Shae can see herself taking on more and more company work and continuing the family legacy of working really hard to improve and to grow.

"No one in our family ever retires, and my dad isn't slowing down, so I expect the same from him," Sierra-Shae said. "I'm really excited about someday taking over as the third generation."



“Sierra-Shae’s correct, I won’t be slowing down anytime soon,” Rick said with a laugh, “But I’m seeing this change and it’s becoming ‘Rick and Sierra-Shae’s company’ now, and I couldn’t be more proud.”

As the third generation of the Brandt family steps into the business, and a new decade dawns, it is apparent that the solid foundation of BRANDT’s past is giving clarity and direction to the future.

### **BRANDT In the Future**

When reflecting over 70 years of service to BRANDT employees and customers, Evelyn said, “I’ve been truly committed to this company since day one. It’s like a child I have raised, and I’ve watched it grow from nothing to something. But it wasn’t always easy.”

“I always tried to be a friend to our employees,” she said. “I’ve always believed that people work with me, and not for me.”

“Being raised on a farm, I know what it’s like, and I’ve always had a passion for the farmer. I was born to be involved in farming,” Evelyn said. “I’ve always

had a passion to help the farmer have a better life. By focusing on helping the local farmers, both our employees and our farmers had a better life, and then they could improve their local community. It’s a domino effect. The farmers help their local businesses and economies, and our employees help their local businesses and economies.”

“If I had to describe BRANDT in just five words, I would say: ‘How can we help you?’ said Evelyn. “How can we help you choose your seed; how can we help you plan your nutritional program; how can we help you with financing; how can we help you do whatever you need to be successful.”

When asked what BRANDT will look like when celebrating its 80th anniversary, Sierra-Shae said, “Whatever we’re doing in the business, one thing is certain - we’ll be celebrating another milestone birthday for ET!”



Thomas J. Turney/The State Journal-Register

### **Evelyn Named 2022 State Journal Register First Citizen Award Winner**

In honor of her decades-long and wide range of philanthropic work, and for championing education – particularly for women in agriculture – Evelyn was named the 2022 State Journal-Register First Citizen Award winner. The award, which started in 1963, recognizes Springfield area residents who give selflessly of their time and resources in service to others. Evelyn was a finalist for the award in 2014.

Evelyn's support of higher education, including the University of Illinois Springfield and Lincoln Land Community College, and nonprofits like the Educational Center for the Visually Impaired, made her the ideal recipient. The Educational Center for the Visually Impaired, located near the Springfield corporate office, works to improve the quality of life for people who are blind or visually impaired by providing education, training and development opportunities through services and programs.

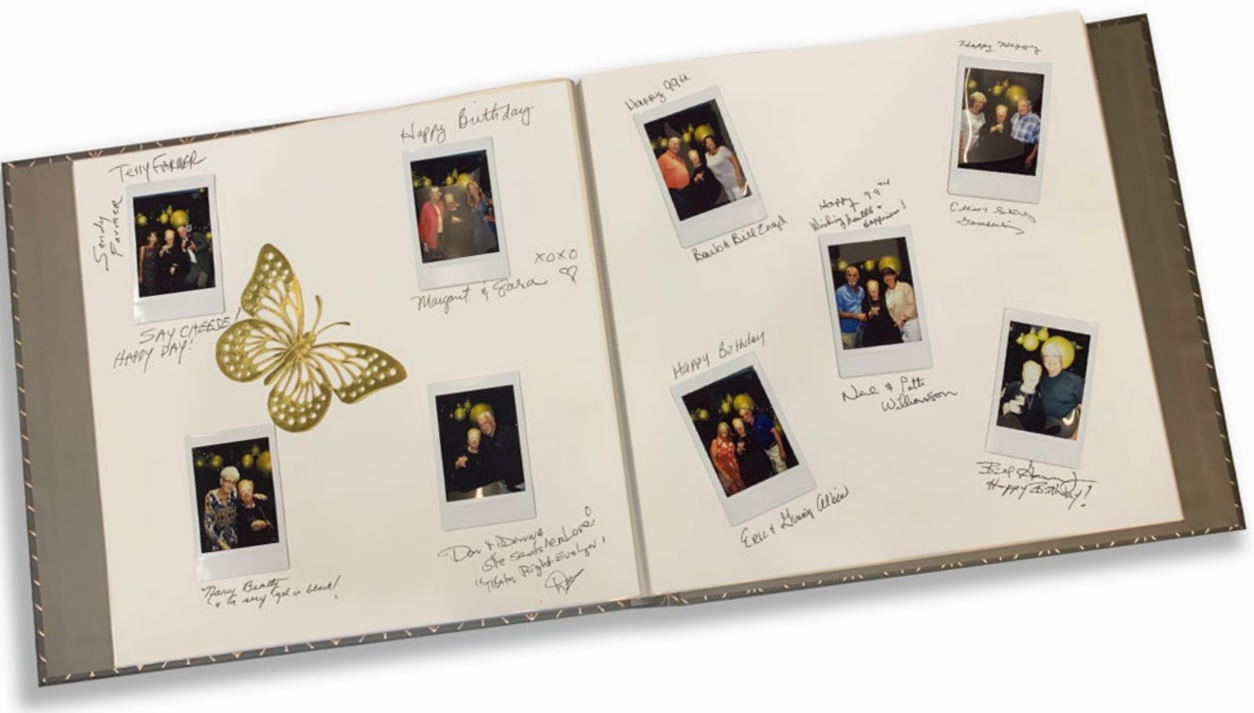
"Businesses need somebody who has an ag background: banks, insurance companies, fertilizer companies, chemical companies, almost any company. You need to have somebody who knows something about ag," Evelyn said. "I've raised a lot of 'kids' in 70 years at BRANDT, and I've had a lot of girls come back to me and thank me. They tell me, 'You really taught me good work ethic.'"

Evelyn reflected on how rewarding it is to see how BRANDT has enhanced employees' lives, positively impacted local farmers, and as a result, how the community has benefited.

"Thirty years ago, if you'd told GB and ET that we're in more than 85 countries today, they'd think you were crazy!" Sierra-Shae said. "It wasn't easy to get where we are today, and we'll have to work

hard to keep this legacy alive. But working hard has always been part of our family and who we are. I'm most proud of my family – we've built our company on being humble and working hard, and that won't change, regardless of what the future holds."





Evelyn celebrated her 99th birthday on August 25, 2022 at the Illini Country Club in Springfield, surrounded by her family and dear friends. Aside from visiting with guests, Evelyn said the best part of the evening was the scrapbook made throughout the evening that included photos and well-wishes from attendees who celebrated with her.

Mark Powell, in his role as Chief Development Officer, believes the future opportunities are limitless for BRANDT, a great company to work for now and in the future.

"Generally, we look at a potential partner and say, let's do something good together, make some money, and change the world," Mark said. "It's truly amazing to see what can happen when you share ideas and work together. There's not enough food in the world today to feed our population, so we are building and leveraging technology so we can try to help provide for the future."

"When I look to the future, I believe we'll keep expanding into different industries and sectors, and more countries, and we'll keep trying new things," said Rick. "I see us adding more manufacturing facilities, locally and globally, and who knows, maybe we'll add an international Headquarters to our map."

"I'm seeing so much excitement from Team BRANDT for Sierra-Shae coming on board now," Rick said. "Another generation in the business means we'll be around for a long time. We will continue to build and grow so we can continue to make a difference and give back."

### In Memory

#### William "Tommy" Thomson



Tommy was one of the original partners of Monterey Chemical with John Salmonson when the company began

back in the late 70's. The name later changed to Monterey AgResources, and in the early 90's Tommy started Monterey Lawn and Garden Products, the consumer line for the retail gardening market. In 2013, BRANDT acquired Monterey and it was announced that Tommy would retire at the end of the year. However, he kept pushing retirement back.

His wealth of knowledge in our business was an asset to us all and Monterey L&G would not have grown to be what it is today without his foresight and vision. Tommy passed away in January, 2022.

# History of BRANDT Companies



HarBrand was incorporated as a wholesale fertilizer manufacturing facility.



Anderson Fertilizer in Oakford, Illinois was purchased.



Horn-Ag Services in Greenview, Illinois was purchased.

1953

1967

1991

Brandt Fertilizer was formed to custom apply anhydrous ammonia.

1963

HARBRAND

1989

AF

HarBrand dissolved and BRANDT Chemical was formed.

Clayton Point Fertilizer in Franklin, Illinois was purchased.

1994

Horn-Ag



Hardy Fertilizer in Mt. Auburn, Illinois and Niantic Crop Services in Niantic, Illinois were purchased.



Target Brasil in Londrina-PR Brazil was purchased.



Mid-State Warehouse in Springfield, Illinois was purchased.



2012

2014

2016

Moon River Designs in New Berlin, Illinois was purchased.

2013



2015



Tragusa, in Carmona, Spain was purchased. BAICOR, in Logan, Utah was purchased.

2017



Grigg Bros. in Albion, Idaho, iHammer Technologies in Powell, Ohio and Lemon Ag Services in Waverly, Illinois were purchased.



2000

Raymond Fertilizer in Raymond, Illinois was purchased.



**Sloan**  
FERTILIZER



2002

Galesville Chemical in Galesville, Illinois, Parkway Research in Houston, Texas and Sloan Fertilizer in Lincoln, Illinois were purchased.

Industrial Resource Group was merged with BRANDT and became Dealer Support.



2006

Williamsville Ag Center in Williamsville, Illinois was purchased.

*Myers, Inc.*

Myers Crop Services was purchased, adding six retail locations in the northern Illinois service area.

2001



2003



2009



Monterey AgResources, Monterey Lawn & Garden and Creative Marketing in Fresno, California were purchased.

2019

Farmersville Ag Supply in Farmersville, Illinois was purchased.

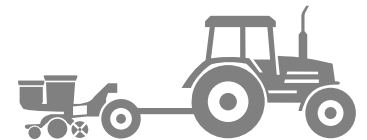


2022

Talc USA, based in Page, North Dakota was purchased.



2023



2020

**Farmersville**  
Ag Supply

Morton Fertilizer was purchased with locations in Wyanet, IL and Grand Mound, IA.

**TALC USA**



BRANDT Raymond plant

### In Memory

#### Ollie B. Myers

Ollie B. Myers, 83 of Lexington passed away in 2010. Ollie was born in 1927 in Leitchfield, Kentucky, son of Ollie B. and Nona Jewel White Myers. He married Dorothy Pratt in 1951, in Cropsey, Illinois.

Ollie served in the World War II Army of Occupation, stationed in Korea, before graduating from the University of Illinois with a Bachelor of Science degree in 1951. In 1955, the Glenn Kemp family gave Ollie the opportunity to be a pioneer in the retail ag fertilizer business, co-founding Myers, Inc. Myers Crop Services was purchased by BRANDT in 2009.

## History of Plant Managers

### Pleasant Plains - 1957

Rolland Boesdorfer  
Wayne Howard  
Dave Smith  
Bill Garver, Jr.  
Rich Sapp  
Joe Hermes  
Tim Greer  
*(Consolidated with Ashland, 2004)*

### New Berlin - 1961

Frank Sommer  
John Allen  
Joe Hermes  
Pat Hermes

### Ashland - 1966

Harold Roberts  
Bill Garver, Jr.  
Tim Greer

### Waverly - 1968

Frank Miller  
Clyde Stephens  
Dennis Lee  
Todd Jokisch  
*(Consolidated with Franklin, 2003)*

### Curran - 1976

Stu Miller  
John Allen  
Joe Hermes  
Sam Luckey  
*(Consolidated with New Berlin, 1994)*

### Auburn - 1989

Charles Chimento  
Mark Powell  
Josh Allen

### Oakford - 1989

Garrett Savage  
Ken Vincent

### Franklin - 1991

Dick Stiltz  
Neal Haarmann  
Wyatt Smith

### Greenview - 1994

Norm Horn  
Mike Ingram  
John Van Riper

### Raymond - 2000

Jon Tucker  
Robb Mohr  
Lynn McTaggart  
Ken Tate

### Lincoln - 2002

Eric Gordon

### Galesville - 2002

Steve Barrett  
Terry Cummings  
Kyle Cresap

### Virginia - 2002

Bill Garver, Jr.  
Tim Greer  
*(Consolidated with Ashland, 2004)*

### Williamsville - 2006

Chuck Powell  
Chris Becker

### Lexington - 2009

Denny Myers  
Jason McArdle  
Andy Killian

### Towanda - 2009

Bob Fish  
Phil Lawless  
*(Consolidated with Cooksville, 2022)*

### Cooksville - 2009

Lyle Tallon  
Doug Matlock  
Phil Lawless

### Fairbury - 2009

Gerry Vance  
Brad Schmidgall

### Cropsey - 2009

Tom Wurmnest  
Bryan Cole

### Gridley - 2009

Doug Nelson  
Bill Roth  
Kyle Wettstein

### Mt. Auburn - 2014

Steve Hardy  
Ben Winans

### Niantic - 2014

JD Waters  
Glenn Fuchs

### Waverly - 2014

Mike Lemon  
Josh Allen  
*(Consolidated with Auburn, 2021)*

### Farmersville - 2019

Larry Lucas  
*(Consolidated with Raymond, 2019)*

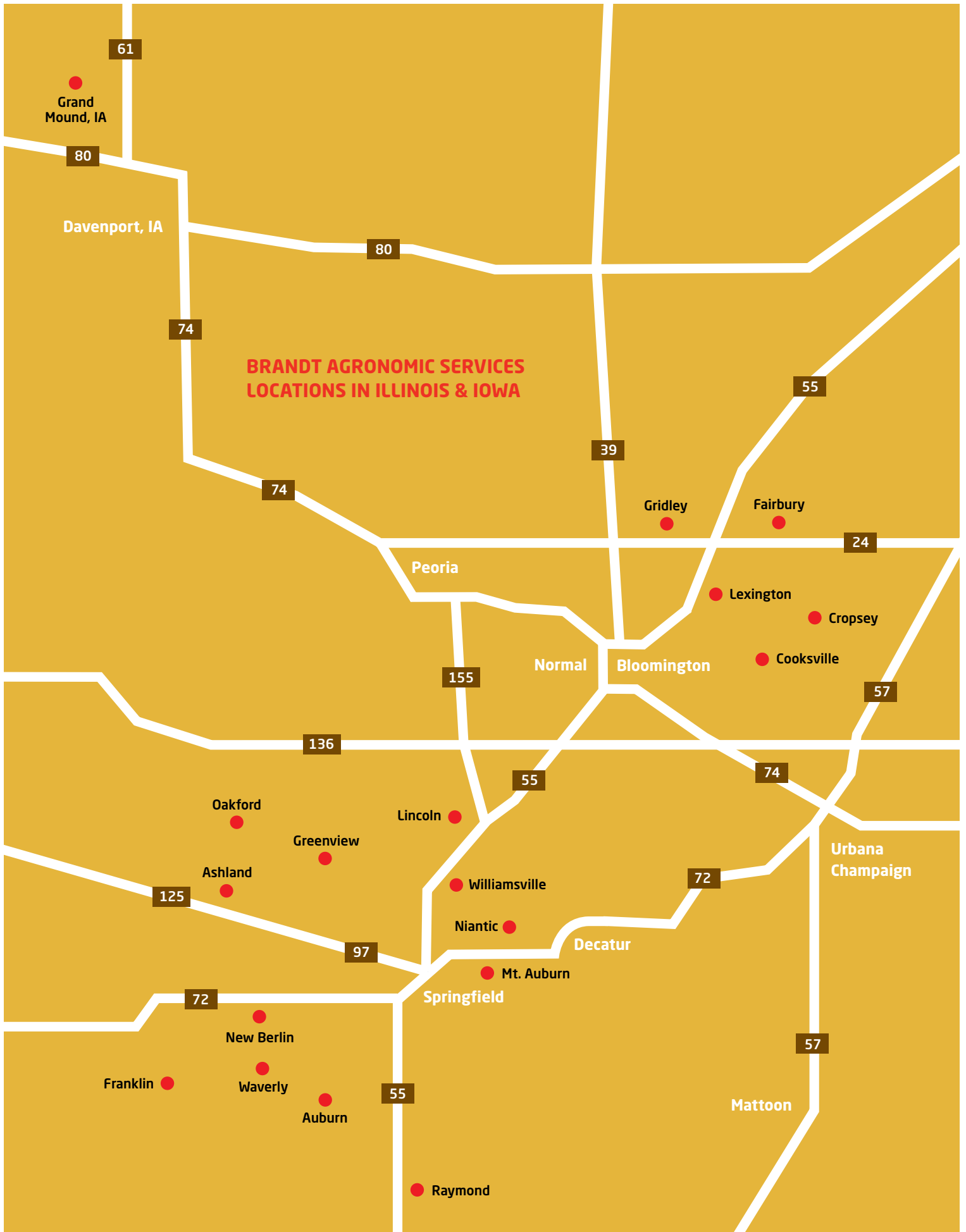
### Wyanet - 2020

Gary Morton

### Grand Mound - 2020

Mark Jacobs

**BRANDT AGRONOMIC SERVICES  
LOCATIONS IN ILLINOIS & IOWA**





Left to right: Joe Brummel, R. Lee Allen, Kelley Earnhardt Miller, Mike Barry, Bob Walbaum, Bill Engel, Rick Brandt, Evelyn Brandt Thomas, Chris Harbourt, Sarah Phalen and Karl Barnhart.

## BRANDT Board of Directors

BRANDT has long relied on an independent, experienced Board of Directors to provide leadership, direction and advice.

The BRANDT Board is carefully curated to provide insight to help advance the global business. It includes an ag-tech entrepreneur from Illinois, an experienced ag-retailer from the East Coast; and a long-term practicing Illinois attorney to name a few. It also includes the BRANDT Senior Executive Team. The BRANDT Board is charged with risk management, capital allocation and investment, succession planning, corporate governance and overall strategic direction.

As the company implemented its new structure at the beginning of 2020, the Board was made up of ten directors and three consultants.