Expanding Biodiesel Production and Use

Renewable Energy Opportunities for American Farmers

Arlington, VA

February 18-20, 2004
About Us

- West Central was incorporated in 1933 in Ralston, Iowa, which is still its headquarters
- West Central is governed by 9 elected board members and 2 appointed associate board members
- 3,490 Class A Stockholders and 134 Class B Stockholders
- Stockholders have invested $36 Million in the company
- Ownership is determined by volume of business done
- Stock is allocated yearly based on profitability
Annual Operations

- West Central employs 228 people
- Grain – markets 60 million bushels
- Agronomy - Seed, fertilizer and chemicals sales: $18,089,718
- Feed - processes over 141,000 tons
- Soy Processing - processes 7.5 million bushels of soybeans and processes 65 million pounds of soy oil into methyl esters
Core Values

QUALITY
Providing superior products and services

PROFESSIONALISM
Employees assisting customers

INNOVATION
Research, new products, new solutions

INTEGRITY
Honesty, trust, partnerships

CUSTOMER FOCUS
Sales History (millions)

- 2000: $163.7
- 2001: $169.9
- 2002: $187.6
- 2003: $219.0
- 2004: $253.0
www.soypower.coop

SoyPOWER biodiesel

Providing a cleaner, more efficient tomorrow!

ABOUT US
West Central Biodiesel Plant is the largest biodiesel plant in the United States. West Central is a manufacturer and distributor of preferred fuels, lubricants, and cleaners.

CONTACT
To learn more about SoyPOWER biodiesel and SoyPOWER products, contact us today.

SoyPOWER BIODIESEL
SoyPOWER is a high quality, renewable biodiesel fuel. SoyPOWER provides the answer - Expect more from your fuel.

SEARCH
Offering you our expertise on biodiesel. If you have questions, SoyPOWER is the answer. Frequently asked Questions.

NEWS
Biodiesel Industry News and Press Releases

LINKS
Biodiesel Web Resources and other related sites

WEST CENTRAL SOY
PO BOX 58
RALSTON, IA 51469
PHONE: 712-667-3215
FAX: 712-667-3215

AMERICA'S RENEWABLE FUEL
National Energy Initiatives

Energy Bill was passed by the House of Representatives last year but did not make it through the Senate.

It will be brought up again next month for consideration in the Senate.
An important mechanism toward meeting the funding target was modifying the method in which federal excise taxes are collected on ethanol-blended fuels.

* Grassley’s Volumetric Ethanol Excise Tax Credit (VEETC) Act of 2003, S. 1548, generates more than $2 billion per year in additional Highway Trust Fund revenues while maintaining a key incentive for the use of renewable fuels.
Biodiesel and ethanol tax provisions were included in the transportation bill.
National Energy Initiatives

Commodity Credit Corporation
CCC Program

- Encourages use of biodiesel
- Encourages building of new plants
- Helps price of soybeans
States with Biodiesel Initiatives

62% with Biodiesel Initiatives

- Arizona
- California
- Connecticut
- Florida
- Hawaii
- Illinois
- Indiana
- Iowa
- Kansas
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Missouri
- Montana
- Nebraska
- New Hampshire
- New Jersey
- New Mexico
- North Dakota
- Ohio
- Oklahoma
- Pennsylvania
- Rhode Island
- South Dakota
- Texas
- Vermont
- Virginia
- Washington
- West Virginia
States with Biodiesel Initiatives

Minnesota has 2% mandate

Illinois offer tax credits
U.S. Market

- **Diesel Fuel**
  - Annual US demand for diesel is 55 billion gallons
  - Annual on-highway usage is 32 billion gallons
  - Annual market growth rate is 5%

- **Biodiesel**
  - Government programs to reduce pollution support the use of biodiesel
  - Sulfur content in diesel fuel will encourage future growth
  - Renewable Fuel Standard (RFS)
  - Excise Tax Credit for Biodiesel fuel blends
  - Elimination of EPACT restrictions for biodiesel
  - State Initiatives
U.S. Renewable Fuel Standard & Excise Tax Credit

- Promotes Biodiesel

- Economic Impact of greater biodiesel usage
  - 2% 55 billion gallons = 1 billion gallons of biodiesel
  - Use oil from 715 million bushels
“We use biodiesel in our cars to run daily errands, we use it in our work trucks, we use it at high altitude and in super cold temperatures. It works great and smells great!”

- Daryl Hannah
Dennis Weaver – “Drive to Survive”

Drive to Survive promoted renewable energies, emphasizing a decrease in our dependence on foreign oil.
Land speed records set with West Central Soy diesel
Endorsing biodiesel

John Deere
Caterpillar
CASE International
Detroit Diesel
Cummins
Stanadyne
“We’re excited to be able to support the use of Biodiesel in our products. Biodiesel is a valuable tool for helping reduce engine emissions. It also stands as one of the linchpins in the movement to develop alternative uses for commodity products that can ultimately deliver more value to our producer customers.”

-Ted Breidenbach
Manager of Worldwide Engine Engineering
John Deere Power Systems
Benefits

- **Environmental**
  - Only alternative fuel to complete health testing required by Clean Air Act
  - Biodegradable and non toxic to atmosphere
  - Made from domestically produced, renewable resource – soybean oil

- **Operational**
  - Superior engine performance compared to other alternative fuels
  - Exceptional lubricity resulting in longer engine injector life

- **Economic**
  - No engine modification needed
  - Doesn’t require specialized mechanics to service engines
  - Helps meet our nation’s energy security goals
INFRASTRUCTURE
Potential Biodiesel Plants
Volkswagen is currently the only manufacturer that sells diesel-powered passenger cars in the U.S.
Commercial Applications

- US Dept of Defense – DLA, 3m gal
- US Air Force, Marines, Army – nationwide authorization
- Airport-shuttles, emergency vehicles, ground equipment
- 200 B20 Fleets
- Electrical generators
- Ski Resorts, National Parks
- Farm Electrical Generators
- B2 Customers
- MFA Oil, Countrymark, Growmark, Cenex (CHS Cooperative)
- Dupont/Pioneer Seed
Thank You!