

FOR IMMEDIATE RELEASE

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West Des Moines, IA – December 17, 2012: Heartland Co-op announced today that Todd Phillips has been selected as the cooperative's Executive Vice President of Grain and Risk Management. Phillips, who has been employed at Archer Daniels Midland (ADM) since 1996 and currently serves as Commercial Manager of ADM's Quincy, Illinois Soy Processing and Grain Elevator Group, succeeds Tom Hauschel, who has been appointed CEO of Heartland Co-op effective on January 1, 2013. Phillips will assume his new role effective January 7, 2013.

"The Heartland Co-op Senior Staff feels very fortunate to have hired Todd as our EVP of Grain and Risk Management," said Hauschel. "Todd's experience and knowledge of the corn and soy processing and local grain elevator businesses will serve our members well. The Heartland Co-op Staff looks forward to working with Todd as our company grows and moves forward."

"I am very excited to be joining the cooperative system," said Phillips. "Tom and the Heartland Grain Team have done an outstanding job of building a nationally recognized grain business. I look forward to working with the Heartland employees and membership."

Phillips grew up in Southeast Iowa where he is actively involved in farming today. He graduated from the University of Iowa with a B.A. degree in Economics and a minor in Business. He began his career at ADM in Decatur, Illinois as a Merchandiser. During his 16 years at ADM he has been promoted to River Merchandising Manager, Merchandising Manager, and Commercial Manager. Todd, wife, Barb, and their son, Graham, plan to relocate to the Des Moines area.

Heartland Co-op (www.heartlandcoop.com) has corporate offices located in West Des Moines, Iowa and consists of a total of 51 locations in Central and East Central Iowa. The organization serves more than 4,500 members with operations in grain handling and marketing, fertilizer and application, agriculture chemicals and application, livestock feed and processing, agriculture energy products, and propane.

December 13, 2012

Heartland Co-op is pleased to announce that **Nick Hyde** has accepted a promotion to Director, Petroleum Sales & Marketing. Effective December 24, 2012, Nick will assume duties that include procurement, marketing, sales, and risk management of refined fuels, liquid propane, lubricants, and other petroleum products for Heartland Co-op.

Nick's previous role as a grain originator provides him with the background and customer skills to effectively lead our petroleum sales and marketing efforts, as well as direct the risk management practices to protect the inventory and contract positions that keep Heartland competitive on a day-to-day basis.

Clair Rew will report to Nick as Petroleum Sales and Marketing Support Manager, assisting with logistics, communications, and information management.

Dave Coppess
Executive Vice President, Sales & Marketing