



NEWS RELEASE

John Hanig Named Sukup Bin Sales Director

Sukup Manufacturing Co. is pleased to announce that they have appointed John Hanig as their new Bin Sales Director. The position was previously held by John Kerr III, who passed away earlier this spring.

Hanig has been with Sukup Manufacturing Co. since 1974, when he started working in the plant welding stirring machine parts. He has worked his way up through the company and most recently held the position of Plant Manager and Special Projects Manager/Research and Development. "Learning, gaining experience, and growing as the company has grown has been excellent experience for this next step," says Hanig. "John's experience on the production side of the industry gives him an interesting perspective in the position of Bin Sales Director. His vast knowledge of the full line of Sukup equipment and his ability to communicate with those involved in production of the bins, as well as with our sales staff and dealer network make him a great choice for Bin Sales Director," said Randy Coffee, Marketing Director for Sukup Manufacturing Co. Charles Sukup, President of Sukup Manufacturing Co. stated, "John's strong technical background will be especially helpful in dealing with bin erection or technical issues, as well as bin quotes and sales questions."

Hanig is looking forward to traveling and meeting the Sukup dealers in person and getting to know them and their businesses. He is also looking forward to attending the farm shows Sukup participates in each year, visiting with farmers about the benefits of on-farm storage and Sukup Grain Bins.

When asked what he thought the biggest challenge was for Sukup in the bin industry, Hanig replied, "Keeping up with the huge demand for grain bin storage." He continued, "The Sukup team is dedicated to meeting this challenge, and I'm sure we will rise to the occasion." When asked about the challenges facing the bin industry in general, Hanig said, "I see the next three to five years as an opportunity for the grain bin industry to sell as many bins as they can produce. There is no doubt that there is a

shortage of commercial storage, as well as on-farm storage. Through technology/hybrids, yields are constantly increasing, adding to the shortage situation. Couple that with the fact that farm size is on the increase, and there is a growing demand for more and larger bins on the farm. All of the bin manufacturers are going to have to push hard to meet that demand.”

Sukup Manufacturing Co is a family-owned grain storage, drying and handling equipment manufacturer located in Sheffield, Iowa. Sukup has been providing top quality products to agricultural producers since 1963. The product line includes grain bins, portable and tower dryers, centrifugal and axial fans and heaters, stirring machines, bin unloading equipment and bin floors and supports. The company owns and operates six distribution centers located throughout the U.S. Sukup products are sold throughout the U.S. and Canada, as well as in over 50 foreign countries.

For more information, contact Sukup Manufacturing Co., Box 677, Sheffield, Iowa 50475-0677. Phone: 641-892-4222. Email: info@sukup.com. Or visit the company's website at www.sukup.com.

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