Ad Astra Per Aspera | CoAXium Wheat | XtendFlex | Preparing for Calving Season

Farmers Cooperative Elevator Company

PARILES IN PRODUCTION

Quarter Four | 2020





Board of Directors



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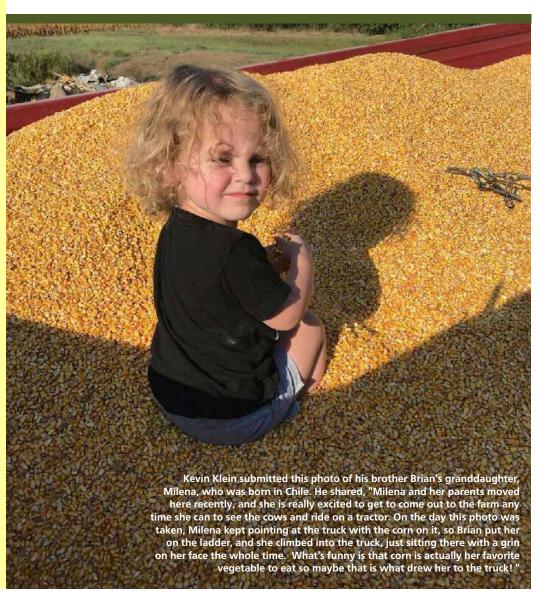


Ron Simon Director

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"OUR MISSION IS TO BE A PROFITABLE, QUALITY

SUPPLIER OF AGRICULTURAL PRODUCTS & SERVICES"

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SALUTE! Terry Kohler



As we enter into the last few weeks of December and especially 2020, different walks of life, all brought together by the local Coop. I have had the pleasure to work with and for som we have to reflect on the tremendous amount of unique events this year has brought to each and everyone of us! It will be a year that we will share with our children and grandchildren. Think of all the things that have happened without even the thought of COVID. Ad Astra per Aspera; through

motto has never felt more hopeful than now. As uncertain as things look at this time, it is imperative for us to be positive and look at the positive changes we will see in the future.

The Farmers Coop finished 2020 with record grain receipts for the company with over 9.5 million bushels of grain in one year at our facilities. Today's interest rates on borrowed funds are at a very low manageable level! What a time to lock in a rate on a long-term purchase of assets. Grain prices have made a nice run up in the fall to a more profitable level.

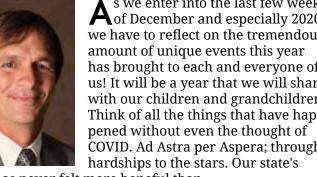
Government payments in several different forms will make up over half of the net farm income for the last two years in a row. Your government supports you. Count your blessings.

You have a financially strong Cooperative, excellent balance sheet, great equipment and facilities, a great employee group, and a board of directors prepared to address the future. The Farmers Coop will have a nice financial rebound in 2020 and

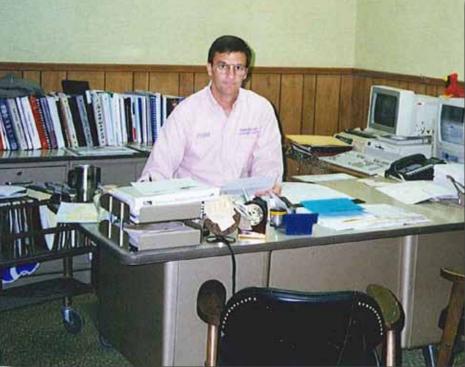
plan to pay out equity to member producers in December. It is time to sign off for a last time. My family has been so fortunate to share life with so many people from

Words we tried to live by: "People will soon forget what you said, they will forget what you did, but they will never

forget how you made them feel." Maya Angelou



Coop. I have had the pleasure to work with and for some of the best people on the earth! We have seen these same fellow employees and friends follow life through other careers, retire from the Coop, and sad to say, some leave the earth way too soon in life. But, we will always cherish our time together with our extended Cooperative family. We wish you all the best in today, tomorrow, and into the future. May you enjoy each and every minute of your life on this earth and continue to show appreciation to your fellow man! Life is way too short to do otherwise! Salute!



SEEKING NOMINATIONS

We are seeking nominations to fill two positions for the board of directors. The positions currently held by Troy Lorenz and Ron Simon will expire this year. Troy will be eligible for another term if elected. Ron, however, has served his three, three year terms and will have to retire from the board for at least one year.

If you are interested in running for a board position, please contact one of the board members before February 1, 2021. Being on the board is a great way to represent the coop membership. The board meets one evening each month to discuss current and future topics. So ladies and gentlemen, if you are a coop member and would like to participate, please put in your nomination.

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ENERGY NEWS PREPARING FOR WINTER Jeff Conard

As we move into another year. I hope 2020 was profitable for you all. It was definitely a challenging year both locally and for the world in general, but with challenges come opportunity. In the energy sector, we had lots of opportunity to contract fuel at prices we never thought possible in 2019. Although the market is currently up at the end of November as I write this, there are still some really good values available for 2021. Give us a call to look at contracting your fuel needs for next year.

It's that time of year again: frosty windows, icy streets, winter is here. When straight No. 2 diesel cools, it will reach "cloud point" when wax crystals develop in the fuel. The fuel looks cloudy, and the wax crystals can plug your fuel filter. This causes poor starts, engine hesitation, stalling, and in severe cases, a total shutdown. All diesel has paraffin wax in it, and you want it to, as it provides much needed lubrication to the injector system.

Most diesel in our region will start to cloud at around 14 degrees.

With a good additive, we can modify the wax structure to gain operability to around -5 degrees. What the additive does is literally take the square wax particles and make them smaller and into slivers that won't bond together as easily.

So, if a little additive is good,

a lot is better right? Not really; over treating with cold flow additives won't gain you much and has the potential to adversely affect the fuel. To get much below -5 degree operability in this area, you have to blend in #1 fuel with the #2 fuel. This does add significantly to the cost. #1 fuel is around \$.26 more per gallon than #2. Here at the COOP, our diesel is treated with a winter additive, and we add 30% #1 to insure operability down to -20 degrees. It does cost more, but that cost is small compared to gelling on the side of the road or your tractor not starting when it is time to feed the cows. Sometimes doing things the right way is more expensive.

Water in the fuel system is another cause of filter plugging. If you have gelling issues and the tempera-

ture is above 15 degrees, more than likely you have a water issue and not a diesel issue. A lot of equipment is coming out with water absorbing fuel filters now. In general, they work really well; they have a media inside the filter element that absorbs the water as the fuel passes through the filter. As the water absorbing media becomes saturated, fuel flow will diminish, and in severe cases, the engine will shut

Another common option on fuel filters is a water drain; regular draining of the filter will prevent filter icing. The premium diesel additive we use at Farmers Coop contains a demulsifier that pushes the water to the bottom of the tank. If you have a tank with a ball valve on the bottom, a good practice is to open the valve in the spring and fall and drain the accumulated water out. This not only prevents water from running through the engine, but it will also prevent algae from growing in your tank.

As always thank you for your business.

CONTROL WEEDS IN COAXIUM FIELDS Shawn Talkington

The new CoAXium wheat varieties have gained a lot of traction in our area this year due to higher than normal levels • Minimum of 15-gal carrier. At least 50% needs to be of cheat and rye found at harvest last summer. The dry fall we experienced has left a lot of wheat at growth stages below the four-leaf requirement for fall application. This results in producers only having one shot in the spring to clean up their CoAXium wheat fields. It is imperative to follow the label this spring in order to have the best chemical efficacy to control the noxious weeds that the Aggressor herbicide is targeting. broadleaves This new technology will be a useful tool in the future to help control the dockage at harvest time. Every year presents different challenges, but with timely applications and good farm-

water (10 gal 28%, 10-gal water) Can be tank mixed with 2.4-D ester formulations. Finesse, Quelex, etc for

 Second node is the end of application window



ALL APPLICATIONS

- Coverage is key, volume is a good thing
- No planting restrictions for broadleaf crops. 120 days Corn, Milo, Sudan
- · No residual herbicide activity in the soil
- Temperatures above 32 degrees at time of application and next two days after are beneficial for herbicide ef-
- Need to use regular spray nozzle tips, flood nozzles and streamers not enough coverage pattern
- MUST TANK RINSE AFTER APPLICATION. Aggressor herbicide will kill any wheat variety that is not CoAXium trait resistant. All spray tanks must be rinsed and cleaned to avoid any contamination that will kill nonresistant varieties.

- 8 oz Aggressor with 1 gal/100 of Non-Ionic Surfactant (Preference)
- Minimum of 15-gal carrier. At least 50% needs to be water (10 gal 28%, 10-gal water)

ing practices, cheat and rye doesn't have to be one of them.

- 4 leaf wheat minimum required for fall application
- Temps above 32 degrees preferred at application

SPRING APPLICATION

- 10-12 oz Aggressor with 1 gal/100 of Methylated Seed Oil
- 8 oz Aggressor if using 2 pass system (8oz Fall 8 oz

WHERE DO WE GO FROM HERE? Ryan Graf

2020 has thrown many obstacles our way, but we have adapted as needed to make it the best year we could. This year some patrons were left disappointed in their contracting decisions due to a nice rally in the markets.

Those who contracted ahead of time when the prices were substantially lower than the markets at harvest time, do not be discouraged. Many years, commodity prices do the opposite, and just like your contracts, your year to year contracting is about average. Most years contracting ahead of time is very beneficial. Contracting isn't about trying to get the highest price, but it is about locking

in levels that you are comfortable with that can make you profitable for the year. When contracting, it is key to make sure you figure your estimated production and contract only a percentage of those bushels. Patrons can put offers in which provide great opportunities to set price points for contracting. When placing an offer on new crop

or open storage bushels, we ask that you keep track of any offers you have. If we need to cancel any offers before you sell those bushels at the current cash price, we can do so at that time. If an offer fills but there aren't enough

> bushels to fill the contract left in open storage, this will be expensed to the producer.

2020 fall harvest is wrapping up in the area, and we are pleased with the amount of fall crops we received. Our fall harvest totaled over 3.6 million bushels. This year was the first year that we received over 1 million bushels of corn. Fall crop totals could have been much higher if we had received rain in August, but we can only

work with the hand that we are dealt. The 2020 wheat and fall harvest combined total was over 9.5 million bushels, which is higher than any of the last 5 years making it our best year yet.

Farmers Coop would like to thank everyone that chose us to help with their agriculture needs in 2020.

	Wheat Harvest	Canola	Fall Harvest	Total
2015	4,669,594.02	105,905.40	2,436,285.56	7,105,879.58
2016	6,459,316.37	58,937.60	2,553,377.20	9,012,693.57
2017	6,153,336.75	20,984.80	2,228,827.53	8,382,164.28
2018	4,092,812.35	20,212.80	3,629,341.10	7,722,153.45
2019	4,600,840.40	7,513.20	2,994,574.00	7,595,414.40
2020	5,902,137.00		3,648,812.64	9,550,949.64
5 year Average	5,313,006.15	35,592.30	2,915,203.01	8,228,209.15

WHERE THERE IS UNCERTAINTY THERE IS OPPORTUNITY Jeff Frazier

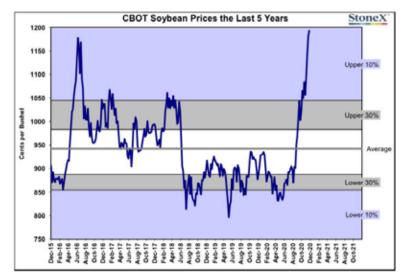
"Good fortune is what happens when opportunity meets with planning." Thomas Edison

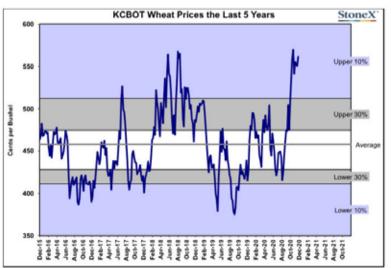
Wheat is in the ground, Thanksgiving turkey has been consumed, and a year for the record books is coming to an end. The year 2020 has led us to face many challenges, whether on our farms or within our personal lives. Each and every one of us has been impacted by the numerous events that we watched unfold this past 11 months. Looking back, I challenge all my producers to ask themselves, "What were some of my operations success stories, as well as some of my missed opportunities?" It's always easy to look in the rear view mirror and think what should have been done, yet the biggest opportunity is right in front of us by taking a look at what can be done in the coming weeks, months, and years to lock in profits while they are being presented. In the coming weeks as we near the Christmas holiday, I urge us all to take a look and review the year's performance and use that as a gauge to put a plan for 2021 in to action.

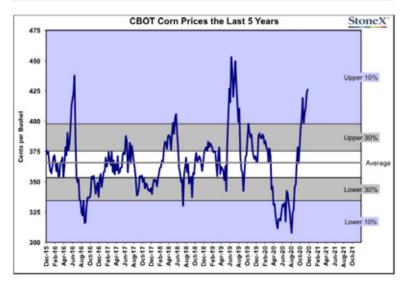
Wheat has received the needed moisture, and for much of our territory, the stands are good to above average. All of this presents a major opportunity as we are currently in the upper 10% of wheat, corn, and soybean futures prices over the last five years. Forward contracting smaller quantities at often intervals rather than in large chunks allows you to establish an average that helps weather the volatility that faces us. There are numerous marketing options that can help all producers, many of them available at no cost. From hedge to arrive, basis, and cash contracts to options strategies, we at Farmers Cooperative and Comark Equity Alliance want to be diligent about how we handle our current landscape to provide you with the protection your operation deserves.

At the time of this writing, the first shipments of the Covid-19 vaccine are in transit, the ballot counting battle continues, and demand from China is still high. Where there is uncertainty, there is opportunity, and we at the coop understand this. In order to fulfill the need we are facing, we are getting crafty in order to tackle the challenges that are in front of us. From phone calls to zoom meetings, we are doing whatever your operation is comfortable with in order to meet the needs of our member owners. Although this is not ideal, this small speed bump is working well and can get us through until we are able to meet on the farm again. The light at the end of the tunnel is near, and we are all very excited to get back to our day to day activities that provide normalcy.

I want to close by thanking each and every one of our members for the trust and opportunity you have given us to handle some of the many facets of your operation. From my family to yours, Happy Holidays.









PREPARING FOR CALVING SEASON

For many Spring-calving herds, late-fall or early winter marks the start of the third trimester and a significant increase in nutrient requirements. During the third trimester, cows channel 30% of their energy to support fetal growth and development. Unfortunately, this is also when most available forage resources are lowest in quality. The fetus requires more nutrients from its mother than the first two trimesters for the final development of its lungs, immune system, organs, and skeleton. If the nutrient requirements of the calf are not met, it can result in things such as reduced birth weight, a compromised immune system, long-term fertility effects, and a lower likelihood for the calf to reach its genetic potential. Fetal nutrition studies conducted in Oklahoma and Nebraska have shown that cows with adequate levels of protein and energy in their diet during the third trimester have higher daily gain and improved overall health.

So, what can be done?

The third trimester offers a unique opportunity to proactively invest in the future of your calf crop and replacement heifers. Prepare the cow and her growing fetus for a successful calving by focusing on these essentials: protein, energy, vitamins, and minerals. Cattle are very good at adjusting their intake to meet their needs for additional energy, but there are times when low forage quality prevents them from being able to gain the energy they need.

Purina offers a range of high energy supplementation options including an Accuration hi-fat block. This block

is designed to complement existing forage resources, so cows only consume supplements when they need it.

Year round mineral supplementation is another strategy to help meet third trimester requirements. Constant mineral access to Purina Wind and Rain mineral allows cows to build up mineral and vitamin reserves, which the cows can pull from during critical times, including the third trimester.

Thank you for your business in 2020, and we look forward to your continued business in 2021!

Other winter essentials offered:

- ✓ Stock tanks
- ✓ Heat lamps
- ✓ Tank de-icers
- ✓ Mineral feeders
- ✓ Bale feeders ✓ Insulated mud boots

Speaking of winter supplements, holiday candy and peanuts are in at the coop. Come see us at any of our feed locations to stock up on your holiday treats.



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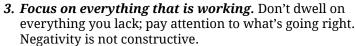
WHAT'S YOUR OUTLOOK?

In difficult times, consumers/producers must have greater poise, agility, and patience to minimize the impact of uncertainty. How producers respond to mounting pressure is an indicator of preparedness. Many times crisis results when composure is lacking. Stereotyped notions tend to block clear vision and crowd out imagination and creativity during strenuous times.

"Change the way you speak, and you change the way you think." We are all guilty of focusing on the negatives; it is our human nature, and frankly, it doesn't take much thought to point out negatives. Many times it's our perspective that determines our outlook. Have you ever been around someone who is very optimistic and encouraging or maybe just a simple smile can spark positivity; it's refreshing, and it's free!

Here are some simple guidelines to help maintain focus and clarity whether it's your business or in life.

- 1. Don't make things worse by doing *nothing.* Take action. Things will always get worse, and they can get worse quickly.
- 2. Assert your goals. Write your goals down. Sometimes you need to re-assess those goals as the future is always changing. Don't set unrealistic expectations.



- 4. Create balance. Do something you like to do outside of what your current focus is. Get away, get involved within your community, or offer assistance to a heartfelt charity.
- 5. Embrace change. Try something new or maybe in a new way.
- 6. Practice gratitude. Look back on your day and highlight 3-5 things that were positive. My wife will ask our kids every day, "Tell me one thing that was good about your day at school." Simple but it helps redirect our perspectives.
 - 7. *Improve on yesterday*. Exactly what it says. There is always room for improvement.

The knowledge from an ability to understand or know something immediately based on your gut feeling is intuition. This topic or thought may sound strange, but we all have that gut feeling--some more than others--and should pay attention more. Why? It's a product of experience whether triumphant or a disappointment. Generally, your gut instinct will tell you what is important and what isn't important. In many cases, your intuition could

be thought of as a clear understanding of collective or past experiences. A disciplined practice of using intuition is doing your homework while sharing logical information and or arguments with others. The more research you do, the better intuition you'll have

in making sound decisions whether it is grain marketing, locking in a fertilizer price, securing a fuel price, or booking your future seed needs. Stay positive, remain excited about your operation and the future, and view tough times as opportunity.

Albert Einstein is quoted saying, "The intuitive mind is a sacred gift and rational mind is a faithful servant."

NEW HOPE IN 2021: XTENDFLEX

When the year 2020 began, we had hopes of perfect vision ahead and a promising future, but it became anything but that with the introduction of COVID-19. We lived through shutdowns, falling commodity and livestock prices, and milk being dumped from the low demand caused by schools and restaurants being closed. Many of us lost some of our close friends and relatives, but yet we are still here to fight another day. Top all of that off with an election that seems it will never end, and 2020 is a year that most of us would like to forget but more than likely never will.

As we near the end of 2020, our situation is starting to look more opti-

mistic despite living in the peak of this pan-

demic. Recently we have seen commodity prices increase considerably, and even the livestock markets are starting to see a slight rebound.

the use of Dicamba herbicide for post emergence control of broadleaf weeds in soybeans and cotton. Dicamba has been a key component in most soybean and cotton herbicide programs since its release in 2017, but the EPA outlawed the use of the herbicide for in-crop applications in early June of this year due to concerns with volatility and off target movement damaging other susceptible

crops and species. Recently in late October, the EPA relicensed Dicamba for use in soybeans and cotton for a period of 5 years but with considerably more restrictions than before including larger buffer zones between sensitive crops and a cutoff date of June 30 for application.

Fortunately, a new herbicide technology has been released for soybeans known as XtendFlex. Bayer released this technology for soybeans last year but only recently obtained full EPA approval in early October of 2020. XtendFlex combines the already effective Roundup (glyphosate) and Dicamba resistance combination with another

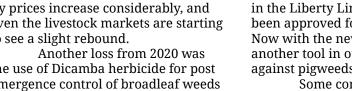
> effective herbicide, inate). You may

have heard of this technology before in the Liberty Link platform, and it has been approved for cotton since 2017. Now with the new approval, we have another tool in our bag in the fight against pigweeds in our soybeans fields.

Some companies are pushing the use of Enlist (2,4-D) tolerant soybeen proven to be as effective in the pigweed and water hemp battle. With the combination of Liberty tolerance, it offers the flexibility to use Dicamba in a broadleaf weed control is needed to

start clean and the Liberty option to spray in season in needed. We will have both the traditional Xtend soybeans available for those that have their favorite variety that has done well for them as well as the new XtendFlex soybeans to offer the newest genetics and added flexibility in weed control to our mem-

Soybean supply is good as of now, and we are offering special discounts for early order as well as prepay options for those who choose to take advantage of an 8% discount if paid by December 31, 2020. Please give myself, Doug Scheer, a call at 316-772-2014 or Shawn Talkington at 620-340-7626 for more information on the New XtendFlex system or to get yours on order today.



beans, but in our opinion, it has not double crop soybean burndown if

GETTING READY FOR NEXT YEAR

With a year like 2020, it's nice to be able to look forward to a new one arriving soon. Since we're heading into winter, I thought it'd be a good time to go over a few things we could do in the downtime to prepare not only for this next year, but also vears down the road.

To start with, I know there are quite a few guys that have yield monitors in their combines and might even be using them, at least casually, just to see what the moisture is or how good the patch that they're going through is. And that's great, that's partly why it's there, but I also know that while many of you may use them for those purposes, we might not be collecting or storing this data for use later on, which is where the majority of the value of a yield monitor lies. Even if you have no plans to get into precision ag in terms of buying a variable rate (VR) planter or using the data for VR fertilizer applications in the near future, there is still no better time to start collecting your yield data. Harvest data is the most effective and reliable when you have multiple years of it to average together, so even if you may not be even thinking about using it for four or five years, when you do get there, you will already have several years of yield data to work with and be in a very good spot to start using it to make more informed decisions.

Now, whether you're just deciding to start collecting your yield data or have been collecting it for a while, it is always important to check up on the yield monitoring system in your combine to ensure that accurate data is being collected. This is where a phrase that was mentioned a million times up at K-State really applies, "garbage in = garbage out," which basically means that if we take in bad, unreliable data, then the decisions we make from it could be just as bad and unreliable. So, with that in

- 1. The first thing to do is pretty straight forward, and that is to make sure you have the necessary storage device plugged into your monitor if one is needed. This could be a USB flash drive or a compact flash card for older models. You can find these at Walmart for a pretty reasonable price. Some models like the new John Deere monitors don't even need one.
- 2. Another important part to check is the moisture sensor. This would ensure that you are getting as accurate of a reading as possible on your monitor. That not only helps you when you use it to decide whether to keep harvesting a certain crop, but it also significantly impacts how accurate of yield data you are collecting. You'll want to remove the sensor from its housing, clean any dirt, grain, or debris

- from it, and then inspect for any excessive wear or damage that may have occurred this season. If so, you may consider replacing it.
- 3. You should also inspect the impact plate in the same manner. The impact plate is what measures the volume of grain flowing into the grain tank and is located at the top of the clean grain elevator. Make sure it is clean from any buildup material on the plate, and again, if excessive wear is noticeable, consider replacing it this winter.
- 4. The final maintenance task I'll mention is for the system as a whole; look over all of the wiring associated with the yield monitoring system included for each of the sensors, the monitor, and the GPS receiver on the cab.

None of these suggestions should take very long to do, but they do go a long way in investing in the future and making sure everything will be running properly and collecting accurate-





2020 has been a year of many challenges. We have been forced to figure out ways in which we can conduct business and still take care of our customers efficiently. COVID-19 has been the biggest driving factor for these changes, but there were other reasons some of our changes that took place. These modifications that we have made this past year have made us realize that we can still conduct business with our customers and do so efficiently while keeping your experience with us a positive one. For example, the new receipt printers we installed for harvest went over really great! Not only did they help protect both our employees and customers during the pandemic, they also made your experience better by speeding up the process at our scales and getting you back to the field more quickly.

We greatly appreciate everyone's understanding and patience this past year as we have incorporated these changes and made necessary adjustments. Looking ahead to the future, we

will continue to look for ways to be more efficient with how we conduct business, but only if it will benefit our customers as well.

The future holds many unknowns, but fortunately, you have a strong cooperative with great employees that will continue to make good decisions for your cooperative. I have been blessed to be part of this company for many years. I started out working part-time during summers when I was in high school and college until I graduated from college 24 years ago and had the opportunity to begin my career with Farmers Coop. I have met so many wonderful people, both customers and employees, that have made my time here very fulfilling and enjoyable. I will begin a new job after the first of the year, and I am excited about the opportunity that lies ahead for my family and me.

I want to thank you all for your time and wonderful memories you have created for me during my time here at the Coop. God bless you all, and I wish you all the best in what lies ahead for you and your cooperative in the years to come!

Farmers Cooperative Elevator Company

Admin Office 316-542-3182 1-800-525-7490

Location Numbers

Anness: call Clonmel Belmont: 620-297-3911 Cheney: 316-542-3181

1-800-525-7490 Main Office: 316-542-3182

TBA: 316-542-3381

Clonmel: 620-545-7138

Garden Plain: 316-535-2221 1-800-200-2122

GP Feed Store: 316-535-2291 Kingman: 620-532-2662

Kingman Propane/Fuel 620-532-5614

Murdock: call Cheney Norwich: 620-478-2272

Pretty Prairie & Varner 620-459-6513

Pretty Prairie Petroleum 620-459-6242

Rago: call Belmont

Seeking Photographs

Do you have a great photograph that you would like to share with *Partners* in Production? We are looking for photographs to feature in upcoming issues. Photographs can be of your operation, a great farming moment captured on film, a stunning landscape, animals in nature, or anything that relates to agriculture, production, or our beautiful area. Submit photos to emilykerschen@hotmail.

FARMERS COOPERATIVE ELEVATOR COMPANY 106 E. SOUTH AVENUE P.O.BOX 340 CHENEY, KANSAS 67025



The holiday hours will be as listed below; enjoy your family during this time!

Thursday, December 24th: Closed* Friday, December 25th: Christmas Saturday, December 26th: Closed

*On the 24th, grain markets will be open until noon; we

will be available to buy grain.

Thursday, December 31st: open 8:00 A.M. - Noon

Friday, January 1st: New Years Day

Saturday, January 2nd: open 8:00 A.M. - Noon

The Board of Directors has been talking about the possibility of an in-person Annual Meeting in 2021. At this time, the board is leaning to having a "Virtual Annual Meeting" for 2021. We wanted to make you aware of our plans in advance.

