

# Profit through COOPeration

PUBLISHED BY SERVICE & SUPPLY COOPERATIVE

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## FALL PASTURE MANAGEMENT *by Kevin Pohlman*

### Grassland Management, Weed Pressure

It's early September. The Eclipse is in the books and fall is in the air. Where did this year go? It seems like we just finished planting corn and we are already greasing the combine! While we're waiting for the corn to dry just a little more, let's take a look at the rest of the farm. It is time to focus on our pasture crop.

Is my pasture ready for winter? Do my cows have fall or even winter groceries? We all know there is no absolute right or wrong when it comes to grassland management. We can all grow grass at some level. It's a matter of what works best for my program. Here are a few thoughts to ponder as we inch closer to old man winter. Fertility often comes to mind first and no doubt is very important. Without proper pH levels, we are not making wise use of our fertilizer dollars. A current soil test will tell us where we are and where we need to be. It is a great tool that gives us direction and better decision-making capability. When making fall applications of phosphorus and potassium, try adding in some cereal grains and/or brassicas. If you're a winter P and K applicator, clover and lespedeza are good choices.

Weed pressure is often a real concern in pasture, but what is a pasture weed? Buckhorn? Thistle? Rose? Pigweed? Giant Ragweed? It's up to you. Certain weeds and forbes make great feed for ruminants. If you're having trouble getting cattle to eat broadleaves, try increasing stock density by adding more pounds of livestock per acre or by decreasing paddock size. If there are undesirable species such as thistle or sereica lespedeza, broadcast or spot chemical applications are a fantastic way to clean them up, but use them wisely.

Chemicals designed for pastures generally kill forbes and legumes, so be prepared to reintroduce them. The last thing we want is a single species pasture when grazing livestock. Monoculture is for row cropping. Polyculture is for grazing. Single species cool season grass pastures will not build organic matter.

When using a pasture harrow to drag manure piles, I suggest mounting a small broadcast seeder in front of the tractor for applications of small seeds. Stripgrazing stockpiled pasture in winter is always cost effective. Forty to fifty units of nitrogen applied mid-August to early September will typically grow a good deal of winter feed.

Now go harvest the row crops while the livestock harvests the grass!



### A Fall Reminder

by Chris Vanhorn

As this year's season approaches its end, we here at Service and Supply are thankful to have good and loyal customers that are our friends and neighbors. We hope you have had a successful year and truly hope you have many more to come. In order to have a successful year though, it not only takes your judicious efforts, but good planning for the upcoming year. For those of you that are using prescription agriculture, I would like to ask that you keep a few things in mind in order for us to more quickly and accurately implement your fertility program. First, I recommend that you create a standard naming system for your farms and use them consistently. Second, if you have yield monitors, once again be sure to use those farm names consistently and make it your goal to gather the best yield data that you can. If you do not have a yield monitor please remember to keep a record handy for us of average yield for your farms. Accurate yield information is important to create our recommendations, and are strictly confidential. Third, there is a limited amount of time that we have to prepare all of our customer's fertility programs. So the sooner we can begin working on your program, the better we can serve you. Here's to a great harvest and new season!

# Diesel Fuel is Diesel Fuel, Right?

**Wrong.** Diesel fuels vary widely by supplier. Only a true premium diesel fuel, like Cenex® Ruby Fieldmaster® Premium Diesel Fuel, has the combination of a high-quality base fuel and a complete, balanced additive package to increase both the performance and life of your diesel-powered equipment. It's a difference you'll notice in the field, in the shop, and in your bottom line.

Cenex Premium Diesel Fuels are specially formulated to meet the rugged demands of your heavy-duty equipment. In rigorous lab and field tests, Cenex Premium Diesel Fuels consistently outperform standard #2 diesel. And recently, Cenex Premium Diesel Fuels were enhanced to optimize performance and alleviate common problems related to using a standard #2 diesel in newer engines – including injector failure, clogged filters, reduced efficiency, power loss, poor starting, costly repairs and even engine failures.

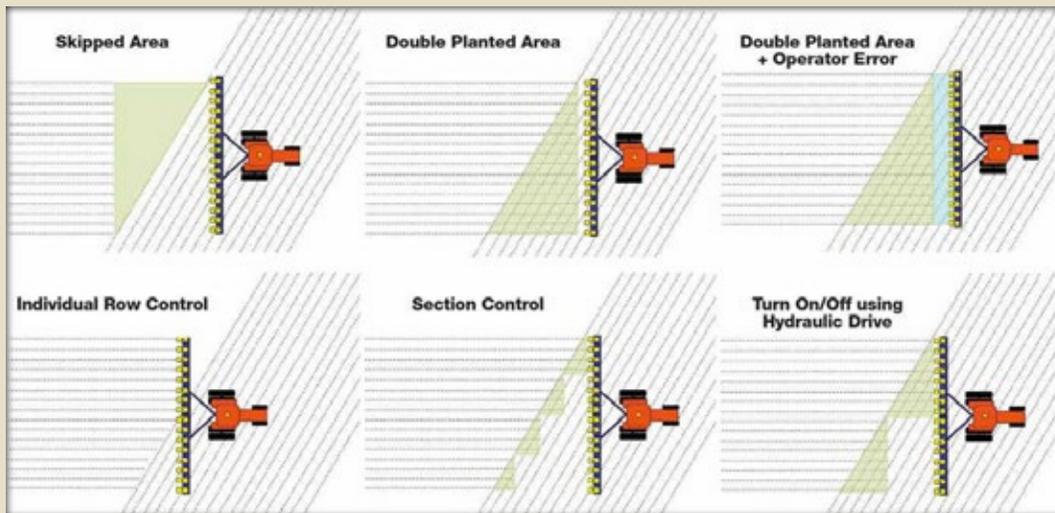
## Compared to standard diesel, Cenex Premium Diesel Fuels:

- Improve fuel economy by as much as 5%
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- Have a higher cetane number (typically 48)
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Plus, every gallon of Cenex premium Diesel Fuel is enhanced with soy biodiesel—a lubricity enhancer and clean-burning alternative fuel made from domestically-grown soybeans. It protects the moving parts in your engine like no other fuel on the market.

PRECISION AG SPECIALIST *by Shane Myers*

## Precision Ag Return on Investment (ROI)



The use of precision farming products continues to increase. With increasing input costs and low commodity prices, producers are often looking for ways to adopt technology to make farming operations more efficient and productive. One practice, automatic section control, leads the way in cost savings while also enhancing the productivity of your operation. One comment I always get is: "I can't justify that, it just won't pay", so here are some formulas received from Iowa State University (with adjusted numbers for eastern MO).

Given the shape of the fields in our area, a conservative overlap of 10% per field is estimated on point rows. For swath control, both the cost of seed and the loss of yield in double-planted headland areas will be considered. Typical cost for seed corn in eastern Missouri is \$75 per acre. A conservative estimate for yield loss in double-planted areas is 15% based on research at Iowa State. Calculated seed savings would be \$7.50/ac. For 150 bu/ac average corn yield with a value of \$4/bu this results in a production loss of \$9.00/ac. Based on this analysis, the value of precision ag swath control systems in a typical Missouri corn production is \$16.50/ac.

$$(\$75 \times 10\% = \$7.50/\text{ac}) + (150\text{bu} \times 15\% \times 10\% = 2.25 \times \$4 = \$9.00/\text{ac}) = \$16.50/\text{ac}.$$

These numbers can vary by producer so take a minute and plug in your numbers to see what you could be saving per acre on your corn production.

Stop in or call me with any questions!

## Variable Rate Mapping for More Efficient Inputs



The concept of variable rating inputs in agriculture took off in the early 2000's and has been around for a while now. It was and still is a solid concept: put more money where more money can be made, and less where it can't. As an agricultural society, we have demanded and constantly made improvements in precision agriculture in order to make our farms and the use of their inputs more efficient. Variable rating our fertilizer using gridded soil testing was a big step in the right direction, but now we need to take things a step further.

Up until now, most farmers had relied on a form of soil testing called "Gridding" to make their VR maps. Gridding is the use of a gridded map of a field to direct a soil tester to each grid intersection in order to take a soil sample at that point. Each sample is documented with that point, so that the finished map can show the nutrient levels of that particular area of the field. By doing this, the field map can show which parts of the field need more of any given nutrient than another part of the field. This practice is great for finding nutrition levels, but when it comes to making the best possible VR maps, it introduces a fatal flaw in our way of thinking.

The problem with solely relying on gridding is that the resulting VR maps fail to address the highly variable Missouri soil textures that we deal with, especially in our lovely clay pan. Because the method of gridding does not address soil texture differences in a field, the soil nutrient recommendations for the field is based off of an average yield goal for the whole field. This means that when we VR this way, we are holding our clay areas of the field to the same standard of yield as we are the deep black dirt areas. We are asking too much of the bad dirt and too little of the good dirt. This is an inefficient method of variable rating. Not only are we wasting fertilizer potential this way, but we are wasting our money.

In order to solve this problem, we at Service and Supply Coop have introduced the use of the Veris Machine. The Veris machine is a mobile Electrical Conductivity (EC) tester. It is a device that has 6 coulters that, when pulled through the field, constantly measures and records the shallow and deep levels of EC in the soil. The EC data tells us how much clay is in the soil at any given part of the field. Knowing the clay content of the soil, we know how deep the topsoil is and how productive the soil will be across the field. Using this information and a built-in GPS system, the data can be used to create an accurate soil texture map. Since it takes decades to change soil texture, this only has to be done once.

Knowing our field's varying soil texture is the same as knowing our field's varying productivity. Using this knowledge combined with our gridded soil tests, we will be able to put the right amount of fertilizer (and correct hybrids when VR planting) where it belongs in our field. This is just another big step to reaching our full potential as farmers, both agronomically and economically.

If you wish to learn more, please contact us at our Bellflower Location.



## Additional Benefits from Cover Crops

Each year we gain additional experience managing cover crops. However, Mother Nature deals us a different scenario each year. Some falls we have a wide planting window while other falls we only have a few days to plant. How can we manage and plan to get the best results from these practices?

Obviously the primary benefit from cover crops is reducing erosion. As we deal with new regulations and concern with gullies, this is a very important benefit. Timely planting and getting your cover crop off to a fast start provides more residue for longer protection.

Cover crop researchers have told us cover crops would suppress weeds. This past spring many of our growers experienced this first hand. The growing cover crop reduced the weed germination during the spring and the residue continued to suppress weeds after the cover crop was terminated.

Many of the cover crops we use do an excellent job of storing and keeping the nutrients on your field and out of runoff. Rape

seed is inexpensive and is particularly good at capturing nitrogen and holding it on your field, then releasing it as it decays for the next crop.

Much of the press and talk the last couple of years discussed the benefits of multiple species. Yes, multiple species have their benefits, but be careful not to make your cover crop plan too complicated. The important thing is to get a cover crop growing as early as possible. Cereal rye has deeper roots and more residue than wheat, but this past spring some rye growers had residue that made planting and stand establishment challenging. Wheat has some important advantages over rye, such as: availability, economically sound, easier to terminate, good growth in the spring but not excessive, and the ability to plant later in the fall.

Adding some rape seed or oats can qualify you for more NRCS payments without making your plan too difficult. As you can see, there are as many options as you can imagine. Let us help you put together a plan for your operation.



Service and Supply Coop at Bellflower will once again be doing custom cover crop application this fall. We will be using our 50 foot Salford vertical tillage tool while utilizing a Salford air seeder. We can spread any individual seed or any mixes that you would like to sow. Please call any of our locations to get set up with both your application needs and any cover crop seed needs.

**Employees you can count on:**



**Roger Cope**  
 Roger Cope joined Service and Supply Cooperative, Bellflower in late July 2017. Roger will be delivering propane to our customers to the west. Roger was raised in Martinsburg and in his spare time enjoys hunting and spending time with his grandchildren.



**Abby Andrews**  
 Abby Andrews joined in late August. She was born and raised here in Montgomery County. She graduated from Montgomery County R-II High School, then shortly after started a job with the USDA FSA then to NRCS. In her free time she enjoys spending time with family and friends at her parent's lake. Here at CO-OP she will be working with the seed and chemicals. Abby looks forward to seeing some familiar faces as well as meeting new ones.



**William Long**

Will grew up in the small town of Monroe City in northeast Missouri where he was given the opportunity to enter the field of Agriculture through Farmers Elevator and Exchange company. He then decided, knowing this was the right career path, to attend Northwest Missouri State University where he majored in Agronomy and minored in Precision Agriculture. Will's internships during college included positions with Farmers Elevator, United Farmers Mercantile and Winfield United twice. Each internship contributed to Will's growth, knowledge and skill in Agriculture from Iowa, Kansas, Missouri, Tennessee and back.

Will joins Service & Supply Co-op as a Master Agronomy Advisor Associate with Winfield United. He began his Associate career in West Tennessee working with an account under the Tennessee Farmers' Cooperative organization. This account (First Farmers' Cooperative), brought Will into the heart of Tennessee farming and again allowed him to expand his knowledge in Agriculture. Will now resides in Columbia, MO as an MAA Associate, partnering with us to work with our agronomy team in building customer growth and sales.

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**Stacey Begeman**  
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## Current Employees

**BELLFLOWER**

- Don Broz,  
General Manager
- Sue Carroz
- Robert Smith
- Richard Klocke
- Rick Cullom
- Chris Pund
- Donny Broz
- Clyde Gilbert
- Jeff Broz
- Frank Schlote
- Arthur Bader
- Jennifer Hackman
- Justin Talley
- Kerry Morton
- Shane Myers
- Shane Lotton
- Jared Andrews
- Scotty Slavens

**Propane**

- Dwayne Dothage,  
Propane Manager
- Roger Cope
- Twila Johnson
- Charlie Deimeke
- Jeff Russell

**BOWLING GREEN**

- Jeff Graddy,  
Branch Manager
- Dean Wilhoit
- Rickie Landers
- Martha McCormick
- Stephen Scherder
- Doug Mudd
- Tim Mudd
- Gabe Jennings
- Ryan Chrisman
- Wesley Newland

**JONESBURG**

- Rick Payne

**NEW FLORENCE**

- Randy Overkamp,  
Branch Manager
- Randy Rodgers
- Jeff Eldringhoff
- George Penrod
- Chris Van Horn
- Chasity Lichtenberg
- Randy Hinkel
- Justin Lichtenberg
- Loren Heldt
- Allen Sullivan
- Abby Andrews
- Will Pohlmann
- Scott Schreiner
- Nathan Dunlap
- Ken Williams

**VANDALIA**

- Eugene McDonald,  
Branch Manager
- Dwayne Hopke
- Lyndel Chrisman
- Anthony McBride
- Jordan Calhoun
- Ed Kampeter
- Sarah O'Keefe

**RHINELAND**

- Nolan Rodgers,  
Branch Manager
- Kevin Pohlmann
- Stanley Heying
- Leo Schwartz
- Gene Eisenraat
- Cole VanBooven
- Steve Wehrle
- Chris Fahrenholtz

## The Benefits of Fall Anhydrous

Applying Anhydrous Ammonia in the fall can have several advantages over spring applications. When fall applying anhydrous, we often see reduced input costs, reduced soil compaction, and less workload in the spring. When anhydrous is applied, it quickly reacts with water in the soil to form ammonium-N which strongly attaches to clay and organic matter in the soil and, therefore, is not subject to loss until it is converted to the nitrate form. Once in the nitrate form, nitrogen is subject to loss through denitrification or leaching. Using N-serve and waiting until soil temperatures are below 55 degrees will slow the nitrification of anhydrous and keep it in the ammonium form longer, which is not subject to loss.

If your ammonia does convert to nitrate before desired, this does not mean it is lost. For denitrification to occur, the soil must be completely saturated with water for a period of time. When

this occurs, the soil bacteria will take oxygen from the nitrogen, causing it to be released into the atmosphere as a gas. However, when soil temperatures are less than 55 degrees, it is estimated that only 1%-2% of your nitrogen is lost to denitrification (while the N is in the nitrate form). The other form of nitrogen loss is leaching, which also can only occur when ammonia has been converted to the nitrate form. Leaching occurs when water moves quickly through the soil profile and carries nitrate with it. Leaching is less likely to occur in areas where a hard clay pan is present because water does not move as freely through this soil profile.

Service and Supply offers custom anhydrous ammonia application with variable rate capabilities. If you are interested in fall anhydrous application, give your local branch a call.



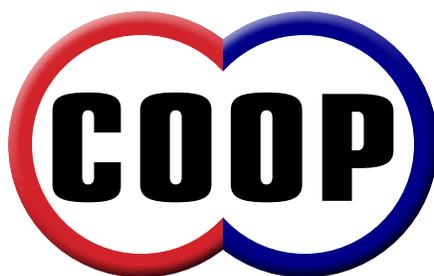
**WHAT PRICE WILL I PAY FOR PROPANE THIS WINTER?** *by Dwayne Dothage*

## Propane Storage in a Competitive Market

Propane inventory in the United States is currently running below the five year average for this time of year. How is this happening when we have more oil rigs fracking than ever before while producing more propane than ever before? There are large ships that carry 23,750,000 gallons of propane (equivalent to 2,500 semi-truck loads) leaving our ports daily. These ships are headed around the world to countries such as China and Japan. These other countries are paying for propane at the time it leaves the United States ports. Therefore, the refineries are selling the product instead of putting it in storage for United States consumers.

Service and Supply Coop has 168,000 gallons worth of propane storage to get us through the winter season. We need to stay proactive this winter to make sure we have ample propane to get us through the winter in case a shortage drives the price through the roof.

As a propane consumer, what can you do to help keep your cost down and make sure your propane supply is uninterrupted this winter? Fill your tank early and make sure you do not let it get below 20% this winter! This will allow us to refill our storage tanks at the current price and pass that savings on to you.



SERVICE & SUPPLY COOPERATIVE

Dear Cooperative patrons:

As Don has announced his retirement as of February 28, 2018, the Board of Directors has initiated a search process for the position of General Manager for Service & Supply Cooperative. We will accept resumes and applications for the position until October 20, 2017. We have retained the services of Larry Wojchik, Director of Executive Search for Land O'Lakes Ag Business Placement, to conduct the search and act as our coordinator as we go through the process.

If you know of someone who may be interested in applying for this position, please encourage them to submit their resume on line at [www.mycoopcareer.com](http://www.mycoopcareer.com). If they are unable to apply on line, they should contact Ginny Wilkerson at [glwilkerson@landolakes.com](mailto:glwilkerson@landolakes.com) or by phone at (651) 375-1789 for assistance.

If anyone has questions about the position they should contact Larry Wojchik by telephone at (715) 781-2906 or e-mail [lewojchik@landolakes.com](mailto:lewojchik@landolakes.com).

Hiring a new General Manager is one of the most important tasks of your Board of Directors. We take our job very seriously and we will do our best to hire the most qualified candidate to lead our Cooperative. Thank you for your continued business and support of Service & Supply Cooperative as we go through the important task of hiring a new General Manager, and thanks to Don Broz for his 31 years of dedicated service to our Cooperative. Words cannot express our gratitude to Don for the work he has done to grow and strengthen our business!

Sincerely,

A handwritten signature in black ink that reads "Glen Paulsmeyer". The signature is written in a cursive, flowing style.

Glen Paulsmeyer  
Board President

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f: (573) 835-2088

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f: (573) 594-6123

**Rhineland**  
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Rhineland, MO 65069  
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f: (573) 236-4042

**Jonesburg**  
107 South 2nd St  
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t: (636) 488-5814  
f: (636) 488-3358

*"The discovery of agriculture was the first big step toward a civilized life."*

Arthur Keith

Service & Supply Coop

P.O. Box 48

Bellflower, MO 63333

ADDRESS SERVICE REQUESTED

## WHEAT 2017-2018 *by Tim Mudd*

### XL and AgriMaxx Brands

Service & Supply Coop has plenty of high yielding seed wheat for the 2017-2018 wheat season. We carry both our own XL brand and the AgriMaxx brands. Both brands are known for consistently high yields, heavy test weight, and excellent disease tolerance.

■ **XL176:** Ultra Early Maturity, Smooth Head, Medium Height, Good Head Scab Resistance, Excellent Test Weight

■ **XL297: NEW!!** Top End Yield Leader, Consistently in the Top of University of Missouri 2017 Variety Testing, Early Maturity, Smooth Head, Medium Height, Excellent Standability, Excellent Test Weight, 100 Bushel Yield Production.

■ **XL356:** Medium Maturity, Smooth Head, Tall Height, Good Head Scab, Excellent Test Weight, Excellent Stripe Rust.

■ **XL416:** Medium Maturity, Bearded, Head Scab Treatment Recommended, Very Good Standability, Tall Plant Height, Good Stripe Rust

■ **AGRIMAXX 444:** Medium Maturity, Industry Leading Yields, Consistently in the Top of University of Missouri 2017 Variety Testing, Top Variety Over Multiple Years, Very Strong Disease Scores, Great on Lighter Soil, Good Tillering and Good Straw, 100 Bushel Yield Production.

All XL wheat is carried in true bulk at both the Bowling Green & New Florence locations and the AgriMaxx 444 is in the Bowling Green location. As always, custom seed treatment is offered at both bulk facilities. Be sure to contact any one of the seed specialists at any of the branch locations to line up your seed wheat needs today.