

FARMERS COOPERATIVE

INVESTING IN OUR OWNERS' SUCCESS!



PLYMOUTH, NE

COOPERATIVE NEWS JUNE 2019



Ron Velder
CEO

CONSTRUCTION CONTINUES

Farmers Cooperative will add additional storage this year. New 400,000 bushel metal bins in Milligan and Lushton add to the current Behlen bin sites already in place. A new 500,000 bushel bin and 15,000 bushel leg will be built at our Emerald location near Lincoln. This will be used for corn space in the area. Also, a 500,000 bushel concrete tube has been added in Burchard next to the one built last year. At Odell, we add a 600,000 bushel concrete tube, feeding it off existing legs and bins that were already there. With the wet spring, we are running a little behind but hope to have it all ready for fall harvest.

The need to update and improve older plants will continue. A new bulk fuel storage facility is being finished in Daykin. Our feed mill at Beatrice South and Jansen are going through some updating over the spring and summer months. Our goal is to update them, be more efficient in our processing of making feed and clean up some old spouting and legs, in addition to adding to the machinery.

Ron Velder



New 400,000 Bushel Bin in Lushton, NE



Construction Begins in Emerald, NE



New 400,000 Bushel Bin in Milligan, NE

ANOTHER FULL CROP OF INTERNS



Taylor Collins
Human Resources

Farmers Cooperative is proud to have another class of interns begin their work experience this spring and summer. Each year, we work with local colleges and universities and attend career fairs to advertise our agricultural internships. With each passing year, we see more and more students interested in Farmers Cooperative after hearing fellow classmates have a successful internship with us. This spring, we had two interns finalize their graduation with Southeast Community College – Beatrice by interning with us. They will wrap up their 10-week internship and take the next step to graduation! Because of SCC's quarter schedule (which will go away next fall), they start sooner than a few of our other interns, which all began in the middle of May. We have 11 interns total this spring through summer.

This year, we are fortunate enough to have interns from several different colleges. Our philosophy has not changed. We want to provide a valuable work experience that exposes students to the cooperative business model and the industry they are interested working in, which has increased interest from local campuses. Industry-specific tours will take the interns on a trip to Omaha and Waterloo to visit the Syngenta Crop Protection manufacturing plant and the seed processing plant. Ward Laboratories in Kearney has also been gracious enough to allow the interns to see the behind-the-scenes view of a lab later this summer. We are thrilled to bring the interns on board and provide a valuable experience!



Morganne Zabokrtsky
Beatrice - Feed
Kansas State University



Kylie Volk
DeWitt - Marketing
Northeast Comm. College
South Dakota State Univ.



Holden Stengel
Exeter - Agronomy
Northwest Missouri State



Jacob Meybrunn
Filley - Agronomy
Northwest Missouri State



Kaitlin Ohlde
Frankfort - Agronomy
Kansas State University



Adrian Pishny
Frankfort - Agronomy
Allen County Comm. College
Kansas State University



Tyler Howard
Hallam - Agronomy
University of NE - Lincoln



Sara Pleschourt
Milford - Ag Business
Southeast Comm. College



Jared Gerleve
Odell - Agronomy
Southeast Comm. College



Tyler Heidemann
Plymouth - Agronomy
University of NE - Lincoln



Dylan Nelson
Princeton - Precision Ag
Kansas State University

Creep Feeding Season



Kevin Wittler

Feed Dept. Manager

During the spring months, we were thankful for the moisture and a full soil profile but now feel like enough is enough. We look toward the days where cattle should be roaming lush, green pastures.

Creep feed season is just around the corner. Area pastures will be maturing and the grass will become less palatable and in reduced supply. Calves will consume milk, creep feed and grass, in that order.

That is why creep feeding your calves will stretch your grass, leaving more grass for your cows. Creep feeding is recommended 60-90 days prior to weaning. Consider accuration for longer feeding periods. Each additional pound of gain is certain to pay needed dividends.

Your cooperative is again offering your creep feeder program. If you are wanting to utilize the program and have not reserved a rental, rent-to-own or purchase option feeder, please reserve those as soon as possible. Each year, our available supply becomes very tight during the prime feeding period and forecasting those needs allows your cooperative to help you, our producer owners, capture the many benefits creep feeding your calves offers. We would certainly appreciate the opportunity to discuss those programs with you and provide a recommendation on what best fits your needs and performance goals.

Early season moisture has provided ample sites for fly production and producers are more than likely seeing an increase in early season fly population. Feed through fly control reduces the number of flies feeding on cattle; however, we see reduced control when the eggs are not laid in the manure piles. As drier conditions arrive, we will see increased control and a reduction in population. The pastures where feed through control has been offered are seeing fewer populations and less problems. We expect to see increasing control as drier conditions force flies back to the manure piles. If you are wanting to start with a feed through product and have an abundance of flies, we would recommend knocking your population back with a spray-type method initially in order to get ahead of the population present this year. Please contact one of your beef specialists for their program recommendation.

County fair season will arrive prior to our next newsletter and we certainly encourage all of you to support our young producers as they exhibit the projects they have worked so hard on throughout the past year. Your cooperative will once again be providing fun t-shirts for our 4H & FFA youth exhibitors. Please stop in and pick yours up at your nearest location. We wish everyone the best of luck and above all, enjoy the area fairs, picnics and community celebrations.

Have a safe summer and thank you for giving us the opportunity to work with each of your operations.



ITALIAN PASTA SALAD

INGREDIENTS

16 oz tricolor rotini	1/2 c sliced black olives	1/3 c shredded Parmesan cheese
1/2 green bell pepper, diced	1 c mozzarella cheese, cubed	3 T fresh parsley, chopped
1/2 orange bell pepper, diced	1/3 c red onion, diced	1/2 tsp Italian seasoning
1/2 red bell pepper, diced	8 oz salami, chopped	Salt & pepper, to taste
1 pint grape tomatoes, halved	1 c Italian vinaigrette dressing	

INSTRUCTIONS

Cook pasta al dente according to package directions. Rinse under cold water. Combine all ingredients in a large bowl. Add dressing and toss. Refrigerate at least 2 hours before serving.

Recipe from Spend with Pennies

Help Your **BOTTOM** **LINE** With Fungicides

Dennis Kenning,

Sales & Marketing Manager

The weather is turning warmer and soon we will be well into the growing season. It will be that time of the year when producers will need to be thinking about a fungicide. Fungicides have been proven to work well to ensure maximum yield and thus elevate your bottom line.

Fungicides are needed to protect plants against nine common plant pathogens. Common pathogens to our area are the gray leaf spot, northern corn leaf blight and southern rust. These pathogens are all set up by weather conditions, plant damage and overall plant stress during the growing season. Basically, fungicides reduce the plant's stress level during the critical time of the grain fill stage of growth. This critical time for a corn plant is during the tassel, stage VT, or R1 stage of growth. Some producers even apply a second application during the V4 to V8 stage of growth. Other producers use a fungicide on corn and beans. We have found that fungicides also help with the plant having stronger stalks or stems. This stalk strength is important in our area with some of those very strong winds we experience. Picking



up downed corn at harvest is never good.

There is very strong evidence that supports the use of fungicides. In the first evidence, the proof is in the pudding with the overall yield. Fungicide tests show a benefit in yield of anywhere from 12 to 27 bushels per acre. Secondly, in a test near Swanton, we found an additional profit of \$44.77 per acre by using a fungicide. Finally, the physical evidence of a field treated with fungicide shows the value. Longer ear development means more kernels per ear, thus a higher yield. Fungicide treated areas of the field will appear much greener than untreated areas. This allows the plant to fully mature for the best possible yield.

Farmers Cooperative offers a full line of fungicide products such as Headline Amp by BASF and Trivapro or Quilt Xcel from Syngenta. Prices vary due to the duration of each product within the plant, but they all have their place in pathogen control. Our agronomy branches would be happy to help decide which product is right for you.

While a fungicide may help a plant in any stage of growth, timing is still critical in order to gain the full advantage of these products. Our Sky Tech application service works hard to ensure fungicides are applied at the correct time. Our Sky Tech applicators, Scott Delong at Fairmont and Randy Prellwitz at Fairbury, are very dedicated to getting fungicides applied at the correct time on your fields. Feel free to call 402-268-6481 (Fairmont) or 402-729-2330 (Fairbury) and visit with them about fungicides.

Ladies Night Out

Sherri Harre, Grain Accountant

Farmers Cooperative held their annual "Ladies' Night Out" on Thursday, April 25th at the Exhibition Hall in Tuxedo Park, Crete, Nebraska. Tom Hermance was the emcee for the event keeping our guests entertained and the event moving smoothly. A delicious meal was provided by Kerry's Restaurant & Catering of McCool Junction, Nebraska, and SchillingBridge Winery & Microbrewery of Pawnee City, Nebraska, provided a variety of wines for the ladies to enjoy. Ladies were treated to liturgical music written and sung by Hope Dunbar of Utica, Nebraska, followed by a hilarious, high-



energy comedy/magic show by Gayle Bewar. Thank you to everyone who attended the event by making it a huge success and those employees who helped to ensure that everyone had a fun and entertaining evening! Please watch our future newsletters for details on our 2020 "Ladies' Night Out!"

Introducing...

BRAD PARMAN

Fertilizer Manager

Brad Parman joined Farmers Cooperative in April 2019 as the fertilizer manager. Originally from Benkleman, Nebraska, he grew up farming and later graduated from the University of Nebraska – Kearney with a degree in finance. After spending a few years in the stocks and bonds world, he made the transition back into agriculture with NIK Non-Stock Marketing Cooperative in Kearney, which is the purchasing group for Farmers Cooperative.

“After seven years of working with Farmers Cooperative, I decided to join the agronomy department”, said Brad Parman, Fertilizer Manager. “The opportunity to be part of a company that takes pride in what they do, and that mirrors the same ethics and values I stand for, was not something I was willing to pass up. The lackluster fall put a lot of pressure on this spring, definitely one for the record books. There were certainly some inconveniences wrapped around logistics, product availability, etc.; however, Farmers Cooperative stepped up to the challenge. I am looking forward to continuing and being a part of the great successes you have all had a chance to experience over the last several decades.”

Brad will office out of our company headquarters in Dorchester, Nebraska. Please help us in welcoming him to Farmers Cooperative.



SMART INJECTION SYSTEMS AT THE FUEL TERMINAL DELIVER HIGH-QUALITY PERFORMANCE



Chuck Swerczek

Petroleum Sales & Mktg.

Farmers Cooperative is a leading supplier of premium diesel fuel in the Midwest. For over 50 years, we have routinely been a leader in volume sales amongst the 17 states that supply CHS/Cenex diesel fuel. Whatever the name may have been (TQ4, GHP, Ruby, to today’s Ruby Fieldmaster and Roadmaster XL), Farmers Cooperative is committed to supplying the highest diesel fuel available with the most comprehensive additive package on the market.

With smart injection systems at the fuel terminal, Farmers Cooperative provides diesel fuel that has the perfect amount of additives in each and every gallon of fuel. While our competitors use a technique called “splash blending” where they just dump the additives into the fuel, our fuel is injected at the terminal, all the way down to parts per million of each additive. This ensures our customers get the exact amount required in each gallon you pump.

Treat Your Engine Right, Treat it With the Best

Today’s diesel engines use high-pressure, common-rail (HPCR) direct-injection technology for significantly greater efficiency than convention diesel engines. The high temperature and pressure these engines operate at can literally cook typical #2 diesel, resulting in fouled fuel that can damage engine parts.

Cenex Roadmaster XL® premium diesel fuel provides optimal on-road performance for high-tech engines, including those that meet the Tier IV Final EPA emission standards. Its industry-leading, multi-functional additive package contains a unique combination of seven additives that prevents injector fouling and filter plugging to minimize costly downtime.

No other premium diesel fuel contains a more complete, balanced additive package that helps avoid the hassle associated with using after-market products to top treat fuel.



WEATHER STATIONS

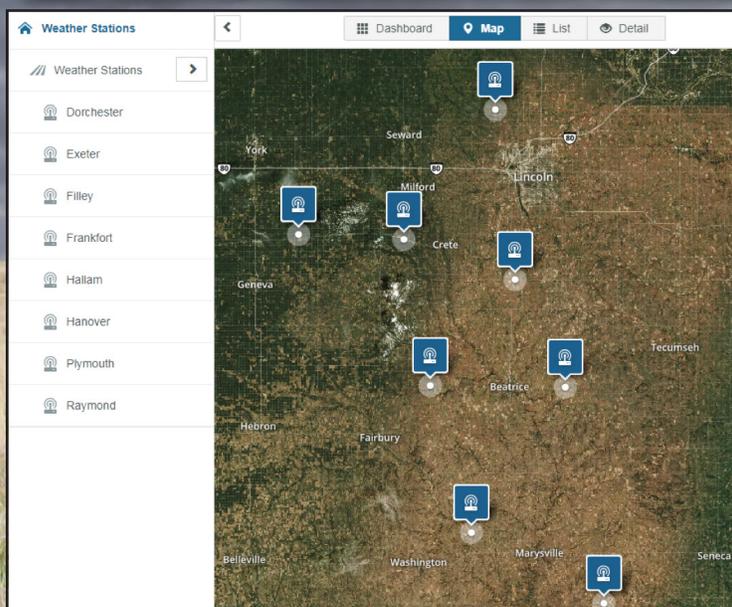
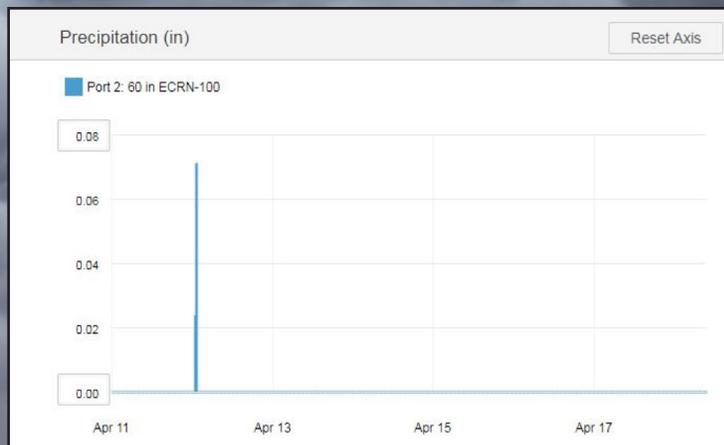
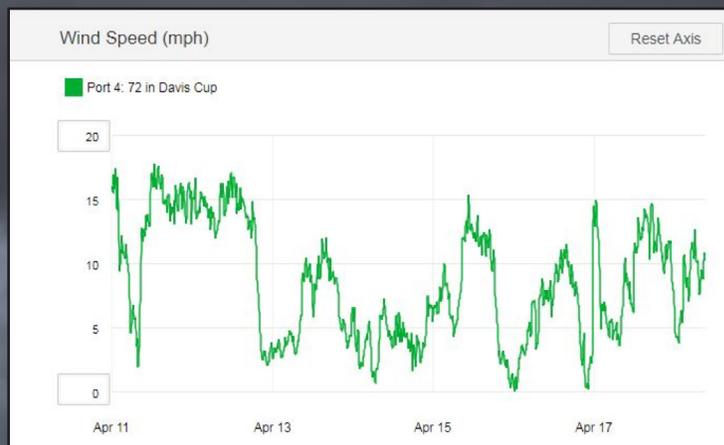
Wesley Heges, Precision Ag Manager

FC Weather is a local network of weather stations that provide our patrons with air and soil temperature, wind speed, wind direction, gusting wind, precipitation, solar radiation, relative humidity and atmospheric pressure. Farmers Cooperative has invested in eight weather stations that are positioned throughout our trade area and provides data free of charge. These weather stations offer our patrons and employees a number of real-time weather variables that can be used for a variety of purposes. The data is also saved so going back and viewing previous weeks or even months is only a click of a button away. The weather data can be viewed from your phone (app coming soon), tablet and computer.

To sign up to view the data, email whedges@farmersco-operative.com with your first and last name and your zip code or visit www.farmersco-operative.com/fcweather.

3 Ways Weather Data Can Benefit Your Operation

1. Monitor the soil temperature prior to planting or fall anhydrous application
2. Observe the general wind speeds, gusts and direction prior to spraying
3. Irrigation Scheduling – air temperature, wind speed, solar radiation and relative humidity are the variables to calculate evapotranspiration



DELAYED SPRING PLANTING



Dale L. Hayek
Grain Manager

During the month of May, we saw a much-needed rally in all commodities, fueled by the fact that funds have bought in a portion of their shorts. This was mainly in response to delayed planting progress in the northern and eastern corn belt. Due to the wet spring, planting progress has been delayed and in mid-May, corn was pegged at 30% planted vs. a five-year average of 66%

planted. Soybeans were projected at 9% planted vs. the five-year average of 29% planted. No wonder the funds rethought their positions.

It will be an interesting year for pricing as production will be constantly challenged by this late planting. The final number of acres planted has yet to be determined, coupled with loss in bushels per acre on the acres planted late. As of mid-May, it felt like the industry still assumed acres would be planted, as producers don't need a big window to get the planting accomplished. It's just that a larger percentage of the corn belt hadn't seen the opportunity to find that window yet. Also, the weather had above normal moisture for most of the country. Another unknown was the number of acres that still had the potential of switching due to weather and current board rallies. There have been more than normal local acres switch at the last minute, or the acres are being talked about more this year.

That being said, do not be hesitant in making grain sales on these rallies as we still have an abundance of old crop bushels that need to find a market before fall. The whiplash effect on the nearby corn and soybean will only continue as the Chicago Board of Trade bounces around in reaction to all the unknowns. If we experience poor summer weather and test average corn yields below 170 (USDA is at 176), this will be significant for new crop. Keeping in mind the recent released large South

American and Russian crop sizes may offset any potential U.S. production issues that feed the same export markets.

Also recently announced was Trump's second package of aid for the U.S. farmers hit by the trade war with China. The plan isn't final but will most likely prioritize hog and soybean farmers, the products most affected. The 2018 \$12 billion aid package has paid out to date \$8.52 billion. It is estimated that this second round could reach \$15 billion. The fact that we recently reached a 10 year low in soybean price and the 2020 election is around the corner certainly factored into this policy. The plan will reflect last year's program structured around direct payments and commodity purchases through USDA's Commodity Credit Corporation rather than going through Congress to approve funds.

Locally, we are shipping regularly to be emptied out prior to harvest, also with the anticipation of accommodating all on-farm bushels that need to be moved prior to harvest. The wet winter limited producer movement in some areas as roads weren't truck worthy as often as we are accustomed to. Our building projects aren't moving along as anticipated due to the weather conditions, but the contractors are making hay when the sun shines...just like you.

We have two new grain originators on staff. Keith Hermance will be based out of Dorchester and Randy Norris who will be based out of Plymouth. They are currently getting acclimated with our company and producers. Please welcome them as they will be making themselves known to our branches and patrons.

**“Do not
be hesitant
in making grain
sales on these
rallies...”**

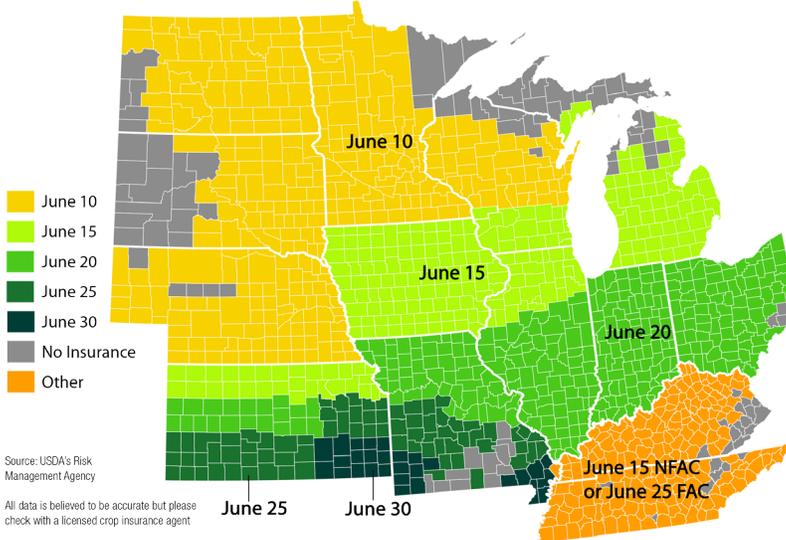


Keith Hermance



Randy Norris

2019 Soybeans Crop Insurance Final Planting Dates



2019 Corn Crop Insurance Final Planting Dates

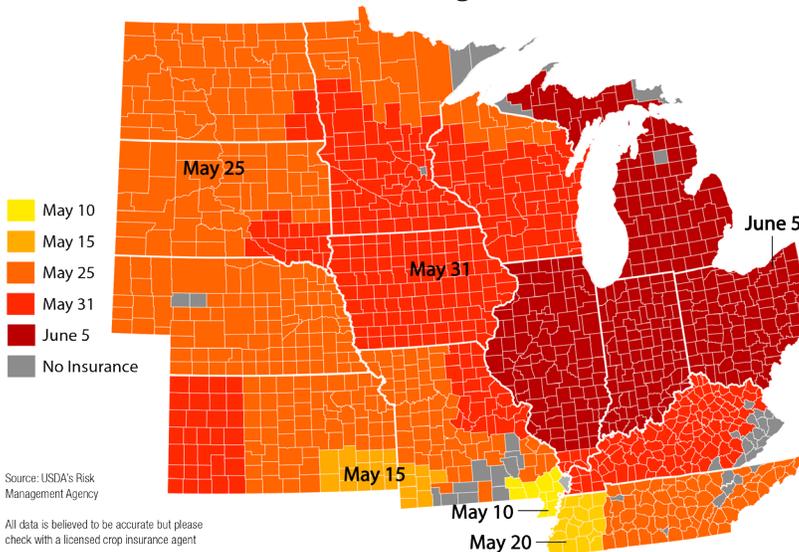


Table 1. Corn Planting Date and Yield Loss Relative to Maximum Yield in Illinois, 2007-2018

Planting Date	Yield Loss		Loss Rate
	Percent	Bushels/Acre	Bushels/Acre/Day
April 1	1.6	3.3	
April 10	0.2	0.4	-0.3
April 20	0.0	0.0	0.0
April 30	1.3	2.8	0.3
May 10	4.2	8.8	0.6
May 20	8.1	17.1	0.8
May 30	13.4	28.2	1.1
June 5	17.2	36.2	1.1

Source: Nafziger (2019)

Advantage of COVER CROPS

Dennis Kenning, Sales & Marketing Manager

Farmers Cooperative has experienced a huge interest in cover crops. Cover crops have many advantages in a variety of different farming operations. We know that cover crops greatly reduce soil erosion and help with issues of soil compaction.

They also help improve overall soil health and is a natural method to increase soil fertility. Greater soil fertility can increase yield while reducing crop input cost.

Cover crops can work well into a livestock operation as a feed source, plus can help producers meet USDA compliance.

Farmers Cooperative offers several different types of cover crops depending on your operation. We can make up about any custom blend that fits your needs. Our Seed Manager, Brian Scherling (402-239-2789), would be happy to help you explore the use of cover crops on your farm.



SUMMER VACATION...

WHERE THE RUBBER MEETS THE ROAD



Brent Colgrove

TBA Manager

Summer is here and with that comes summer vacations and trips with the family. Before you go, you better not forget to check out the family vehicle. One of the most important things to do is to look at your tires for wear.

Here are a few ways to make sure your tires have plenty of tread:

1. Using the old penny trick, take a penny and stick it down in the tread with Abe Lincoln's head upside down. If you see his whole body and head, you need tires. If you only see half his head and/or body, you should be good to go!

2. Feel in the tread for the tire wear indicators. These indicators are in the bottom of the tread and are small, raised rubber bumps. If the tread wear indicators are even with the tread, you need new tires. These indicators are 2/32 of a tread. Most new passenger tires have 11/32 of tread when they are brand new. If you see any outward bumps on the sidewall or in the face of the tire, you have a separation and need a new tire because the tire is about to blow out.

3. Look for the steel belt exposure in the face of the tire. If you see any steel belts in the tire, you need to get it replaced because the tire is about to fail.

Before you hit the road, don't forget to also check the air pressure in your tires. If you are unsure about how much air you need in your tire, just open the driver's door and look at the tire placard that is pasted on the door jam. This will tell you what size and how much air pressure you need for that vehicle.

Don't pull out of the driveway just yet! Did you remember to check your battery? Make sure you look at the age and condition of the battery cables and ensure you don't have corrosion build up. If you do, you may need to disconnect the battery and clean the cable ends. If your battery is four years old or older, you better start looking for a replacement. In today's world, most car batteries

only last four to six years.

While you're under the hood, make sure all your fluids are topped off and take a good look at the serpentine belt. If it's cracked, frayed or just plain old, you better get it replaced because if it breaks on your trip you are not going anywhere fast. That belt keeps all systems going. Don't forget about the radiator and heater hoses – make sure they are not cracked or bulging anywhere. If they are original or more than four years old, you better get them replaced as well.

If you are a do-it-yourself kind of person, don't forget to check the air filter. If it's full of dirt or if it's black with dirt or oil, you better replace that as well. Your engine needs to breath. Don't forget to check the windshield wipers! Everyone forgets about them until it starts raining and there is nothing worse than being in a rain storm and not being able to see. Finally, make sure you have a clean, up-to-date oil change. If your oil and filter is 6 months old or has 3-5,000 miles on it, you should get it changed. To me, this is the most important part of the maintenance of your vehicle.

Lastly, make sure all four wheels are aligned on your vehicle. Most front wheel drive vehicles have independent suspension which means you can adjust all four corners of the vehicle with the center of your vehicle. If your car isn't aligned properly, you will see excessive tire wear, a crooked steering wheel and/or pulling of the vehicle.

If you are unsure of any of this information or you are looking for a quality, honest shop to help you with any of this, give us a call. Before you head out of town on your summer vacation, swing by a Farmers Cooperative location and we will take care of you. We will look over your vehicle, change the oil, top off the fluids and look over the condition of everything I just talked about. If you need any work done or have anything replaced, we will contact you and give you a recommendation of the parts or services you need at a competitive price.

Thank you for your support and we will see you next time.

FLOODING DISASTER RELIEF THANK YOU, PATRONS!



Dennis Kenning

Sales & Marketing Mgr.

Thanks to you, our patrons, we raised over \$90,000 for our disaster relief project which will help those affected by the spring flooding throughout Nebraska. This dollar amount includes monetary donations as well as feed and new and used fencing materials. If we take into account the time, labor, transportation and promotional campaign Farmers Cooperative provided, the total would be well over \$100,000. The bottom line is that you, the patrons, were the difference makers for this project.

On May 1st, Kevin Wittler (Feed Department Manager), Quint Rayburn (Truck Driver) and myself delivered supplies to help producers impacted by the spring flood. Our first stop was in Columbus, Nebraska, where we delivered feed and fencing, cleaning supplies, bottled water, clothing, tack, as well as some of our Farmers Cooperative hats for the volunteer workers. The Columbus site was well managed by a very dedicated Platte County UNL Cooperative Extension service who had a group of volunteers on hand to sort the supplies. This group was putting fencing bundles together for 95 to 100 producers coming in to pick up much needed supplies. They had a store-like area on the grounds for smaller items needed such as fencing pliers, gloves, milk replacer, etc. We stayed a while to help with the process of bundling fencing materials.

Our second stop took us to Chance Ridge Equine Facility in Elkhorn, Nebraska. At this stop, we delivered feed and fencing materials. This collection site was operated by two very dedicated individuals. One of the individuals had driven 12,000 miles with his own truck to pick up supplies from the different locations across the United States. He also put on over 120 hours on his skid loader handling supplies. The other individual was taking care of a newborn baby while running this site. Talk about having your hands full while still helping others! Both

individuals missed four weeks of their normal work to operate the collection center.

Please be assured that our donation is getting into the hands of the people that need it. The timing of our donation was great. Early on, collection sites had a large amount of donations; however, now supplies have been very slow coming in and there is still a great need. Your contribution was greatly appreciated.

We would like to take this opportunity to thank our management and Board of Directors. Not only did they donate \$10,000, but they also supported this project by providing four company collection sites, trucks to haul supplies, promotion of the event, and the use of our employees' time to make this possible. We also need to thank our many supportive vendors, including Hubbard Feeds, Purina Feeds, Land O'Lakes Foundation, CoBank Foundation and the GrowMark Foundation. Our Farmers Cooperative patrons really came through supporting this project – thank you! In addition, KUTT, KTGL, KRG and KAWL radio stations provided over \$5,700 in promotional advertisements while Precision Sign of Bruning, Nebraska, provided advertising signage for the event.

Together, our patrons, employees and vendors made a very sizable donation of over \$90,000 to help support those in need due to the spring floods. Again, thank you to everyone and please know that your donation was truly appreciated.





NITROGEN NINJA



Wesley Hedges
Precision Ag Manager

For a college soils class, we were given a blank piece of paper and on the blank paper we had to replicate the exact nitrogen cycle shown in Figure 1, including each and every chemical equation. Even if the negative charge was left off NO_2^- ; we would have to retake it with a new blank paper at a later date. Once we passed the exam without a single mistake, we became what our college agronomy department

called a "Nitrogen Ninja." We were given a Nitrogen Ninja card and I'll admit, I carried it in my wallet for quite some time!

Nitrogen is the most limiting nutrient in non-legume crops worldwide (e.g. corn, milo, wheat). Nitrogen deficiency symptoms start with the oldest leaf yellowing at the tip, followed by the midrib in a v-shaped pattern, then out to the edge of the leaf (see figure 2). The leaf tissue in the older leaf will die while the second oldest leaf will begin yellowing, then the third oldest leaf, etc. This is because nitrogen is deficient in the soil, thus forcing the

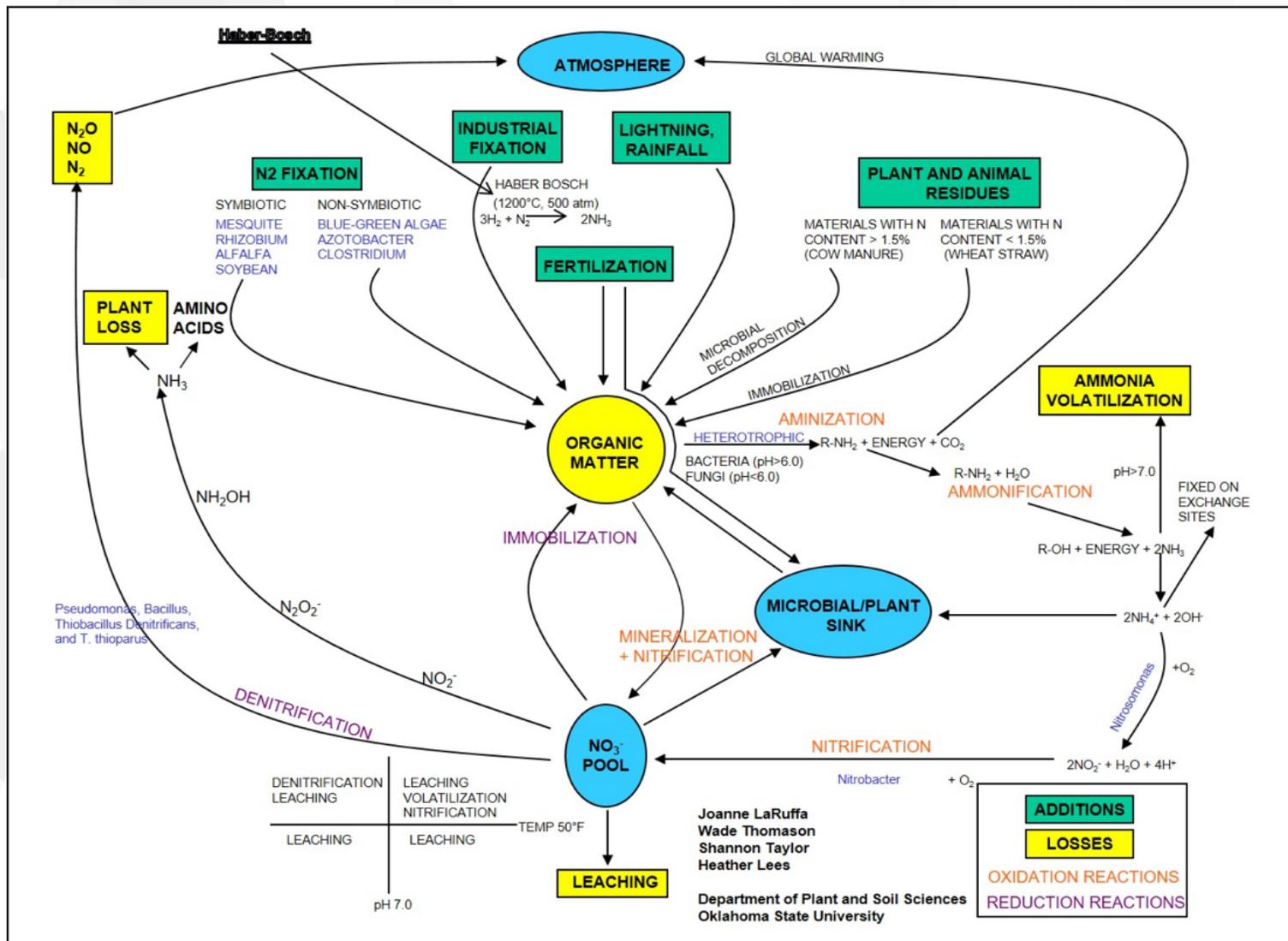


Figure 1. Shows nitrogen additions and losses to the nitrogen cycle. Additions of nitrogen include industrial fertilizer plants, legumes and lightning. Losses of nitrogen include volatilization, leaching, denitrification and plant loss/removal.

plant to move nitrogen from the lower leaves to continue new growth.



Figure 2. Nitrogen deficiency symptoms in corn over a period of time. Yellowing starting at the tip of the oldest leaf, followed by the midrib in a v-shaped pattern, then out to the edge of the leaf.

Did you know there are about 1,000 lbs/acre of nitrogen for every 1% of organic matter in the soil? Since organic matter in our trade area averages 3%, then on average our soil has 3,000 lbs/acre of nitrogen. Unfortunately, all of that nitrogen is unavailable to the plant. However, the mineralization process can convert 1-3% of organic nitrogen to plant available nitrogen. The amount of nitrogen mineralization greatly depends on the environmental conditions, which vary from year to year as shown in Figure 3.

Because nitrogen mineralization and nitrogen losses are unpredictable, measuring nitrogen in-season (e.g.

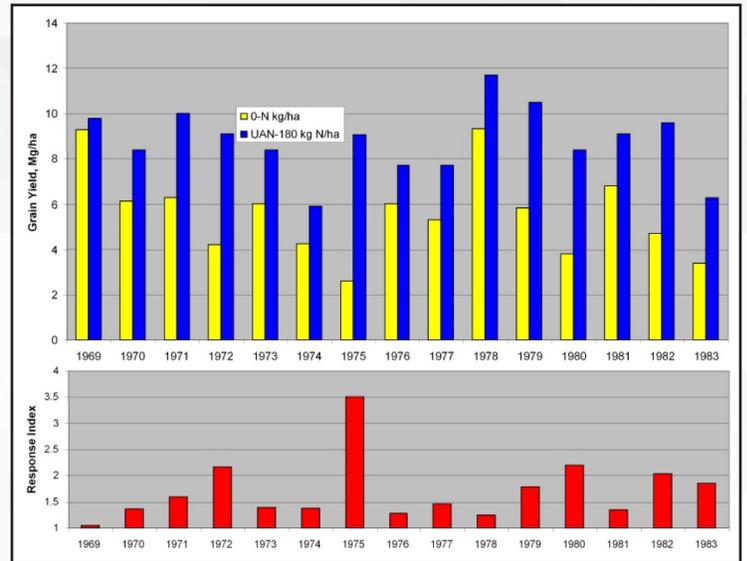


Figure 3. An experiment conducted by the late Professor Robert A. Olson at the University of Nebraska shows the long-term corn grain yields with two nitrogen treatments: 0 lbs/acre of nitrogen (yellow) and 397 lbs/acre of nitrogen (blue). This demonstrates that some years the nitrogen treatments yield similar because of higher nitrogen mineralization.

nitrogen modeling, tissue sampling, remote sensing), in-season nitrogen application, and variably applying nitrogen are ways to help improve nitrogen use efficiency. By utilizing today's technology and the 4R approach (e.g. Right Rate, Right Time, Right Source and Right Place) we can make an informed decision on how much, if any, nitrogen is needed in-season. Like the old saying goes, you can't manage what you don't measure.

Contact your local representative or Wesley Hedges at 402-239-3749 to learn more.

Farmers Cooperative Supports 2019 State FFA Convention

Dennis Kenning, Sales & Marketing Manager

Farmers Cooperative is a proud sponsor of the Nebraska FFA Association. During the 2019 State Convention in April, our company was honored by the Nebraska FFA Foundation as a 5-star sponsor in the "I believe in the Future of Ag" campaign.

As an FFA Foundation sponsor, we provide funding for the Nebraska State Fair, sponsor the Ag Sales contest for the Career Development Events at the State FFA Convention, as well as provide several grants to local chapters in our trade area.

During the State FFA Convention, we provided a judge for the Star Finalist, attended the FFA Foundation

Banquet and hosted a booth at the Career Fair. It is our pleasure to support FFA as they represent our future patrons, employees and community leaders.



How Was Your Experience With Us?



Adam Lovgren

Lubricants Oper. Mngr.

That is what we ask all of our Farmers Cooperative lubricants patrons when we deliver to a business, farm or home. We strive to meet and exceed your expectations with every delivery and visit from us. With every lubricant delivery, a smile, hand full of candy and a survey card is handed to our patrons.

How was your experience with our service? That is what we want to know. We learn from your feedback and whether it is positive or negative, feedback helps us learn and grow with every delivery. There are also perks for our patrons by giving feedback to us. We learn how to better serve our patrons, we get a chance to communicate with them, and they also get a chance to win a free cordless grease gun kit. With every survey card filled out, your card is placed into a drawing held once a year to win a free cordless grease gun kit. Every time you get a delivery, you also get a survey card, so there is no limit on the amount of entries you can have. The more you order the better your chances. This is something we do to thank the patron for taking the time to help us serve them better.

In 2018, we gave out three grease guns and when we delivered the grease guns to the lucky winners, here is what they had to say about the service they received from our Farmers Cooperative Lubricants Department:



"I've been using Farmers Cooperative lubricants for 20 plus years. I feel confident using them because they do their own studies on their lubricants as well as competitors' lubricants. I appreciate that whenever I am in need of oil I can stop at any of the

various locations and they have on hand what I need." – Dan Stauffer, Milford, NE



"We used an implement manufacturer's oil for a long time until I went to a producer meeting in Fairbury. I was concerned that switching oil would void the warranties on my equipment but I was assured that switching oils would not affect my warranty and the quality was good. I also like that I was able to get away from the heavy drums and Farmers Cooperative was able to set me up with a nice bulk system that also helps keep my lubricants clean. I've told my neighbors about the service and quality that I get from them and have been using Farmers Cooperative lubricants for about 10 years now." – Frank Bruna, Bremen, KS



"I previously used big brand oil until I went to a producer meeting and was assured the equality of the oil Farmers Cooperative carries was as good as, or better than, what I was using at the time. I wanted to get a bulk system and the company I was using delayed getting back to me and when I called Farmers Cooperative they took care of me right away. Their customer service in all departments is outstanding. Whenever I call in an order for either lubricants or propane, they take care of me in a high quality and timely manner." – Chris Beaver, Sterling, NE

We are here to serve you. That is what we are built on in our lubricants department: serving others. Customer service is our number one goal.

How do we get to where we need to be? It all starts back at our lubricant locations. Every day we strive for clean warehouses; that way you are receiving clean oil. Whether it's package or bulk lubricants, we do everything

we can to keep your products clean. Every barrel that is received at one of our locations is cleaned off and a dust cap is put on that drum. Every package we receive is organized and covered with a dust cover as soon as it is received by us. Also, every bulk product we bring in, before it even goes out to our patrons, is sampled and sent to the lab to be tested. That way we know we have received a high quality and clean product.

Starting in our warehouse, loading it into our delivery trucks and then delivering it to your farms, every step we take as we handle your products ensures our patrons receive clean, high-quality products for their equipment. Even before our nozzle is put into your tank, we clean the nozzle and tank opening before any oil is ever pumped. There are many steps we take every day so that we know you are served well. With your help in filling out and mailing in those survey cards, we have more eyes on us so we can improve every day.

So how was YOUR experience with our service? Please fill out those survey cards and let us know. Let us serve you well and please hold us to high standards. We will do our best to give you high-quality service each and every day.

Farmers Cooperative Bulk Oil Program



Please help us to serve you better by filling out this card:

Did we meet your requirements for:

- Lead time? Yes No
- On-time Delivery? Yes No
- Quality? Yes No
- Accuracy? Yes No

We deliver solutions.

Delivery date: _____

Invoice Number: _____

Your name & place of business: _____

If a problem was encountered, was a call made to correct the problem and was that problem handled promptly and to your satisfaction?

Yes No

City & State: _____

If you answered No to any of the questions above, please explain: _____

Thank you for your time!



Investing In Our COMMUNITIES



The Lewiston FFA Chapter was awarded \$500 to purchase pumps for their aquaculture system



Farmers Cooperative Educated Youth at the Geneva Farm Safety Camp.



Disaster Relief Donation Drop-Off in Columbus, NE



Farmers Cooperative
PO Box 263
Dorchester, NE 68343

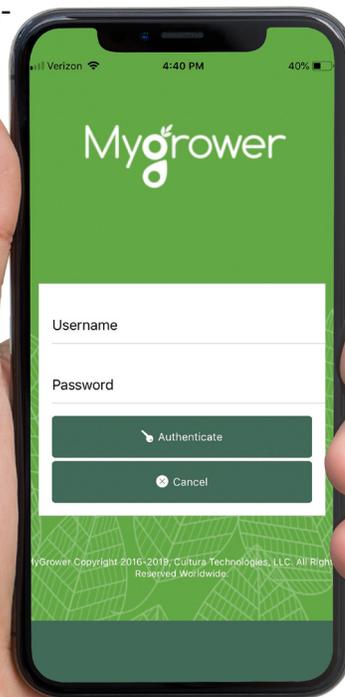


EMPOWERING Modern Growers

Farmers Cooperative wants you to be able to take your operations to the next level. MyGrower is a powerful tool that seamlessly accesses vital, real-time information from your computer, tablet or personal device anywhere, anytime. MyGrower mobile app allows users to view tickets, settlements and deliveries at your fingertips. Also, it enables growers to view and export graphic reports on contracts, proof of yield, crop inputs, prepaid balances, along with monthly statements.

Now, you can pay online via ACH! Make payments to Farmers Cooperative at your convenience. Choose which accounts to make payments towards, the amount of payment, along with the transaction date. Sign up for access to your

accounts on our website at www.farmersco-operative.com or contact:



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