

JULY, 2019

SYNERGY

COOPERATIVE



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GREETINGS FROM YOUR CEO

Karl Varnes - CEO



CO-OP 101

What is a Coop? With many new customers in recent years and another generation of members coming up it might be time for a refresher. Benjamin Franklin is credited with forming the first coop in this country; soon after the seven principles of cooperatives were adopted – which still remain and guide us to this day:

1. Voluntary and Open Membership
2. Democratic Member Control
3. Members Economic Participation
4. Autonomy and Independence
5. Education, Training and Information
6. Cooperation among Cooperatives
7. Concern for Community

Some things don't change. These have survived for close to 200 years. This newsletter is part of the information we are tasked with providing our members. Our website, social media and employee interaction are also major sources of information.

Much of our promotional material carries the tag line “customer owned – community minded”. Further in this newsletter you'll see mentioned the local fairs, local school scholarship recipients and other local event sponsorships. Youth education as well as other local benefits are among the many other activities throughout our area. Our communities are of vital importance to the success of our area, neighbors, businesses and way of life. When looking at your choices for products and services we provide, realize that almost 100% (Federal income taxes aside) of our economic impact remains local. Profits are returned to members, employee wages, property taxes and to the extent we can – vendors are all local.

Membership/Governance:

All customers are members and eligible to share in the dividends associated with a successful year. We are a “producer governed” cooperative, which means that while all benefit – our producers have voting rights and are elected to serve on the Board of Directors to guide your cooperatives future.

For our producer members, a more challenging year is hard to recall. I won't rehash recent market or weather events, most are still feeling the effects. What have we done to mitigate the situation? While some events are impossible to foresee, we have reduced margins on ag inputs. Feed items and forage extenders have been located and contracted while they were still available to aid dairymen. Agronomic substitutions have been numerous to accommodate the moving target of planting opportunities. Rail facilities were utilized to their fullest extent to replace river product generally available in May and June. We realize the extra stress of the last few months and thank our customers and employees for working together to find viable options in many cases.

One thing our ag commodity markets needed was a reason for optimism. The weather has given us that. While not exactly a steady rebound at this writing, our grain and milk futures are showing improvement. Forage supplies are obviously of greatest concern at this point.

While our ag divisions will no doubt struggle financially this year – another benefit of doing business with your cooperative is its diversity. The long, cold winter might have been uncomfortable, but your energy division performed very well. Your C-stores and other retail departments are also showing improvements from last year. That, in addition to our regional coop suppliers returning to profitability – and paying patronage – bodes well and will help our overall results, which will benefit all members. That's what Ben Franklin intended.

Again this year, we do not have any major projects underway, with the exception of required C-store regulatory upgrades. The removal of the old feed mill in Almena and repairs and maintenance to some facilities are planned. The long term planning that occurs is always in reference to what benefits membership long term. The Link Implement business was an example of that. What is the best way to insure the future viability of that product and service line to our customers' years to come. We thank Roger and Duane for helping through the transition to their more spacious facility and remaining with us in operations. Our goals were aligned as they were also looking for a way to service their long term customers into the future.

The next addition of this newsletter will occur this fall. In the meantime, our website is always available for information. Better yet, give us a call or stop in and visit with us if you have any questions or suggestions. A mobile app is also being developed to speed up the information process for those preferring that method.

Thank you for your business – from your business.

Have a great summer and growing season.

BOARD OF DIRECTORS

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CONVENIENCE STORES

Troy Strand - C-Store Operations Manager

Check out our new flyer at your local Synergy Convenience Store. This flyer will run from May 19th, 2019 through October 5th, 2019!

Synergy Cooperative is excited to continue our local card program offering many of the same benefits offered by nationally known companies. Saving receipts to track sales for patronage will no longer be required! We have three different options:



Gold Card – This is your all in one card. It allows you to charge, track patronage and earn loyalty in the convenience stores, as well as pay at the pump. (Exceptions are Barron A & W, Colfax Subway, Menomonie Exit 45 Restaurant, Almena and Cumberland Holidays).

Silver Card – If you do not want a charge account, no problem! Our Silver card allows patronage tracking as long as it is used inside the store. The silver card also provides loyalty in the convenience stores with the same exceptions above. Note: This card must be used inside the store if you want to track purchases for patronage. The silver card allows you to earn points with purchases at the pump or inside the store.

Blue Card – Used for Loyalty only. This card does not allow patronage tracking or charging privileges. It allows you to earn points with purchases at the pump or inside.

Loyalty Rewards - All three cards will have the ability to earn loyalty rewards. The point program gives money off purchases in the convenience stores. We are also continuing our "Bonus Buy" promotion along with cents off per gallon. Sign up today and receive 200 bonus points!

Patronage - Customers often ask what is patronage and why is it important to them? Simply defined, patronage is profit distributed to our members and is similar to a dividend payment. Patronage is based on net profit earned by Synergy and is only available from a cooperative. Corporations or privately-owned businesses do not pay patronage which is a key reason to do business with Synergy Cooperative. Patronage payments are not guaranteed and determined annually by the Board of Directors.

Synergy Focus on Customer Service Training

What's the difference between a "customer" and a "guest"? By definition, a customer is someone who simply buys goods or services from a store or business. A guest, on the other hand, is someone who is invited to take part in something important. We are shifting our perspective to view our customers as guests which will give us an opportunity to improve service and increase loyalty. After all, we are inviting customers into our stores through our location, exterior appearance, and marketing efforts. We will make the most of your visits by training our team on the GUEST philosophy. An effective customer service training technique is to use the acronym GUEST. It goes like this:

CONVENIENCE STORES

G.U.E.S.T

G stands for Greet – To make a positive first impression with every customer, c-store employees should greet every person as soon as they walk in the door.

U is for Understand – To understand customers' needs, employees should listen carefully to customer requests and respond effectively and efficiently.

E is for Eye-contact – Making eye contact lets customers know they are important. Remember that positive body language is just as powerful as the spoken word.

S stands for Speed of Service – Convenience store customers aren't in your store to browse – they expect to be served quickly, even when the store is busy. Train your employees to prioritize tasks, always putting customer needs at the top of the list.

T is for Thank You – A personalized and sincere "thank you" at the end of a customer experience will let customers know they're appreciated and encourage them to return again.

2019 Sales and Fuel Volume Forecast.

Synergy Cooperative is on the right path for inside unit growth as well as margin. Since the implementation of our new back office system, Ecliptic, we have seen product unit growth as well as margin growth. Our fuel volume is down due to the lack of frac sand hauling and a very wet spring limiting weekend travelers to visit Wisconsin's north country on vacation. With fuel volume down, we have focused heavily on inside sales growth. Below is a category sales forecast from Convenience Store News Magazine. Most of our locations are showing a greater growth rate than the national numbers listed below.

FORECAST 2019 SNAPSHOT

	DOLLAR SALES	UNIT VOLUME
Total store	+3.4%	n/a
Foodservice	+6.0%	+5.9%
Alternative snacks	+3.6%	+3.5%
Salty snacks	+3.4%	+2.8%
Packaged beverages	+3.3%	+2.5%
Other tobacco products	+2.5%	+1.7%
Beer	+2.4%	+2.1%
Candy	+2.4%	+1.5%
Edible grocery	+1.2%	+1.8%
Motor fuels	+1.1%	+1.5%
Cigarettes	+0.5%	-0.4%

Source: Convenience Store News Market Research, 2019

"There is only one boss. The customer. And he can fire everybody in the company from the chairman on down, simply by spending his money somewhere else." -Sam Walton, Walmart

AGRONOMY

Rich Carr - Agronomy manager - Northern Region



As another planting season is wrapping up, Mother Nature has made it a very challenging year for our crops to maximize its yields. With the cold temperatures and heavy rains we know that our crops are under stress and are looking for better growing conditions. With this said, we need to work together to make sure we didn't lose too much of our nitrogen that we put out for our corn crops. Soil testing is a great way to measure what's left in the top two feet of your soil profile. Another major concern will be diseases setting in early like Anthracnose in corn and Fusarium in soybeans. This may once again prove to be the year that spraying Fungicides will pay off many times over.

Other proven factors to consider to maximize your profits:

- Early weed control - Start clean and stay clean
- Tissue sampling - detect early deficiencies
- Crop scouting- walk ALL fields with our Agronomists
- Crop marketing- work with our grain department
- Feed the crops- top dress fertilizer to push the yields

Synergy Coop's Agronomists welcome the chance to help your business get the most out of its potential. Call and invite us out to your farm to walk your fields with you.

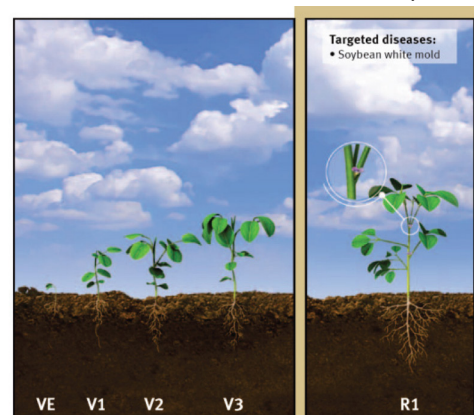
Together we can grow and better understand the needs of your crops.



AGRONOMY

Kevin Austin - Shell Lake Agronomist

With the cool, wet conditions we are experiencing so far this growing season, white mold should be a major concern for growers. Even with soybean prices lower than we would like, it may still make economic sense to apply fungicides for White Mold. Heavy infection can wreak havoc on yields. With later than normal planting, many growers have increased soybean populations. White Mold infects soybeans at flowering stage R1 through R3. Dense canopy during flowering along with cool, wet weather on fields with a history of white mold are perfect candidates for reinfection. Assess soybean fields when flowering is about to start, and if conditions are favorable for infection, it makes sense to apply fungicide. It is best to apply before White Mold infection occurs. Fungicides such as Delaro or Endura should be applied at R1 when flowers are present.



AGRONOMY

Travis Berg - Agronomy manager - Southern Region



It's not a secret that Mother Nature has affected the Agronomy industry in many ways this spring. There are questions about what is a "normal" spring these days. Well, this one certainly wasn't! From excessive snowfall in February locally to heavy rainfall this spring to the south, high water levels on most rivers have affected a wide range of the Midwest.

The Mississippi River has taken the brunt of the high water damage. It's been reported that the river levels in Louisiana rose above flood stage on January 5th, and haven't dropped below flood stage since that date! This set a record that has been held since The Great Flood of 1927. With the Agronomy Industry's dependency on river barge transport of several fertilizer products, we have seen a great stress put on the resupply chain in the upper Midwest. When it is common to see the first barges reach the Twin Cities around April 20th or so, this year we are still waiting for the first barges to arrive! As you can imagine, the industry has spent the last 3 months trying to get product in place for retailers and growers in several states. One major method has been by use of rail. Many retailers, including Synergy Cooperative, have been able to utilize our rail location at Cameron to keep product coming. Distributors have also been able to resupply some of their storage as well using rail. Another common method is by hauling product up by trucks from southern locations. Barges near St. Louis were diverted up the Illinois River in March so product could be pulled from there since the Mississippi was closed and expected to be for a while.

As you can imagine, this translated to increased transportation costs and cost of product. With the uncertainty in the grain markets throughout the winter, commitments were slow to come from growers all over the upper Midwest. Prompt demand was high when the weather cleared up, and prices increased. Urea and phosphates were the major culprits. As of today, barges are expected to be seen in the Cities by around July 1st. I expect that with this resupply, we will eventually start to see prices start to soften, but it will take time.

As always, we appreciate your business this season and going forward. Feel free to contact me with any questions you may have.



STAY CONNECTED!

FOLLOW US ON FACEBOOK
@SYNERGYCOOPUSA

AGRONOMY

Jon Wantoch - Ridgeland Agronomy Manager



Hello from Central Agronomy!

As we wrap up another spring agronomy season, I'd like to take some time to reflect on the service provided by Synergy Coop. As the merger was taking place to become Synergy Coop, a main talking point was the gains in efficiency that could be obtained. We hope everyone was able to see gains in service this past spring. Hopefully everyone was able to see more prompt starter deliveries, on-time fertilizer applications, and better timely spray applications. Much of these improvements have come from the efficiencies of the merger. It has been a great pleasure serving everyone this year, and the employees from all of your agronomy departments have become closer and are in daily communications to ensure an efficient agronomy division and a profitable growing season.

We would also like to welcome Sam Szews to our team. Some of you may have already seen or met Sam. If you get the chance, please take some time to welcome him, introduce yourself, and share your agriculture background with him. He would really enjoy that!

Please take some time to look at your fields. Most of the time, we will be able to address any problems you may find. If we can't address any issues this year, there is always an opportunity to learn for next year.

1.) Scout your fields for weed control. Most times, we are able to fix a weed issue if it is noticed in a timely matter. Whether it is from a chemical performance, an application error, or even weather related, please check your fields and let us know of any issues you may be seeing.



2.) Check your crops for plant health. If you see anything that may be a nutrient deficiency, un-even plant stands, poor populations, or insect damage, let us know.

Lastly, now would be a good time to review your marketing plan for your crops. As the spring agronomy season wraps up, farmers should take some time to review what their actual input costs ended up being. With the slow, wet, cold spring that we had, a lot of crop plans changed many times, especially with the alfalfa winter kill. Take some time to review your input costs for the year, and relate them to the current commodity prices.

Thank you again for all of your business this year. Thank you for your patience, and please continue to be safe!

AGRONOMY

Sam Szews - Sales Agronomist/Applicator Ridgeland



My name is Sam Szews and I am the new Sales Agronomist/Applicator at the Ridgeland location. I grew up in Birnamwood, WI, a half hour east of Wausau. I am a recent graduate of UW- Oshkosh and have a degree in geography. I'm sure many of you have seen me or heard my name around recently. I come from an extensive farm background including working on my uncle's farm to working for a custom operator. I am big sports fan especially the Green Bay Packers, Brewers, Bucks, Badgers, and Texas Longhorns. I like to deer hunt, go four wheeling, and snowmobiling.

I am excited to start this new phase in my life and learn all there is to know about the agronomy side of farming. I have become comfortable in my role as an applicator and applying pesticides/herbicides to fields. Operating has always been a skill of mine and I look forward to continuing by operating a spray rig. I believe collaboration is the key to successful crops. If you see me around feel free to stop and say hi.

I look forward to working with everyone and be a part of the Synergy Cooperative family.

CHECK OUT OUR RESTAURANT & BAKERY!



EXIT 45 RESTAURANT & BAKERY
2100 COUNTY ROAD B
MENOMONIE, WI 54751



Exit 45 Restaurant and Bakery is a from scratch full service restaurant. Homemade food, breakfast, lunch and dinner. Plus house made pies and desserts.



Open daily: 5:00 AM to 10:00 PM

www.synergycoopexit45.com
 On Facebook @Exit45RestaurantAndBakery



ENERGY - PROPANE

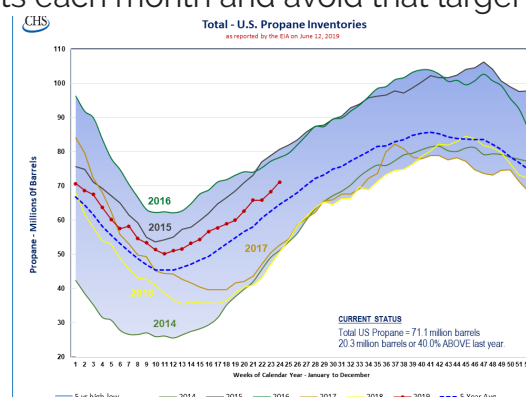
Kyle Knutson - COO - Energy/ Other Retail



Hello from the Propane Division,

Summer has finally arrived and it is now time to think about summer filling your propane tank(s) as well as your fall and winter propane needs. We are working on putting together our annual safety mailings along with the propane contracts. You should be receiving that in the mail around the time you receive this newsletter. If you did not receive your propane mailing by July 20th, please call our office to have another one sent to you. The contracting program will be open until the end of August. Your cooperative is offering a variety of contracting options again this year; we will have your traditional pre-buy option, a deposit option, a price locked budget option as well as a floating price budget option. I encourage everyone to consider one of these options to help with risk management regarding rising in-season prices. The budget plan options are also an excellent way to allow the customer to pay equal payments each month and avoid that larger bill each time the propane tank is filled.

Looking to buy now? It is a good time to think about ordering your summer-fill delivery of propane. Prices appear to be as low as I think they will get for the summer. This year, the summer pricing as well as the contract pricing are lower than they were at this time last year. This is primarily driven by the rising U.S. propane inventories and the lower crude oil prices. The inventory graph here illustrates these levels.



Please call to order a delivery when your tank gauge reads 30% to allow ample time for your cooperative to efficiently schedule your delivery. The more deliveries we can "pool together" in your area, the less miles we have to drive to deliver gas. This allows us to be more efficient and reduce delivery costs, which in turn, enables your co-op to be more profitable and return a higher dividend to you, our member owners.



Steps to take if you smell gas or suspect a leak:

- Extinguish all smoking materials and any other open flames or sources of ignition.
- Get everyone outside and away from the home or building.
- Shut off the gas supply with the service valve at the tank if possible. (Turn valve on tank to the right to close.)
- Call your propane supplier (use a cell phone outside or a neighbor's phone if propane smell is coming from inside the house).
- Stay outside and leave the gas off until assistance arrives.

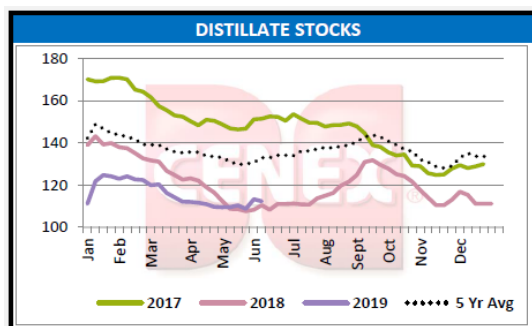
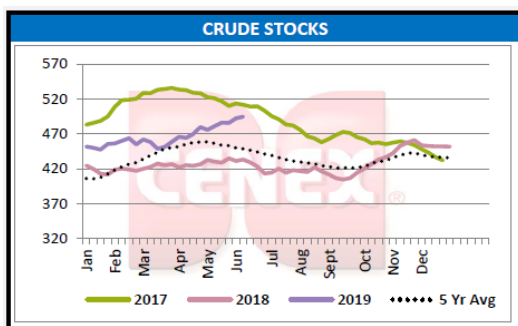
Thank you for your patronage and I hope you have an enjoyable summer,

ENERGY - FUEL

Kyle Knutson - COO - Energy/ Other Retail

Hello from the Fuel Division,

As you all have seen, the prices of gas and diesel have been on an upward trend since late winter until just recently. The inventory graphs shown below illustrate the U.S. Inventory levels of crude oil and diesel fuel. The inventory levels of crude oil have grown this calendar year and are outpacing the 5-year average. Diesel on the other hand remains well below the 5-year average and is more in line with the inventory levels from a year ago. Gasoline inventories are very similar to where they were the past two years at this time which is slightly above the 5-year average.



If you haven't locked in your price for your fall diesel fuel needs, now may be a good time to look at the fall contract pricing with crude oil being in the \$52 range at the time of this writing. If you are considering contracting for fall diesel fuel delivery to protect yourself from rising prices at harvest time, please call Dave Kaufenberg in Almena, Todd Mandel in Rice Lake, Brady Arntson in Elk Mound or myself for a daily quote. We can offer contract diesel fuel for any patron at any time. Just call us for a daily futures market quote between 9 a.m. and 1 p.m. daily.

We are now in the bulk Diesel Exhaust Delivery business! Synergy Cooperative has bulk DEF storage containers, pumps, equipment and delivery available out of our Rice Lake location. We are packaging our own drums that can be delivered, exchanged or picked up at several locations as well as delivering bulk DEF into customers totes or larger bulk tanks. We have a tote exchange program as well.

Don't forget to consider Synergy for your bulk lubricants and grease needs. Cenex Premium Lubricants are available for delivery in bulk, saving you time and money! For your convenience, when ordering fuel to be delivered, you can request the driver to deliver cases of grease in either 10 packs of tubes or a full case of 40 tubes. We carry several different grease products at all locations for your convenience as well.



**RUBY
FIELDMASTER™**
PREMIUM AG DIESEL FUEL



Thank you for your business and I hope you have a great summer.

SERVICE STATIONS

Mark Kucko - Service Station North and Central Manager



Hope everyone is enjoying the summer so far. If you are planning a family trip you sure don't want any vehicle problems, so call one of our five service stations to have a pre-trip inspection done by checking filters, engine oil, power steering, transmission, brake fluids and don't forget antifreeze levels. Also, they can check tire pressure and tread.

Colfax
618 Main St.
715-962-2275

Menomonie
807 Main St.
715-232-6210

Chetek
3020 Knapp St.
715-924-4833

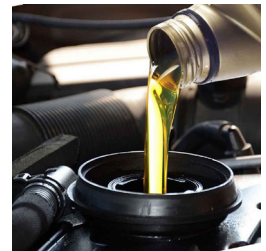
Rice Lake
924 Hammond Ave.
715-234-7136

Ridgeland
318 Railroad St.
715-949-1145

We have a great selection of truck and car tires available for you. Don't forget we do oil changes, transmission flushes, coolant flushes, batteries, brake work, alternator work, starter work, alignments and anything else you need done on your vehicle. We also have on farm tire service and tractor tires available. So please give us a call so we can help you with your needs.



We hope you have safe summer travels.

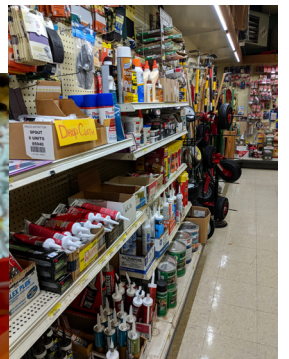


HARDWARE

Our three hardware stores have been busy, as they always are in the spring and into the summer. Each of our hardware stores have a different selection of supplies, and if you can't find it at your store of choice just ask, they will try their hardest to get it for you. Hot items at various stores right now are fencing supplies, bird seed, bunker covers, lawn and garden supplies, camping supplies, steel gates, fishing and hunting supplies, and filling LP cylinders.

The Ridgeland Store had a really successful chick day on April 19th, and would like to thank everyone that came in that day to buy chicks and that made a donation for their meal to the Countyliners 4-H Club. A lot of chicks came and went through the store on that Friday and we had a lot of fun interacting with everyone that came in that day.

We hope you have a fun and safe summer and we hope to see you at one of our stores for your hardware needs.



FEED

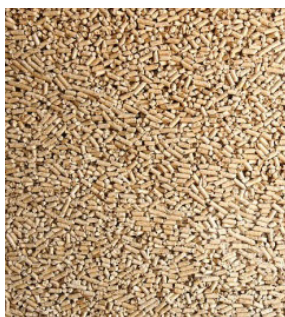
Bob Hinrichs - Feed Division and Feed Operations Manager
Sarah McHenry - Sales Team Manager and Lead



Greetings from the Feed Department,

We are glad to see the sunshine and crops coming along. It is hard to believe, but it is already fair season and once again there are many 4-H projects out there. We are excited to see all the different projects and finished fair animals. Synergy Cooperative will be attending about twelve fair animal auctions this year. Good luck to all of you on your projects and if you need any help with some finishing touches be sure and contact one of the Synergy nutritionists.

Also, along with warm weather has come the reality of the current forage shortage situation. It appears that Wisconsin as a whole was hit pretty hard with Northwest Wisconsin probably hit the hardest. With that in mind we have stocked corn gluten feed pellets at three of our locations. Ashland, Rice Lake and Elk Mound all have pellets in bulk. Gluten can be an excellent hay stretcher, but contact the nutritionist team and they will be able to fill you in on all the details and what will work best for you and your farm. Starting in early May we have been contracting a number of tons for specific producers and some for the mills at what seems to be a very competitive price.



Along with having more gluten on hand, the Rice Lake Mill also now has steam rolled corn available for your mixes. We can actually use your bank corn in mixes so the only extra charge is for the roasting of the corn, much like we do with roasted soybeans. The steam rolled corn is a nice option for calf feeds, beef feeds, and even some dairy rations due to the steam rolling changing the digestibility of the corn slightly. Also, at the Rice Lake Mill the Synergy Calf Feed is in full production. There are some nice options for an 18%, 20% and 22% calf feed using a protein pellet formulated specifically for calves, a unique molasses blend, as well as the steam rolled corn. If you have interest in seeing how the new mixes can work for you contact Luke at the Rice Lake mill.

Another new feed addition has been Non-GMO corn at our Ashland facility. John and team in Ashland will soon start mixing Non-GMO feed to help service that market. Ashland feed mill also has had some maintenance done to the roof, purchased a forklift and are now planning on setting up some warehouse racking. Our Elk Mound facility has received a much needed new distributor. It did shut us down for a few days and we thank you all for working with us to get through that week. The end product was worth it.

We would also like to say thank you and wish a happy retirement to Dave "Yo-yo" Sarauer. Dave has been a long time member of the Elk Mound feed team.

Thank you for all your support and have a safe and enjoyable summer!

FEED

Andy Lutz - Livestock Nutrition Consultant



It was Monday April 29th where I had not one, but six different dairy producers call me wondering what they should do regarding this year's alfalfa winter kill, and it wasn't even noon yet! Everyone must have spent their weekend walking their hay fields, only to conclude that there wasn't any alfalfa growing in the fields. One of the producers was from Minnesota, so obviously it was a wide spread problem.



Many producers looked at alternative types of forages to plant such as: Italian Rye grass, Sorghum Sudan grass, peas and oats, and Triticale. As an emergency forage, many of these varieties were grown by producers for the first time and their nutritional value is somewhat foreign and presents feeding challenges. Here is where your Synergy Nutritionist can help you out. We provide services such as forage inventories, forage sampling, and ration balancing to maintain milk production.

Synergy Feed Mills also carry a few forage extending feeds. Corn gluten pellets is a bi-product from the corn syrup manufacturing industry. It is a good source of protein, energy, phosphorus, and digestible fiber. The protein in corn gluten feed is largely rumen degradable so it compliments a heavy corn silage diet. It is normally fed to cows at a rate of 5 to 10 pounds per head per day. Talk to your nutritionist regarding making a grain or protein mix utilizing corn gluten pellets. It can also be delivered directly to the farm using our trucks or by semi load.

Another good option is WI Forage METAPRO Extender from Purina. It is a pelleted feed supplement that is used to extend your current forage supply – not replace it. The fiber in this pellet is highly digestible to support milk production without contributing an excessive level of starch. It is also an excellent source of metabolizable protein and amino acids. It is to be fed 3 to 6 pounds per head per day to lactating cows, dry cows and heifers. Please work with your Synergy feed team to assess how these options can work in your herd's diet.

The producers I work with know I am a big believer in using some kind of preservatives on their feed; maybe an inoculant or an organic acid. This year with the forage shortage it is especially important to capture all the feed's nutritional value. The crop is at its highest nutrient level when first chopped so it's a race against time to achieve fast fermentation. Bacteria and molds that are naturally present can multiply fast and begin to decompose the crop. Microbial activity is slowed or stopped by lowering the pH and creating an acidic environment. If you use your silage preservative correctly it can reduce waste, increase dry matter up to 4%, preserve nutrients, increases protein retention, and makes feed more palatable for your cows. Every crop input you buy represents a tremendous investment. When that crop is harvested it makes sense to take the next step and treat the forage to achieve maximum feed quality. Synergy offers multiple options for inoculants from Kemin, Sci-tech, and Vita Plus. We also carry Kemin Silage Savor acid and the equipment to apply it. Again, work with your Synergy feed team who can help set-up equipment and calibrate application rates.



We thank and support family farms!

"The farmer has to be an optimist or he wouldn't still be a farmer." Will Rodgers

FEED - ALMENA FEED AND SEED STORE

Hello everyone and Welcome to the Almena Feed and Seed Store!!

The store is located between Barron and Turtle Lake, just a little ways off of HWY 8. Look for the big Croplan- Winfield seed bins. At the Feed and Seed Store we offer a large variety of products and services for any size farm.



For those with a green thumb, we have a large selection of field crop and garden seeds in bulk and packets. The store also carries grass seed for your lawns and pasture mixes for your cows, horses, goats, and sheep. We also have fertilizer and lime for both gardens and lawns. Looking to start a food plot? We stock a wide variety of deer plot seeds that should satisfy any deer.

Now that we are starting to switch gears to summer, some of you may have the local county fair or baling some hay on your mind. We can help you with both. Just recently we got our shipment of baler twine in. We will be stocking 9000 sisal, 9000 plastic, 16,000 sisal, 20,000 plastic, and 4000 x 440 plastic. The store also handles net wrap, bale wrap and preservatives.

For the Fair goers we have products to meet your show feed needs. We carry Purina Honor Show Chow and High Octane Supplements for show pigs, sheep, as well as dairy and beef cattle. If you're not into showing don't worry we have local bagged feed for all your animals. We have an assortment of chicken layer feed and chick starter too. A few brands are Purina Home Grown layer, Purina layer crumbles or pellets and organic layer. For baby chicks we have both medicated and non-medicated feeds. Speaking of chicks, if you're thinking about ordering baby chicks, we can help you out! We order through Sunnyside Hatchery in Beaver Dam, WI and Abendroth Hatchery in Waterloo, WI. Just stop in and tell us what you are looking for. Not only do we carry chicken feed but we also have bird seed, black oil sunflower seed, Nyjer (thistle seed), peanut pick outs, and different flavors of suet just to name a few for the wild birds of the neighborhood.



Here at the store we also stock a wide variety of Purina horse feed, calf grain, lose minerals and cooked mineral tubs. The cooked mineral tubs are great for your dry cows, heifers, beef cows, and steers. We also handle Land O' Lakes milk replacer such as Amplifer Max, Bov Mos, Amplifer Max, PB Bov, Cows Match and Cows Match Cold Front, along with a few kind of NRV milk replacer. You can also come in and buy feed by the pallet.

Along with all the feed options we also carry stocks tanks, gates/panels and mineral feeders. Need it delivered? We can help you with that too, Synergy owns and operates a soft-sided truck that can hold up to 12 pallets. We also offer unloading and the delivery truck carries its own forklift. If you have any questions please call the store at 715-357-3038 and ask for Jennifer, Jim, Jan or our deliver guy Tracy to assist you with your feed and seed needs. We look forward to seeing you at the Almena Feed and Seed Store!!

Thank you for your continued business!

Jennifer, Jim, Jan, and Tracy

GRAIN

Jerry Bates - Grain Manager



At this time, you're probably thankful the planting is done and looking forward to the time to harvest the crop that did get in the ground. What about the time in between? I know there is plenty to do but here is a suggestion. Make this season a time to review.

While each year has its seasons, they do have their differences. Most everyone in agriculture has probably made some claim to the uniqueness of each crop year. Although, they may have similarities, many variables create a unique identity for each crop year. World stocks, US stocks, export and use data, weather patterns, commodity plantings, market prices, carries, inversions and what else? Oh yeah, political tweets! We could go on and on.

This year is no exception. Since last summer, we have realized another large crop, increased US and world stocks, lower exports, a lot of moisture, late planting for most, low market prices and historic carries. Oh yes, and a tariff war. If there was ever a year for a review of your marketing plan, this is it. The worksheet below is a practical tool to help review where you are in your marketing plan.

Now that you have run the numbers, take action:

- Put inbids for remaining corn and soybeans bushels to meet your goals.
- Look at wheat opportunities. Obviously, wheat moves on a different seasonal pattern. Historically this is typically the best time to contract the next years crop. Look at forward contract opportunities for the 2020 wheat crop.
- Put a date on your calendar to return to this exercise and review again prior to harvest.

Crop Marketing Review Crop:	Crop Marketing Review Crop: EXAMPLE: Corn
Yield Per Acre:	Yield Per Acre: 175
Total Acres:	Total Acres: 500
Total Bushels to Market	Total Bushels to Market
(Yield per acre x total acres):	(Yield per acre x total acres): 175x500=87,500
Cost Per Acre:	Cost Per Acre: \$625
+ Desired Profit/Acre:	+ Desired Profit/Acre: \$50
Total Cost Per Acre:	Total Cost Per Acre: \$625+\$50=\$675
Total Acres:	Total Acres: 500
Crop Income Needed	Crop Income Needed
(Total Cost Per Acre x total Acres):	(Total Cost Per Acre x total Acres): \$675x500=\$337,500
Bushels Forward Contracted:	Bushels Forward Contracted: 30,000
Average Forward Contract Price:	Average Forward Contract Price: \$3.75
Forward Contract Income	Forward Contract Income
(Bushels fwd cnt x avg fwd cnt price):	(Bushels fwd cnt x avg fwd cnt price): 30,000x\$3.75=\$112,500
Crop Income Needed - Fwd Cnt Income:	Crop Income Needed - Fwd Cnt Income:
Bushels Not Sold	Bushels Not Sold
(Total bushels to market - Bushels Fwd Cnt):	(Total bushels to market - Bushels Fwd Cnt): 87,500-30,000=57,500
Target Price	Target Price (Income difference/Bushels Not Sold):
(Income difference/Bushels Not Sold):	\$225,000/57,500=\$3.91

This is a simple form to fill out and is a very quick reference to see where you are doing on your marketing plan for the year. If you have any questions please don't hesitate to call.

I would like to thank you for your business now and in the future.

MACHINERY

Bruce Anderson - Machinery Sales



Hello from the Machinery Department.

The transition of moving our machinery department is in progress and has been going well, but is going to be a long process. We have moved 90% of the machines down the road to the Link building, but our parts department will take some time before all parts are coming out of the Link building. This process will be evolving, so patience is greatly appreciated during this time.

We have been really busy this spring with servicing customers along with the transition and we appreciate the business you all given us so far. Our tractor sales have been really steady, and attachment sales are now picking up. To let you know we have Enorossi Tedders on hand 10 feet up to 19 feet, since we are now in the peak of haying season. We still have several used tractors on hand, that are ready for some new owners.

With the transition we have a wide selection of lines of equipment we carry, they include: LS Tractors, GEHL construction equipment, AGCO, Massey Ferguson, Great Plains, PMC feeders, CID cutters and buckets, Walco, Edney, Kuhn Knight spreaders, Country Clipper, plus Jonsered and Echo products.

In our Lawn and Garden department, we have Country Clipper mowers on sale too low to advertise, so make sure to stop on in if you are in need of a new mower. We also have a nice selection of ECHO weed trimmers, tree branch trimmers, chainsaws, leaf blowers and sprayers on display that are ready to be used to spruce up your yard.

All in all, Synergy Machinery has grown and we still aim to be full service for ALL your equipment needs, parts, services, and sales. We are still the same people servicing you, but we are now your one stop shop for your equipment needs in town.

Thank you so much for your patience during this time and we hope you have a safe summer!

Roger, Duane, Bruce, Jeff, Missy, Kylie, Albert, Al, Brian, Faron, and Gene



SCHOLARSHIP WINNERS



Aliyah Elza

Aliyah just graduated from Ashland High School. This fall she plans on attending St. Cloud State University studying Biology.



Catherine Krance

Catherine Krance graduated this spring from Barron High School. This fall she plans on studying at UW-River Falls. She will be majoring in Dairy Science.



Trenton Stanley

Trenton graduated this spring from Birchwood High School. This fall he plans on attending Winona State University. He will be majoring in Business.



Brianna Crotteau

Brianna graduated from Cameron High School this spring. This fall she will be attending UW-Eau Claire Barron County. She will be majoring Agri Business.



Jackie Moen

Jackie graduated this spring from Chetek-Weyerhaeuser High School. This fall she plans on attending Hamline University, where she will be majoring in Pre-Law.

SCHOLARSHIP WINNERS



Alyssa Potts

Alyssa just graduated from Chippewa Falls High School. This fall she plans on attending CVTC studying Horticulture.



Selena Levendoski

Selena graduated this spring from Clayton High School. This fall she plans on studying at St. Thomas. She will be majoring in Exercise Science.



Katherine Petersen

Katherine graduated this spring from Clear Lake High School. This fall she plans on attending UW-River Falls. She will be majoring in Food Science and Technology.



Taylor Meyer

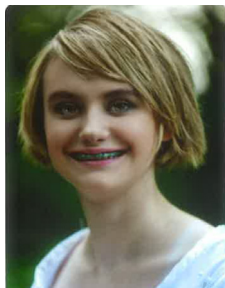
Taylor graduated from Colfax High School this spring. This fall she will be attending UW-Eau Claire. She will be majoring in Biology.



Zachary Bertelsen

Zachary graduated this spring from Cumberland High School. This fall he plans on attending UW-Eau Claire, where he will be majoring in Political Science.

SCHOLARSHIP WINNERS



Annabelle McAleer

Annabelle just graduated from Eleva-Strum High School. This fall she plans on attending Western Technical College studying Welding Fabrication.



Amber Gilbertson

Amber graduated this spring from Elk Mound High School. This fall she plans on studying at UW-River Falls. She will be majoring in Agricultural Education.



Ariana Kistner

Ariana graduated this spring from Menomonie High School. This fall she plans on attending CVTC. She will be majoring in Environmental sustainability.



Ava Dachel

Ava graduated from New Auburn High School this spring. This fall she will be attending UW-Stevens Point. She will be majoring in Human Dimensions of Natural Resource Management.



Wyatt Fetting

Wyatt graduated this spring from New Auburn High School. This fall he plans on attending WITC, where he will be majoring in Machine Tool.

SCHOLARSHIP WINNERS



Anna Boesl

Anna just graduated from Prairie Farm High School. This fall she plans on attending UW-River Falls studying Elementary Education.



Jody Bates

Jody graduated this spring from Prairie Farm High School. This fall she plans on studying at Bob Jones University in South Carolina. She will be majoring in Sports Management.



Anakah Denison

Anakah graduated this spring from Rice Lake High School. This fall she plans on attending UW-Eau Claire. She will be majoring in Biology.



Breanna Green

Breanna graduated from Shell Lake High School this spring. This fall she will be attending either WITC or UW-Stout. She will be majoring in Food Industry.



Isabella Beltran

Isabella graduated from Turtle Lake High School this year and plans on continuing her education at UW-Platteville this fall. She plans on studying Forensic Science.



Kendra Siebenthal

Kendra graduated this spring from Turtle Lake High School. This fall she plans on attending WITC-Rice Lake, where she will be majoring in Business.

CREDIT DEPARTMENT

Diane Kuhl - Credit and Collections Manager



We are preparing for the upcoming heating season. You should be seeing the LP prepay and budget contracts in your mail shortly. Just a reminder that July is clean up month for budgets. Old budget balances need to be paid in order to be eligible for the next year's budget program. Also, a reminder for budget customers, if you have automatic bank payments, you need to complete a new ACH form each budget season as the old ACH ends in June. You can find an ACH form on our website under the credit tab or contact any of our offices.

If you have an existing propane/fuel oil bill, you'll need to get that paid off before placing an order for additional propane/fuel oil (unless you're on the budget plan).

Also, your account must be in good standing to remain on the "Keep Fill" Program.

For our fuel and propane customers, if you are selling your property (particularly if you have a leased tank) please let us know as soon as possible. Also, your buyer will need to set up an account with us before they can order LP or fuel oil at that location.

For all of our credit customers, just a reminder that our credit program is not the typical revolving line of credit. Rather, purchases made during one month are due in full by the 28th of the following month. Any charges not paid by the 28th of the month following the month of purchase will be subject to a finance charge of 1.5% per month (18% Annual Percentage Rate) on unpaid balance and the account will be subject to C.O.D. terms.

We have a number of ways to make your payments:

- In-person at our offices in Ridgeland, Almena, Elk Mound or Rice Lake and also at the Shell Lake, Chetek and Sand Creek stations
- Mail a check to any of our offices
- Online at www.synergycoop.com
- Call any of our offices to make a payment by phone
- ACH payments (forms available). Our ACH's are done weekly (except budget)

Cash discounts are only given when paid by check, cash or repetitive ACH payments (does not apply to call in ACH payments). Please note that we have extended our discount period to allow you plenty of time to mail your payment.

With such a large customer base, we now have many customers with similar names. We need your help in applying payments correctly. When mailing your payment, it is extremely helpful to include your account number in the check memo or "budget" if intended for budget payment.

Communication is key. If you ever have any questions or concerns about your account, please call or stop at our offices. Our credit team is happy to work with you.

Have an enjoyable safe summer!

A NOTE FROM THE OFFICE



The Controller Group - Enid Jackson - Becky Norris - Alicia Streich

A year ago we introduced you to our dedicated office staff, most of whom have been with the co-op for many years. We would like to take this opportunity to thank them for all that they do to make sure our customers are taken care of and we hope you agree that they do a great job. You can call any of the three main offices listed below to ask questions about your account, place LP or fuel orders, or to make other general inquiries. We are still working through some procedures since the merger of the co-ops so please understand if we transfer your call it is because we want you to talk to the most informed person on the subject.

Ridgeland office: 715-949-1165

Almena office: 715-357-3650

Elk Mound office: 715-879-5454

They say summer is here and with that comes preparation for the winter heating season. LP contracts are scheduled to be mailed sometime around the distribution of this newsletter so if you have not received one by the middle of July then please call one of the offices. Your gallon usage for the prior year is provided on the contract to help you decide how much you need to contract. This year the usage is based on the period 6/1/18 through 5/31/19. Because this covers a whole year your summer fill last year will be included, so there is no need to add that in. Please read the contract and all of the enclosed documentation as this includes important safety information. Call us if you have any questions on these contracts or any of the options, and also if you need assistance calculating your budget. Also, remember to send your payment with a prebuy, deposit, or budget contract.

Please note: At this time, we are not able to accept orders for any products, including LP, via email. Continue to call the office with your orders so that we can confirm your information and get your order scheduled.

Summer fill pricing is in effect for LP orders placed June 1st – August 31st. You must call one of the offices to place your order and also note the following regarding summer fill prices:

- Your account must be current
- Deliveries will be made on the scheduled routes
- Tank must be at 50% or less
- Tanks will be filled to 80-85%
- The \$.05 per gallon discount is still available if paid within 7 days with cash or check (as always this discount does not apply with credit/debit card payments)
- Prices are subject to change without notice

A quick reminder of some of the office services you can take advantage of if you haven't already. Call any of the offices for additional information.

- Invoices can be emailed to you
- Statements can be emailed to you
- Automatic payments on your account
- Online access to your account

Thank you for your continued patronage. We encourage you to call any of your co-op controllers with questions or comments.



ALMENA

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PO Box 118
Almena, WI 54805
715-357-3650

ELK MOUND

N6055 State Road 40
PO Box 70
Elk Mound, WI 54739
715-879-5454

RIDGELAND

229 Railroad St
PO Box 155
Ridgeland, WI 54763
715-949-1165

MAILING ADDRESS

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PHONE

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