

PRAIRIE CENTRAL CO-OP

prairiecentralcoop.com

Main Office: 815-945-7866

Our Mission:

*To handle the farmers' grain at harvest.
To be safe and fair, while maintaining profitability.*



Why Choose Prairie Central Cooperative?

By Mark Heil, General Manager, PHONE: 815-945-7866, EMAIL: mheil@prairiecentralcoop.com



It started with a question from a current customer. I don't know where his quest for information began—maybe someone asked him why he does business with Prairie Central Cooperative. That led us to research on our own and to provide information because we wanted our answer to be specific to him.

On our way to our response to that single customer, we began to ask what that meant for our patrons and the value of doing business with Prairie Central. This includes the factors you consider when deciding where you market your grain. The grain elevator to deliver your grain and the harvest policies—which include storage and drying rates. You need grain bids that compare to similar grain markets. We need to protect and maintain your grain information, keeping it organized and accessible. You need a strong financial structure so you can be confident in the elevator you're dealing with. After all, when you store your grain, you want the assurance it will still be

there when you're ready to sell the grain and turn it into cash.

I see two takeaway messages in the data compiled. First, we returned to that patron 11 cents per bushel on every bushel sold to Prairie Central in the past five years. As we studied a cross section of other patrons, the data showed a similar range of 10 to 14 cents per bushel. Second, we invested in property and equipment an additional 21 cents per bushel into Prairie Central Cooperative for the future.

The past five years have been dynamic to agriculture and the grain industry, our analysis provided what has already occurred. What transpires in the next five-year time period will be different and be relative to those market conditions in which Prairie Central competes. When harvest policies, grain bids, a sound financial structure and patronage are all considered by our customers, working with Prairie Central does provide a personal profit advantage. That's not only measureable, it's significant. ■

