

This is Your Legacy.

Fall 2018 Newsletter



Efficiency, Effectiveness, and the Future



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Mark Sunderman
President/CEO

Legacy Farmers Cooperative continues to drive forward with our focus on efficiency, effectiveness, and the future. After embarking on our latest Board Strategic Planning Session, our divisions of Agronomy, Grain, Petroleum, and Lawn & Pet/Feed have all been tasked with exploring new ideas that will bring value to your co-op now and prepare us for what is necessary for success in the future. Your co-op is identifying new business opportunities or changes in how we do business today, so that we are in position for the future. We ask three simple questions: What are we doing today that we need to continue to do? What are we doing today that we need to stop doing? And what are we not doing today that we should be doing? In the near future you can expect to see some additional changes at Legacy as we answer these questions and develop plans to make sure we can provide the right commitment, service, and expertise that your farm will need tomorrow. As always, I encourage you to share your thoughts and ideas with me.

Today agriculture and the hardworking farmer are under attack by the media, special interest groups, and urban America. With the Governors Executive Order on “watersheds in distress” threatening your freedom to farm, Legacy Farmers Cooperative will continue to be a voice on our members’ behalf that works to protect sound agronomic practices that you and your co-operative follow. Sound science is what is necessary to make a difference and we support nutrient practices that can be proven that they work. Your co-op is proud to have all five of our agronomy facilities 4R Nutrient Stewardship Certified. You can trust that Legacy Farmers Cooperative does things the right way.

In June, Legacy Farmers Cooperative hosted Ohio Senator Rob McColley at our McComb agronomy plant to talk about agriculture. Specific topics included nutrient management and water quality, workforce, and transportation. We appreciate Senator McColley’s willingness to spend time to learn about your co-op, agriculture, and Legacy members. It is imperative that Legacy Farmers continues to bring educational opportunities to lawmakers so they can better understand the impacts that legislation could have on your farm.

Finally, Legacy has been blessed with a great team of employees and strong experienced leadership. In our Agronomy Division, Mike Tobe (VP, Agronomy Manager) and Don Boehm (Crop Protection Manager) were professional enough to indicate they both are planning on retiring in the next couple of years. With their retirement communication, Legacy was afforded time to reorganize our agronomy division to make this change a smooth transition and at the same time work to gain efficiencies for the long term with a new structure. Effective in



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June, Stacie Anderson (formerly Seed Manager) was named Agronomy Sales Manager and will manage Legacy’s agronomy sales, marketing programs, and Crop Specialists. Logan Haake (formerly Precision Ag Manager) was named Agronomy Products Manager and will be in charge of purchasing all agronomy products. Making these changes ahead of Mike and Don’s retirements allows for a longer transition time to help share knowledge to the new leadership positions. Mike Tobe will now be the VP, Agronomy Operations with a strong focus on efficiencies and analysis on equipment and logistics to ensure we can get the most out of our assets. Don Boehm will now be Legacy’s Senior Field Agronomist to help with training, sales, scouting, and agronomic questions. Mike and Don certainly aren’t done with their contributions to Legacy Farmers Cooperative and Legacy looks forward to new ideas and opportunities that will arise with Stacie and Logan and the entire agronomy team.

Legacy Farmers Cooperative is not resting. Our culture is one that works to get better everyday and loves the challenge to bring you opportunities and solutions to your farm. In this newsletter you will hear about a lot of new things that are coming or being implemented. This is our commitment to you and to the future of your co-op. ■

This is your Legacy,
Mark Sunderman
President & CEO



Agronomy Outlook

At Legacy Farmers Cooperative’s recent board of directors planning meeting there was much discussion on the future of agriculture. Ever changing world markets, regulations, and technology will challenge all of us, but also offer opportunities. Your board will continue to explore new services, technology, and products, to improve services that are important to our customers including our Input Financing program, and to divest in those services which are not.



Mike Tobe
Vice President
Agronomy Operations

Legacy’s mission is to exceed customer expectations by delivering the best value to their business, while providing a financial return to the cooperative and its member-owners.

Each season there seems to be a narrow window to get dry and liquid crop nutrients from warehouses to the farm and field. Legacy will be exploring options on how, when, and where to update facilities. We will run cost analysis and feasibility on the different options with our goal and commitment to provide you, our valued customer, the best products and services possible in a timely manner.

Getting bulk seed to the farm early can be especially challenging in a cold spring. We will be looking at ways to accomplish this while preventing multiple times of moving and handling the seed. Our crop specialists and operations managers would appreciate your suggestions and input on what it would take to help you be able to take early delivery of bulk seed to the farm and what equipment would be needed in your operation to allow it to work efficiently and smoothly.

Better service for our customers in the area of crop nutrients and seed were just a couple of items discussed at the board planning meeting as Legacy continues to strive to be our customers’ first choice in all their agronomy needs. ■



A successful spray program starts in the fall. As we continue to see resistance and new weed species move into our area, it becomes more critical to have a good spray program for both Fall and Spring applications. The Fall application should use a burn-down herbicide such as Weedmaster with metribuzin. If you have grass or chickweed pressure, you should add glyphosate. Some weeds that we need to keep an eye on and make sure we control are Waterhemp, Marestail, and Giant Ragweed. These weeds require a minimum of one spring application with a residual. In the case of Waterhemp, two residual passes are a must with a class 15 herbicide (Dual, Zidua, etc) included with each application.

We want to make sure we control our weeds so they don’t control us! ■



Logan Haake
Agronomy Products
Manager



Stacie Anderson
Agronomy Sales
Manager

Our agronomy team has seen many new changes as we enter a new selling season. We are excited about a new structure, new faces, and new opportunity to continue to serve our customers. Amongst the change – we remain committed to bring you the best products with the best service each and every time. This season you will see technology utilized more than ever. Be prepared to hear about the latest yield-mapping and field health imagery

available with Climate FieldView. Be prepared to have your Crop Specialist bring you harvest data, soil maps, and recommendations via mobile device at your fingertips right on the farm. Be prepared to engage with Legacy Farmers Agronomy on social media as we bring you weekly installations of ‘Friday from the Field’, sharing news and agronomic topics relevant to your farms. We plan to be mobile, spend more time with you on the farm, work together to become more efficient, and find ways to continue to bring you the expertise and service you have grown to count on. Best wishes for a safe and healthy harvest. ■

Technology Update

Technology Advances — Helping You!



Jamie Pratt
IT Systems Manager

As you read through this newsletter you will see that everyone is focused on technology. Technology affects every part of Legacy Farmers Cooperative. From our Petroleum Department, Grain, Agronomy, and Lawn and Pet, technology is becoming a bigger part of our everyday life at the cooperative. You may ask, “With all of the technology that is out there, how does it help me?” Well, let me explain.

With government regulations on the rise for our farmers and the cooperative, we must be proactive to stay ahead of them. We work very closely with our vendors to make sure we are

keeping the critical information needed to be legal, and prove we are doing the right things. So, documentation, document retention, in-field information, application information, etc., is a must to make sure we can continue to serve our customers. Legacy Farmers will remain a leader in technology going forward to help us, and to serve you.

Our goals are simple and that is to exceed customer expectations by delivering the best value to your business. One way to do that is through a streamlined process from start to finish. Our salesmen are now able to visit a farm and while we are on that farm, give the customer a quote. Upon approval, we can order or place an order for that product from anywhere, with no need to go back



to the office. The application is also streamlined. We send your order to the cab of our machine, no paperwork needed. When the order is complete, and our experienced applicators finish your field, they input some critical information for you, and then press complete. This sends you an email or text message, letting you know that your field is sprayed/applied, but also lets our administrators know as well, allowing them to initiate the process of billing (that’s the only bad part, it must be billed). Then all the information that we collect is saved on our server, not in the cloud, so your information doesn’t go anywhere. A complete streamlined

Coming this Fall . . . Legacy Farmers Mobile App!

Have you ever been in the combine during harvest and wondered how many more bushels of beans you have to deliver on your contracts? Have you ever lost a load ticket or left it in the “other” truck? With the Legacy Farmers’ mobile app, powered by Bushel, never lose track of tickets or contracts again.

Your grain team at Legacy Farmers is committed to service and being a market leader. One of the ways we can serve you best is by allowing you to quickly, securely, and easily access your information in real-time. The Legacy Farmers app is just the platform to accomplish this important task.

Technology Update

Continued from page 3

process, helping us better serve our customers.

Legacy Farmers is always looking out for our customers’ best interest, helping you make the best decisions on your farm. Technology, now and going forward, is going to be a vital part of that process. If you don’t get text messages or emails when your fields are finished being applied, ask your salesman how to get those. If you want to know more information on our process from start to finish, ask one of the salesman or managers and we can get you some answers. These are just a few examples of Legacy Farmer’s Cooperative Helping You... ■

The app will be available at no cost this fall for Android and iOS in your app store, just search “Legacy Farmers Cooperative” to download. After you download the app you will be asked to create a log-in, which you will only need to use once a year. The app will recognize your cell phone number from then on and will automatically connect you to your account at Legacy Farmers.



Chad Rosebrook
Grain Marketing Manager

Once in the app, you will have access to a list of cash bids at our locations as well as delayed futures quotes. Where the Legacy app really shines is the real-time access you’ll have to your contracts, delayed price position, tickets, and more. The app allows you to see all the contracts you’ve made and can be filtered by delivery dates, commodity, or location. Once a specific contract is found you can see all the details of the contract including how many bushels you have delivered on it and how many are remaining.

Grain tickets are also readily available in real-time. You can sort your list of tickets by date, crop, or location and once you find the ticket you were looking for you can see all the details of that load. Load weights, bushels, and grades are all easily accessed in the palm of your hand.

The Legacy Farmers mobile app, powered by Bushel, will be available at no cost this fall in your app store. Stay up-to-date on your contracts, delayed price bushels, and never forget that load ticket in the “other” truck again.

Interested in downloading the app as soon as it’s available? Send an email to legacygrain@legacyfarmers.com with “app” in the subject line and we will email you download instructions when it’s available. ■



Petroleum Update

As summer begins to fade, your Legacy Petroleum team is ready to help make your fall harvest season go well. We recently updated our delivery fleet with the addition of another 4,500-gallon truck, which replaces the last of our 2,500 gallon units. This increases our ability to respond to your fuel needs promptly and efficiently.



Steve Rodman
Petroleum Manager

With an eye to the future, your Legacy team, in conjunction with Growmark Cooperative, is actively involved in plans to become the Ohio distribution center for bulk and packaged FS Lubricants. Plans include bulk storage of key lube and hydraulic oils, complete with repackaging abilities, as well as enhanced bulk and packaged deliveries throughout the area. This partnership will increase our effectiveness in supplying all your lubricant needs, for farm, industrial, or commercial applications.

FS Lubricants are designed and blended to meet and exceed OEM specifications, with a long proven history of quality, durability, and reliability. You can depend on Legacy Farmers and FS to bring you only the best products to protect your valuable equipment.

As harvest nears, now is the time to inspect your fuel storage equipment. Mention this newsletter and receive a 10% discount on fuel hoses, filters, nozzles, and tank gauges, plus 10% off installation or repair service, through September.

As always, we appreciate your patronage, and are eager to serve you! ■



***You can depend on Legacy Farmers
and FS to bring you only the best
products to protect your
valuable equipment.***



Kent McMillen
Lubrication Specialist

As harvest is quickly approaching, I would like to remind you to make sure you are stocked up on all the products you need to get you through the season.

We have everything you need to keep your equipment running in top shape.

Engine oil, tractor hydraulic fluid, gear oil, grease, coolants and DEF; let us keep you stocked and ready for

those “after-hours” emergencies. Also, remember that many of our grain and agronomy branches keep some key products on hand to help keep you going when you’re busy.

We are here to supply you with the quality products you need to keep you rolling.

Please call or text Kent at 419-348-3864 for all your lubricant needs, or call Jessi at 419-425-3835 for fuel or lube orders.

Our staff takes our jobs very seriously, and SERVICE is our #1 priority.

Have a safe and prosperous harvest! ■

Have a safe and prosperous harvest!

Legacy Lawn & Pet



Matt McGuire
Lawn & Pet Store
Manager

The fall season is approaching and you should be focusing on your yard. Fall is a perfect time to eliminate those pesky weeds. We have a great weed-n-feed granular product or if you like spraying, we have plenty of Trimec Classic and Triplet SF in stock. If you are looking for a good fertilizer try our line of Spring Valley products, 24-4-12 or 30-0-5 will be perfect for your yard.

We are about to launch our new on-line ordering site, and are calling it **LegacyLoadUp**. We are very excited for this development and hope you try it. You will be able to go to our web-site at www.legacylawnandpet.com search our products, place your order and our friendly staff will have it ready to load for you when you arrive.

As always, stop in and see the various pet and wildlife feed and supplies we have to offer. Don't forget to refill your grill tank for that weekend of tail-gating and if you need mulch delivered, give us a shout, we would love to help you out. ■



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