

Farmers Cooperative Elevator Company

PARTNERS IN PRODUCTION

FEBRUARY 2022





Board of Directors



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Chair



Doug Linnebur
Vice-Chair



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www.gardenplaincoop.com

OUR VISION IS "TO BE THE AGRIBUSINESS OF CHOICE
FOR EMPLOYEES AND PATRONS"

OUR MISSION IS "TO BE A PROFITABLE QUALITY SUPPLIER
OF AGRICULTURE PRODUCTS AND SERVICES"

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FCEC ANNUAL MEETING

Save the date
for our annual meeting on
Saturday, March 26, 2022
at Cheney High School
*Doors open at 5:30 P.M. with
dinner served at 6:00 P.M.*

BEING THE PARTNER YOU EXPECT

Rusty Morehead



Happy New Year!
First off, I want to tell all of you **THANK YOU** for your support of FCEC this past year! We are very appreciative that you choose us to be your trusted partner. Here at FCEC, we will continue to work toward our vision of **"being the agribusiness of choice for employees and patrons."** We will continue to work hard to bring value to your operations.

Currently, as I type this article, we are going through the audit for the 2021 fiscal year. We are looking forward to sharing with you the success of your cooperative at our annual meeting on Saturday, March 26th in Cheney, Kansas. 2021 was a good year for your cooperative, and the success we achieved came from the team of employees and patrons we have. We are very excited to build on that success as we get into 2022.

This past year I have had the privilege to meet many of you. As I sat back and reflected on the year, it really rang loudly how we rely on each other to be successful. Now that sounds like an obvious statement, but let me dive deeper. Success looks different for all of us, and each of you utilize the cooperative for different services that add value to your operation. At FCEC, we are making it our focus to be strong in all divisions

to better allow us to serve our producers. We pride ourselves on having the most knowledgeable people in each department to answer your questions. We work with some of the best manufacturers to offer the best products available so you can be assured performance will be up to par. We also continue to invest in and improve our facilities and rolling stock to provide the service you deserve and expect. I would love to be able to say we are perfect, but I am more of a realist and know we still have some work to do. What I will say is that we will continue to work toward excellence to be the partner you expect!

In 2022, some specific goals we have set are improving communication, building strong relationships with our customers, educating our producers on all services we provide (for example: precision ag), continuing education for our employees for personal growth while bringing value to your farms, and looking for ways to make FCEC and your operations stronger. In these tough economic times, we want you to know we are here to help.

We can't say it enough, we sincerely thank you for your business and appreciate you choosing FCEC to be your agribusiness of choice!

God Bless!

Rusty Morehead



If you are interested in signing up for CFA for the 2022 crop year, you still have time to do so. With top-dress around the corner, now is a great time to fill out your application. The interest rates are very competitive, and this is a great way to help with cashflow until harvest. The application process is simple and easy to fill out with fast response time. If you are interested in signing up and have any questions, please don't hesitate to call.

DOUG SCHEER (OUTSIDE SALES): 316-772-2014
SHAWN TALKING TON (OUTSIDE SALES): 620-340-7626
JAMES RENNER (AGRONOMY SALES): 316-217-5024
RYAN GRAF (CERTIFIED LENDER): 316-542-3182

Farmers Coop Elevator News

Dixie Brewster, Board Chair

I am excited about our upcoming Annual Meeting on March 26th at Cheney High School. Cheney is a central location for our territory, and we hope you will plan to attend. Ventriloquist Greg Claassen from Whitewater, Kansas will be the entertainment, and I think you will be impressed! FCEC leaders will have the opportunity to share with you some of the highlights of our past year as well as give insight to what the future holds. Plans are being made for improvements to our facilities, technology advancements, and pursued product availability as the board continues to work with our CEO, Rusty Morehead. We have had input from members on ways to best accommodate their farming needs, and the board encourages you to share further ideas of improvement for your Farmers Coop!

In closing, I want to share a few quotes that I find enlightening and important to be repeated as we endure the tearing down of historical statues, as some of our American history is being erased. I hope as farmers we can stand and be thankful for our great country and for those who have fought for our freedom and given us the opportunity to take care of the land that gives back to us.

“AGRICULTURE is the most healthful, most useful, and most noble employment of man.”
George Washington.

“AGRICULTURE is our wisest pursuit because it will, in the end, contribute most to real wealth, good morals, and happiness.”
Thomas Jefferson

“The farmer is the only man in our economy who buys everything at retail, sells everything at wholesale, and pays the freight both ways.”
John F. Kennedy

“Striving for success without hard work is like trying to harvest where you haven’t planted.”
David Bly

“Farming is a profession of HOPE.”
Brian Brett

ENERGY

Jeff Conard

So far this winter, adding #1 to our diesel has not paid off. Every year we blend fuel with #1 diesel and a cold flow additive for the worst-case scenario like what we saw last February. This costs roughly \$.10 a gallon. So far this year, a good cold flow additive is all you would have needed for the temperatures we have had; however, winter is not done yet, and as we remember from last year, the worst could still be coming. Here at FCEC, we start blending fuel in November and keep it blended through at least February. It costs more and isn’t always needed, but when it is, this decision proves to be priceless.

There is an interesting movement in the fuel industry to standardize what premium fuel really means. Most of you realize that base diesel fuel doesn’t meet the fuel specifications for tier 4 engines. With the emission standards and high pressure common rail injection, newer diesel engine fuel systems run much hotter and at much higher pressures than the engines we grew up with. As a result of this, most companies are offering a premium diesel. So, what defines what a premium diesel really is? That’s where the problem is in the industry; any additive at really any level of mix can be considered premium diesel right now.

The program that seems to be gaining some momentum is the TOP TIER labeling. Most of you have seen this at the gas pumps; it is a standardized detergent package added to gasoline to meet a set standard. The diesel program is very similar to the gas program, a base level of detergents that must be added to meet the specification. Now while this is a step in the right direction, the diesel specifications for the current TOP TIER labeling are at best a bare minimum, only adding a little bit of lubricity and a small

level detergent. It is going to be interesting to see where the standard for premium diesel ends up. The premium diesel we sell contains seven different additives that work together to maintain and clean your fuel system, which more than exceeds any current standard for premium diesel.

- **CETANE IMPROVER:** Aid in quick startups for reduced engine wear
- **AGGRESSIVE DETERGENTS:** Keeps the fuel system clean for better performance and increased efficiency
- **LUBRICITY IMPROVER:** Reduces friction and wear on fuel pump and injectors
- **DEMULSIFIERS:** Forces water to the bottom of the tank to separate it from the fuel
- **CORROSION INHIBITORS:** Prevents formation of rust and the natural degradation of diesel fuel caused by exposure to oxygen
- **STORAGE STABILIZERS:** Reduces gum, varnish, and sludge to extend the storage life of diesel fuel
- **INJECTION STABILIZERS:** Addresses fuel oxidation problems in new engine technology and prevents internal diesel injector deposits.

At FCEC, we are committed to delivering a premium product to our customers. If you have questions on anything we offer (dyed diesel, clear diesel, gas, propane) or pricing or contracting options, please reach out to your nearest FCEC location. As always thank you for your business!



News from the FEED GUYS

Jeremy Turner

SPRINGTIME CATTLE CONCERNS

Fly Control

As spring approaches bringing warmer temperatures and spring showers (hopefully), it also brings one of the most common nuisances for cattle: flies. Flies are associated with issues such as skin irritation, decreased milk production, reduced feed intake leading to reduced weight gains, and have even been implicated in the spread of summer mastitis. These issues combined result in a nearly \$1 billion economic loss among producers in the United States annually, so it is important to have a solid fly control program.

One of the most effective and low maintenance options for fly control is a feed-through fly control. Purina offers a range of minerals with Insect Growth Regulator (IGR), which is convenient because cattle need fly control as well as mineral, so this feed-through form doesn’t require extra handling beyond regular mineral maintenance. The biggest key to season long fly control is to start early; Purina’s rule of thumb is to offer fly control mineral 30 days before the last freeze in the spring all the way until 30 days after the first freeze of the fall. This ensures that the cattle consume the mineral before horn flies appear and continue to consume it long enough to prevent flies from overwintering.

Grass Quality/ Cows Breeding Back

Cows coming out of gestation are entering their highest nutrient requirement right about the time that first little bit of green grass is starting to show up in pastures. As input

prices continue to trend up, it’s easy to get excited about that first sighting of green grass and feel the urge to turn those cows out, but there may not be enough volume to support a cow’s increasing requirements. According to Lee Dickerson, a senior cattle consultant with Purina Animal Nutrition, as cows begin to lactate, their protein requirements go up 60 to 70% compared to the last trimester. Because of this, it is recommended to provide free choice hay and supplements until that grass is lush and plentiful. We offer a wide range of pasture supplements like dry mineral, mineral and protein tubs, and self-fed supplements containing Purina’s Accuration Intake Limiter.

Grass Tetany

Cattle are at their greatest risk of grass tetany in the spring due to quickly growing cool season grasses, which are often low in magnesium, and calves nursing, draining the cow’s calcium and magnesium levels through the milk. Fortunately, grass tetany is easily preventable with the implementation of high-magnesium mineral. It is recommended to offer high-magnesium mineral at least 2-3 weeks before cattle are turned out on grass in order to achieve a consistent intake and to continue feeding it for 60 days after the first sign of grass growth.

Thank you to all for your business in 2021. We look forward to serving all of your fly control and pasture supplement needs in 2022!



**DILLON
HOWELL**

PRETTY PRAIRIE

Dillon brings several years of knowledge and experience back to the Farmers Coop. He previously worked at the Pretty Prairie Location as an elevator operator. Since October 14, Dillon has resumed his prior role to help keep things running smoothly. Most recently, Dillon worked for a fence contractor in Arlington, KS. Dillon lives in Pretty Prairie and enjoys riding 4 wheelers in his free time.



**CHANDRA
ROBERTSON**

CHENEY ADMIN

Chandra has spent the last 10 years working for the USD 268 Cheney School System. Since November 8, she has been working for the Farmers Coop as an office-billing associate at the Administration Office. Chandra lives in Cheney with her husband, Aaron, and they have three children. Chandra likes to spend her time at her children's activities, camping, and CrossFit training.



**HUNTER
REDINGER**

CHENEY

Hunter currently lives in Hutchinson, KS. He started working as an elevator operator at Cheney on November 15. Hunter was previously employed here at the Coop working at the Pretty Prairie location in 2019. Prior to coming back here, Hunter gained additional experience working in the same capacity at the Farmers Coop in Mt. Hope, KS. Hunter enjoys spending his free time hunting and fishing.



**SCOTT
BAYLIFF**

GARDEN PLAIN

Scott has brought 12 years of operations experience from Farmers Coop Equity where he was employed previously. He has experience with elevator operations, propane, feed, and tender truck driving. Scott came from Medicine Lodge, KS but now resides in Wichita. He is married and has three kids and lists weightlifting and fishing as his favorite hobbies. Scott began work on August 23 at the Garden Plain location.



**COURTNEY
HEINZE**

CHENEY ADMIN

Courtney is from Cheney and is married to Jordan and together they have two kids. Previously, she worked in the medical field for 10 years. On August 16, Courtney began employment as accounts payable clerk at the Administration Office in Cheney. In her spare time, Courtney enjoys camping, fishing, taking care of animals, and hanging out with family.



**TYLER
DALTON**

NORWICH

Originally from Dodge City, KS, Tyler comes to the Coop from Spearville, KS. He was the elevator supervisor the past eight years at Offerle Coop. Tyler became the location manager at the Norwich location on October 4. Tyler has been married for 11 years and has 4 children with another on the way very soon. Tyler lives near Murdock, KS and he likes to spend his spare time with his family.



**THOMAS
FERNANDEZ**

CCGP

Thomas has returned to the Coop after leaving in 2019 to pursue a career in aircraft assembly and rebar fabrication. He has been working at the CCGP location as an elevator operator since October 4. Thomas enjoys his job and the good work environment. Thomas has two kids and currently lives in Wichita. A favorite hobby for Thomas is doing small engine repair.

MEET FCEC'S NEWEST EMPLOYEES



**DENA
COX**
CHENEY

Dena was raised in Oklahoma, and she started her public service career at age 19 with the City of OKC. Dena has 20 years of combined service in a public sector. Dena gained custody of her granddaughter, Paisley, in February 2014 and adopted her in October 2015. She moved to Kansas in March of 2016 to raise Paisley with her husband Troy in Norwich, where together they take care of cattle and other critters. In October 2019, Dena became a regular face at Ace Hardware for 2 ½ years, then she was at 1st Choice trailers where she worked in sales, parts, and performed RV service work. Dena started her new position at the Cheney Elevator on November 29 as an office-scale associate.



**DEREK
LUMLEY**
GARDEN PLAIN

Derek was born in Rochester, MN and was raised in multiple states due to his dad being career military. He has lived in Kansas since 1999. Derek lives in Argo with his wife and three children. He began his career in agriculture in 2012 working for the Danville cooperative working in a variety of positions within the company, most recently location manager of Wellington and Oxford. Derek came to Farmers Coop in September 2021 to fill the role of agronomy dispatch and operations.



**RYAN
HALL**
GARDEN PLAIN

Ryan is from Harper, KS and has a degree in plant and soil science from Oklahoma State University. Working in agriculture since graduation, Ryan has a background in agronomy sales, rig operation, field scouting, and soil sampling. Ryan began employment on December 27. He works in the Agronomy department at Garden Plain as a custom applicator. Previously, Ryan spent 6 years working at Progressive Ag Cooperative. Ryan is married and has one child. Raising cattle and hay keeps Ryan busy in his spare time.



**JACOB
KRAUS**
NORWICH

Jacob began working October 14 as an elevator operator at the Norwich location. He currently lives in Conway Springs, KS with his wife and one child. Jacob's family will be growing as he and his wife are expecting another child soon. Jacob has prior elevator experience working a wheat harvest in 2016 at Norwich and most recently at the Farmers Coop in Belle Plaine, KS. Jacob enjoys cleaning guns and fishing in his free time.

Layne grew up in North Central Kansas where agriculture caught his attention as a young kid. He furthered his education at Northwestern Oklahoma State University where he majored in ag business. Layne was previously employed at a large seed wheat operation, Shirley Seed Farms, based out of Woods County Oklahoma. He began employment September 15 as a retail sales specialist. He looks forward to the opportunities ahead to help producers further build their operations. In his spare time, Layne enjoys golfing, team roping, and spending time with close friends.

**LAYNE
LAGASSE**
CHENEY



**FOR EMPLOYMENT OPPORTUNITIES,
CHECK OUT OUR WEBSITE
[HTTPS://WWW.GARDENPLAINCOOP.COM/EMPLOYMENT2](https://www.gardenplaincoop.com/employment2)**

2022 EMPLOYEE ANNIVERSARIES

Here at FCEC we pride ourselves on delivering excellent customer service to all our patrons, and we know it takes talented employees to meet our producers' needs. At FCEC, we feel we have the best team out there and want to thank ALL of them for their hard work and dedication. We would like to celebrate some of our employee work anniversaries and thank them for all they do!

5 YEARS
Brian Becker
Jeremy Zoglmann
David Dye

10 YEARS
John Voss

15 YEARS
Scott Shobe

20 YEARS
Sam Matthews

25 YEARS
Jim Schmitz
Nancy Proctor

**AGAIN, THANK
YOU ALL FOR YOUR
HARD WORK,
DEDICATION, AND
EXCELLENT SERVICE
YOU HAVE GIVEN
TO FCEC AND OUR
PATRONS!**

NOT THE TIME TO CUT EXPENSES

Doug Scheer

Most conversations in the agriculture community today revolve around the all-time high farm input prices we are experiencing today. Fertilizer costs have been steadily increasing since last fall and uncertainty still exists today as to how high they will reach before they peak. Since fertilizer expenses are typically one of the largest expenses incurred during a growing crop year, naturally our minds go to wanting to reduce the amounts applied in order to reduce our expenses in an effort to try to make our crop more profitable. I'm going to try to explain to you why this is the absolute wrong decision for you and your operation along with the detrimental effects it can have to your bottom line and some possible ways to overcome it.

To begin, we are getting ready to enter our wheat top dress season. Nitrogen prices are holding around \$1.00 per unit of nitrogen. Several producers have stated to me that they were going to cut back on how much they put on or potentially not apply any at all to "save" money. Alan Berg, professional business speaker, once said "You cannot save yourself into prosperity," and I believe no truer words have ever been spoken. For example, if you were to cut your application of nitrogen by 20 units, you could potentially reduce your expenses by \$20.00 per acre.

Multiplied by a one thousand acre farm, this could lead to a savings of \$20,000. Although this seems like a considerable amount of money, have you considered what effect that this could have on your farm income? Although it may seem like a good solution for the near future, how will it affect your long term goals? We know through decades of research and practice that it requires 1-1.5 lbs. of nitrogen to produce one bushel of grain. By limiting the amount of nitrogen to your wheat crop by 20 lbs, you have reduced your overall yield potential by 13-20 bushels per acre. New crop wheat price today is \$7.69 per bushel. Therefore, you will notice a reduction of farm income of \$100 - \$150.00 per acre. If multiplied by the same one thousand acre farm, your total farm income is reduced by \$100,000 to \$150,000! It doesn't matter how big or small your farm is—you can change these numbers however you see fit—but it doesn't change the fact that you will have considerably less in your pocket to pay bills and other expenses and less available to plant the next crop.

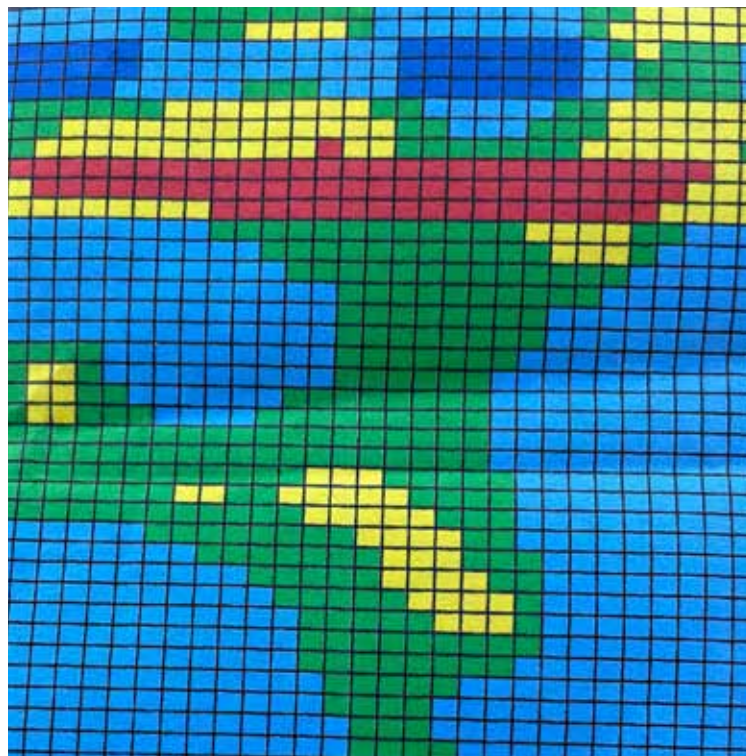
Granted the high cost of fertilizer can be a difficult pill to swallow and to some may seem nearly impossible, but we have several tools and options available to you to help lessen the burden. Your Farmers Coop offers input financing through CFA.

These input finance loans often have a grace period of 0% interest, followed by a low interest rate with a later maturity date, assisting with cash flow issues due to the high prices so you don't have to cut application rates. Many other crop inputs may be applied and financed in this loan as well.

Another tool available to you is our Every Acre Program, our precision ag program that analyzes soil data and fertility taken from your farm to create a customized grid of your fields. This data is then loaded into our high tech applicators that have the ability to vary the application rate as it is traveling through your fields, only applying the fertilizer to the areas that need it most and less in areas that either don't need as much or don't have the same yield potential to begin with. In some cases, this can reduce the total amount of fertilizer applied without hurting yield since you are not applying it to areas of the field that may not need it. In other instances, you may be

applying the same amount as you would have if a "blanket application" (the same rate across the entire field) was made, but it will be much more efficient since a higher rate is applied to areas more deficient and less in areas that are less deficient.

Your partners at your Farmers Coop want to see you succeed and have tried to implement the tools and programs that you need to help you achieve your goals and ambitions. Although input prices are abnormally high now, we are also blessed with higher than average commodity prices; the best way for us to combat the high input costs is not by trying to reduce those costs but to increase management and increase yields. We are on your side and you have a whole team of dedicated individuals who are willing to help in any way we can from commodity marketing, financing, seed hybrid and variety selection, application, soil sampling, fertilizer recommendations, and so much more.



From store shelves to our farms and fields, declining inventories and product availabilities seem unavoidable, but we can take steps to alleviate these issues for our operations and plan for success.

We are living in crazy times for sure. The world economy is experiencing enormous instability, the volatility across all markets is ever-changing, and the ag economy is unquestionably no different. We have seen volatile prices along with declining inventories and product availability to mention a few. The chemical/herbicide market is no different. The days of having product on the floor or in position have changed drastically the past year. Currently, many products are on allocation; this means if you show no previous sales from a previous year or so for a particular product, it's likely you will not receive that product until everyone who has purchased it before has the opportunity to order first. It is easy to get caught up in the shenanigans, but I encourage you to stay focused on what affects your operation and be keenly aware but not obsessive to the point it affects or delays your decision making.

So, with all that less than optimistic outlook behind us, I'm going to provide a few protocols to try and help alleviate some product availability mar-

ket driven issues going forward.

Make a plan early. Sounds simple enough but the days of just showing up and being hopeful that a certain product is available are ever changing. For many of our producers that apply their own herbicides and fertilizers, working and communicating with the facility closest to you and letting them know in advance of what your intentions are will increase the odds of successfully securing product. If a specific product you are looking for is not available, there could possibly be another option to replace it with a similar mode of action. The ability to have the product in hand is key.

Pick up product beforehand. Ordering, paying for, and securing product so it is in your possession before you actually intend to use it will also enhance your chances that the desired product is available in a timely manner. Two products that were in tight supply last year and have continued to be so into 2022 is the availability of all Roundup (glyphosate) products whether it's branded or generic formulas and Lib-

erty (glufosinate) products both branded or generic. Prices on these two products have risen exponentially. Availability will continue to plague these products for some time.

Product pricing and its challenges. The days of herbicide products staying the same price all year long is another caveat that has changed dramatically. Chemical pricing is evolving into a very market driven ideology by the usual suspects of supply and demand. For instance, Roundup Powermax at the beginning of 2021 was selling for around \$22/gal and has skyrocketed along this process while product was still unavailable. Currently, I am hearing prices of Roundup Powermax in excess of \$75/gal.

The best plan going forward is to let us know your needs early, and we will do our best to work to find product for you as it becomes available. Having product paid for and in your possession will be the key to your success ensuring product for this season.

PLANNING THROUGH SUPPLY ISSUES

James Renner



WILD GRAIN RIDE

Ryan Graf

Last year was a wild ride, and if you weren't holding on tight, then you got a little bit of whiplash. We saw fertilizer pricing continue to climb all year, and if you needed parts for equipment, you could be waiting months to get it. I think it's safe to say that the higher prices are here to stay for a while, but the question is, how will you navigate through them to maintain profitability?

One way is to contract grain to try and set a floor on your grain sales. Along with the rising cost of inputs, we have also seen a rise in grain prices. This spring we will likely see some good marketing opportunities with minimal rain and uncertainties overseas, which creates opportunities to market your grain at a profitable level. Everyone's break even is different depending on your situation, so now is a great time to get an estimate on your cost per acre and figure what price points you need to shoot for.

A great way to contract grain is through the offer sheet. This will provide you with the most exposure to the market along with the ease of not having to constantly watch the markets throughout the day. We do ask that you monitor your offers to avoid over contracting or over selling your bushels. If you would like to place an offer or have any questions about other marketing options, please call the office at 316-542-3182.



ONE FOR THE BOOKS

2021 was one for the books. Farmers Coop took in a record amount of bushels in 2021, which **totaled over 10 million bushels**. That **10 million bushels was composed of 5.87 million bushels of wheat and 4.29 million bushels of fall crops**. This wouldn't have been possible if it wasn't for each and every producer that we are fortunate enough to handle grain for. We would like to **thank everyone for their business** and hope to continue to be your agribusiness of choice in 2022!

IN SEARCH OF PATRONS

FCEC is working to contact the following individuals or their family members regarding equity in the cooperative. If you or someone you know has any info or contact information for any of these members, please give Paige Berry at the Admin office a call at 316-542-3182.

Frank Dillon
Wesley Shipman
Rona Koster Culler
Kenneth Clark
Tom Wilson
William Remy
Mike Dulany
Rayetta Jackson
Darrell Freeman
Letha Warkentin
Dolores Mies
Alice Schillerstrom
Raymond & Colleen Youngers

Dean Harding
Kenneth J Meyer
Aretha Seiler Knoblauch
Matt G Hilger
Carrie F Ramsdale
John E Totten
Jud Riff
Steven Loehr
Robert Neises
Richard Hayes
Stella Meyer Clasen
Leroy Clasen
Delores A Lessenden

THE BENEFITS OF PLANNING AHEAD

Adam Kostner

I figured I'd talk about what seems to be one of the more popular topics right now: fertilizer prices. Yes, they're higher than I've ever seen before, and they seem to just keep going higher. But I want to touch on that subject by discussing what we can do with modern precision ag practices that would have definitely softened the blow of these crazy prices by managing our fertilizing strategy in a way that anticipates times just like these. There is one key practice that helps us achieve that peace of mind while watching fertilizer prices continue to rise--the Build and Maintain (B&M) fertilization strategy.

I think when guys first start soil sampling and looking to start a B&M fertilization strategy, there are some misconceptions and not quite a full understanding of what such a strategy is trying to accomplish. Now I will preface this by saying that if it is land that you don't own or don't know how long you'll be able to farm it, then a different strategy should probably be discussed because this approach is best used when you are wanting to invest in this land for the long term. With that in mind, B&M's main goal is to get the soil nutrient levels in your field all above the critical level. Without going into too much detail, the critical level is just the point at which if that nutrient is below that level, then applying fertilizer has been proven to likely increase the yield potential of that crop. So as an example, if your phosphorus level is only 15ppm and our critical level for P is 20ppm, then applying a P fertilizer such as 18-46-0 would likely increase the yield potential of that crop for that year. Then anything within a certain range above the critical level has a slight chance of increasing yield potential (20 - 30ppm P).

Now this level and range is what the B&M strategy is built around. Under that critical level, we are looking to build those levels over time (commonly four-eight years) and get them at least into that maintenance range (20-30ppm

for P). Where some of the misunderstanding comes in at is when guys get their results and recommendations back after soil sampling. Some think that the recommendation you get is a one-time application that builds your levels to where they need to be. However, that's almost always not the case. Usually the standard is a four year build unless the levels are extremely low. So, you will have four years of recs almost identical to that first rec you get that will have to be applied in order to build your nutrients to the correct levels. Those amounts typically consist of two factors. The first is the amount of fertilizer needed to replace what is being taken off with the crop, and the second amount being the "build" which is 1/4 (or 1/8 for eight year build) of the total amount needed to actually build the nutrient level of that field to the critical level. So theoretically, after four years you would have adequate levels across the entire field. The maintenance part is pretty straight forward. If the levels are within that maintenance range, then all we do is apply enough fertilizer to replace the crop that is taken off. And anything above that high level (30 ppm P) we usually don't recommend anything except for a starter fertilizer if needed.

If we successfully implement this strategy over time, that is when we get to realize the benefits of it especially in years exactly like this. As you can probably tell, this plan isn't designed to necessarily give you the optimum economic returns in a given year, but rather it attempts to minimize the probability of a nutrient limiting your crop yields while providing for near maximum yield potential along with giving you the ability to go lighter on fertilizers during bad times. Now I'm not bringing this up to tell you what you could have done to be ready for this year; I'm telling you this for the future because undoubtedly there will be a time after this that we'll be experiencing crazy high fertilizer prices again. If you choose to adopt this strategy, then you will be much more prepared for it.



Farmers Cooperative Elevator Company

Admin Office

316-542-3182
1-800-525-7490

Location Numbers

Anness: call Clonmel

Belmont: 620-297-3911

Cheney: 316-542-3181
1-800-525-7490

Main Office: 316-542-3182

TBA: 316-542-3381

Clonmel: 620-545-7138

Garden Plain: 316-535-2221
1-800-200-2122

GP Feed Store: 316-535-2291

Kingman Propane/Fuel
620-532-5614

Norwich: 620-478-2272

Pretty Prairie & Varner
620-459-6513

Pretty Prairie Petroleum
620-459-6242

Rago: call Belmont



FARMERS COOPERATIVE ELEVATOR COMPANY
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There were plenty of challenges in 2021 from supply chain issues to price increases, and labor shortages. It looks like 2022 is shaping up for much of the same. One good thing that has come from the pandemic is the increased interest in gardening. In 2020, it is estimated that at least 20 million first-time gardeners picked up the hobby. Many thought that these first-time gardeners would not continue to garden after the pandemic; however, that has not proven to be the case. According to the Axiom 2022 Gardening Insights Survey, nearly 76% of millennials said they'll be planting more and expanding their garden spaces in 2022. With increased prices at the grocery store, now may be the best time to start or expand your garden. The gardening guide published by K-State University is a great resource for when to plant and when to harvest and other beneficial information. The guide can be found at www.bookstore.ksre.ksu.edu/pubs/s51.pdf.

MARCH It is time to apply a season long crabgrass and weed preventer. Barricade (prodiamine), and Dimension (dithiopyr) are two preventers that are considered season long; many others need to be applied twice throughout the growing season. You can find these two preventers at the Garden Plain farm store in the Ultimate Fertilizer line or the Howard Johnson brand for those larger lawns. These should be applied prior to April 15th; however, the actual target date is based on a soil temperature of 55 degrees for 4-5 days.

APRIL Spray any broadleaf weeds that are growing in your lawn with a herbicide. Many of these weeds are winter annuals that germinated last fall, therefore a preventer applied in March wouldn't have done anything to these as they were already germinated. If you would like to prevent these winter annuals, apply a preventer in early September.

It was dry for most of the fall and winter, and your trees and shrubs may be a little drought stressed. Help them recover from the possible damage by fertilizing them. The All Seasons fertilizer by Ultimate is a great fertilizer for our area as it contains sulfur and iron.

Plant cool season crops such as onions, lettuce, cabbage, and broccoli.

MAY If you have noticed little holes in your trees, dead limbs, and bark that comes off, it is most likely the result of borers. You can protect the tree from the inside out by applying a systemic insecticide that contains Imidacloprid. I like the Fertilome Tree and Shrub drench for this.

As it warms up, it is time to plant your warm season crops such as tomatoes, peppers, squash, beans, melons, and corn. Many types of sweet corn do not keep long. It is a good idea to stagger your sweet corn plantings so that they aren't all ready to pick at the same time. Plant a block, wait until that corn is up and growing about two inches or so, and then plant your next block.

JUNE Bagworms seem to be getting worse every year in our area. The best time to control them is when they first hatch; don't wait until you see the big bags later in the summer as it is too late by that time. The hatch usually begins after Memorial Day and will continue for a few weeks. A thorough spray with an insecticide such as Hi-Yield 38 Plus will do a great job on controlling this nuisance pest. The Natural Guard Spinosad is alternative to traditional insecticides, as it mostly only affects the caterpillar family and is safer for people and pets.

Fertilize your warm season grasses such as buffalo and Bermuda. Again, the All Season's by Ultimate is great for this as well.

