

Profit through COOPeration

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April 2015

50TH ANNUAL MEETING

Minutes of the Service and Supply Cooperative

- The 50th Annual Meeting of the Service and Supply Cooperative was held on Saturday, March 14, 2015 at the Montgomery County R-II High School, beginning with the meal at 6:00pm. Spaunhorst Catering served the meal to approximately 260 patrons and guests. The invocation was given by Randy Rodgers.
- Following the meal, General Manager Don Broz welcomed everyone and thanked Rosemary Spaunhorst and her staff for the meal.
- After introducing the Board and their wives, Don turned the meeting over to President John Cobb, Jr. President Cobb verified that proper notification had been given to all patrons, and there was a quorum present.
- President Cobb then called the business meeting to order and asked for the minutes of the 2014 Annual Meeting. Glen Paulsmeyer read the minutes and they were approved.
- President Cobb then asked for the Financial Report. Copies were handed out and Don read the major parts. Gross sales were \$32,610,685 with a net savings after taxes of \$1,314,350. Total patronage was \$954,859.55 with 30% or \$286,458.29 paid in cash. President Cobb then asked for a motion to accept the report as presented. A motion was made, seconded, and passed to that effect.
- After asking for any old business, President Cobb proceeded to the election of Directors. General Manager Broz explained the voting procedure and announced that there were 49 new stockholders this year.
- Vice President Eric Starkey chaired the nominating committee and introduced the candidates: Chris Fischer, Stacey Begeman, Steve J. Wilson and Glen Paulsmeyer. He gave a brief introduction of each candidate and nominated the slate of candidates for two Board positions. President Cobb then asked for and received a second motion to this and asked for nominations from the floor. Being none, he asked for a motion that nominations cease. A motion was made, seconded, and passed. President Cobb then asked if anyone needed a ballot. All ballots were collected and counted.
- General Manager Broz then introduced all of the employees by location and thanked them for a job well done. Don recognized Gene Davis, who retired in December and thanked him for his many years of service.
- Don introduced our guests for the evening. They included our suppliers and carriers who help make our cooperative successful.
- Don gave a brief presentation of important events in the 50-year history of Service and Supply Cooperative.
- President Cobb gave the results of the election of Directors. Stacey Begeman and Glen Paulsmeyer were elected to fill the two Board positions.
- President Cobb then asked if there was any new business. There was none.
- General Manager Broz thanked the Montgomery County R-II Board of Education, Superintendent Mike Gray, Principal Chris Redmon and Custodian Darla Hoffman. He also thanked the Montgomery County R-II FFA Chapter and Advisors Jonathan Hoer and Mary Leykamp.
- Don then presented a retirement plaque to John Cobb, Jr. and thanked him for his nine years of service to the Board. President Cobb then asked for a motion to adjourn. He received a motion, a second, and a vote to adjourn at 8:00pm.
- Door prizes were given out from the names drawn from the call-in list.



Board And Officers (Left to right) Glen Paulsmeyer–Secretary; Stacey Begeman; Bill Nation; Allen Wright; John Cobb, Jr.–Retiring President; Eric Starkey–President; Lynn Bade; Luke Rodgers–Vice President



Service & Supply Cooperative was incorporated October 7, 1965, to conduct an agricultural business and engage in the handling, storage, selling and supplying farm supplies and services on the cooperative plan, not for the profits of its members as owners, but for such savings as the association may be able to realize for its members and patrons as consumers and users of its goods and services.

We began with the philosophy that patrons could join together and have supplies and services provided by a company they owned. After 50 years, that same idea is still a goal of the management and employees of the Co-op. We remain your partner in business and strive to serve our owners – our patrons.

QUIZ

How many tires does Service and Supply Cooperative have on the ground? a) 500 b) 950 c) 1,500 (Answer on next page)

2014 Statistics

Sales

350,000 Gallons+	Gasoline
1,500,000 Gallons+	Diesel Fuel
1,500,000 Gallons+	Propane
4,000 Tons+	Anhydrous Ammonia
13,000 Tons+	Dry Fertilizer
2,000 Tons+	Liquid Fertilizer
\$4,000,000+	Seed Sales
\$7,000,000+	Ag Chemical Sales
\$32,000,000+	Total Sales
250,000 Acres+	Custom Application
30,000 Acres+	Variable Application

In 2014 Service and Supply Cooperative served more than 3,150 customers in 11 counties.

Equipment and Facilities

Service and Supply Cooperative has made significant investments in facilities and equipment to be able to serve our customers in a timely and efficient manner.

As an organization we have:

4,000 Tons+	Dry Fertilizer Storage
1,800 Tons+	Liquid Fertilizer Storage
600 Tons+	Anhydrous Ammonia Storage
36,000 Units+	Bulk Seed Storage
150,000 Gallons+	Propane Storage (4 locations)
145,000 Gallons+	Refined Fuel Storage

123	Anhydrous Ammonia Wagons
22	Anhydrous Tool Bars
59	Dry Fertilizer Tool Bars

10	Dry Fertilizer Application Machines *
16	Liquid Fertilizer Application Machines *
1	Tractor / nh3 Tool Bar
6	Propane Delivery Trucks
2	Refined Fuel Delivery Trucks

(*) Of the 27 custom application machines 25 of them have some form of GPS precision features ranging from simple swath guidance up to auto steer variable rate application.

Brief History of Service and Supply Cooperative

1965	Service and Supply Cooperative is incorporated, location opened at New Florence providing fertilizer and refined fuels to its customers. Sales of \$30,841	2001	Began using GPS technology for grid sampling, soil mapping and variable rate application of fertilizer and lime. Bulk seed, seed treatment and bulk seed delivery added at New Florence. Sales exceed \$10,000,000
Late 60's and early 70's – Began offering custom applications.		2003	Purchased a propane business in Martinsburg.
1974	Sales of over \$500,000	2004	Purchased a refined fuel distributor in Wellsville.
Late 70's and early 80's – Purchased 3 smaller refined fuel distributors.		2005	Rebuilt the bulk fuel plant at the Bellflower location.
1978	Floatation equipment added. Sales of over \$1,000,000	2006	First auto steer application equipment put in service at New Florence.
1982	Sales exceeded \$2,000,000	2007	Bulk seed, seed treatment and bulk seed delivery added at Bowling Green.
1986	Bellflower location added.	2008	Sales exceed \$20,000,000
1987	Vandalia location added.	2009	Winner of the Mid America Croplife Association Extra Step Award. Sales exceed \$30,000,000
1990	Started recycling chemical jugs to prevent environmental contamination.	2011	Paid back to customers all retained equity earned from 1965 – 1992.
1991	Bellflower location moved to its present location north of Bellflower.	2012	Began custom application of anhydrous ammonia in Bowling Green. Paid back to customers all retained equity earned from 1993- 2001.
1992	Sales volume exceeds \$5,000,000	2013	Rhineland and Jonesburg locations added. Paid back to customers all retained equity earned from 2002-2005.
1993	Received the Water Guardian Award from the Midwest Agricultural Chemicals Association. State winner of the DuPont Environmental Respect Award.	2014	Purchased an additional propane business in Bowling Green. Began sales, service and installation of yield monitors, guidance and steering, application controls and planter upgrades. Sales of \$32,543,623
1994	Propane gas added to services provided at the Bellflower location. Regional finalist APEX (Award for Professional Excellence) Innovator Award.		
1996	Bowling Green location added.		
1999	Purchased two refined fuel distributors in Montgomery County.		
2000	Stihl outdoor equipment and Kawasaki Mule sales and service added at New Florence.		

CREDIT POLICY

Service and Supply Cooperative Credit Policy

Payment due the 15th of the following date of purchase, any past due account will be subject to a finance charge at an annual rate of 18%. Any account over 60 days will be C.O.D. unless prearranged and secured. Purchasers will be responsible for bills charged to others.

This credit policy has been adopted at the direction of our auditor, banker and Board of Directors. As a successful Coop, we need to keep our cash flow current. We ask your help in keeping your farmer-owned Coop strong and competitive.

ANSWER

Service and Supply has over 1,500 tires in our fleet. Thanks for all of your support over the years!

Saving Our Future

Randy Rodgers

As we look to the future we face dual challenges. How do we survive and make a profit in 2015? And what does the future look like 20 to 30 years down the road for agriculture? We make our living from the soil. Our crops grow in it and our livestock live off the production from the soil. Without soil our future is bleak. Saving and protecting this precious resource is an absolute must. Management practices to achieve this does not necessarily mean you have to give up income in 2015. They can improve your profits and make life easier for you.

What helps the most to reduce soil erosion? Terraces? No-till? Cover crops? There is no one solution. It is all the above. Obviously terraces are the most expensive in the short run and take time to build. They help the most with gullies but still leave bare soil susceptible to sheet erosion.

So let's move on to practices we can do immediately. Whatever you can do to keep the soil covered and roots attached reduces soil losses. No-till leaves last year's crop residue and roots in place to hold the soil in place. Chris Pund's SST yield data shows no-till soybeans have yielded more than tilled soybeans. We also have less replant acres with no-till than tilled because the tilled fields crust more. However, no-tilled fields do have slower growth and emergence, therefore don't look as pretty in the spring. Whichever method you choose, controlling weeds is essential to good results. We have found the weeds are usually easier to control in no-till fields because you're not planting all those seeds with tillage. Volunteer corn is a great example. No-till fields have minimal volunteer corn but tillage just plants all the volunteer seed at the perfect depth. The cost difference for weed control is surprisingly close between

the two systems. Our worst weed problems are often when someone does a little tillage but not enough tillage to completely kill the previous weeds. Vertical tillage machines are especially prone to this problem. In summary, better yields, less replants, better weed control, less diesel fuel and less labor. Why are you tilling?

Cover crops are a hot topic. Every farm magazine you pick up has an article about cover crops. All kinds of exotic species are discussed. We want to keep it practical and doable. The simplest and probably most useful is no-till drilling wheat or cereal rye after corn harvest and before soybeans. Cereal rye is a little better than wheat for cover and deeper roots but is more expensive and can cause contamination problems with a wheat crop. Either will work. Broadcasting seed and incorporating with a vertical tillage tool or disc is nearly as good. Wheat and cereal rye are easiest because they grow later in the fall and earlier in the spring to protect soil during those spring rains. The other cover crops (hairy vetch, radishes, turnips, crimson clover, oats, etc.) usually mentioned are great cover crops but need to be planted in late August to September to get some early fall growth. Our spring crops often aren't harvested early enough to get them planted in time. We have flown some cover crop seed on early with partial success, yet we need a couple of rains to get germinated and established. When Mother Nature helps they work well.

Saving our soil means saving our future. Nothing bothers me more than driving down a road and seeing bare soil washed out onto the road. We can't build it back in our lifetime. We can do a lot to protect our future and our income for 2015. Let's work together to achieve this in 2015.

Service & Supply Co-op Precision Ag Services

Don't forget about our new Precision Equipment Division here at Service & Supply Co-op!
Feel free to contact Shane Myers Cell: 636-359-6157 Office: 573-929-3222



TO BETTER SERVE YOU

New Employees

Ed Kampeter

Ed Kampeter joined Service and Supply Coop in March 2015 at our Vandalia branch. Ed has 20 years of experience in operation and maintaining equipment. He will be handling deliveries for dry fertilizer, liquid fertilizer, and NH₃. Ed lives in Curryville with his wife, Penny. In his spare time he likes to camp, hunt and fish.



Scott Schreiner

Scott Schreiner joined Service and Supply in February 2015 at the New Florence location. Scott can be found in the shop doing maintenance on our equipment. Starting this spring he will be driving a tender truck and learning the ropes of the fertilizer spreader trucks and sprayers. Scott currently resides outside of Danville. He grew up on a farm outside Bellflower. In his free time he likes to help his dad on the farm. He also enjoys working on small engines and power sports vehicles.



Daniel Ebker

Daniel Ebker joined Service and Supply Coop in April 2015 at the Bellflower branch. Daniel, his wife Kasey, and daughter Kinzey live near Jonesburg. They are expecting their second child in July. Daniel brings several years of agricultural experience to the Coop and will be busy loading, delivering and learning to run application equipment. In his spare time he takes care of his cattle and enjoys raccoon hunting and trapping as well as time with family.



Dwayne Hopke

Dwayne Hopke joined Service and Supply Coop full-time in March at the Vandalia location after working part-time for the last few years. Dwayne mixes dry fertilizer, chemicals and fills NH₃ wagons. Dwayne is married to Kelly who is a school teacher at Van-Far. In his spare time he likes to fish and hunt.





Service & Supply
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Wit & Wisdom

"Life is a series of experiences, each one of which makes us bigger, even though sometimes it is hard to realize this. For the world was built to develop character, and we must learn that the setbacks and grieves which we endure help us in our marching onward."

Henry Ford

PROPANE SEASON

Spring is here! While spring marks the end of the propane heating season, it hails the beginning of the outdoor cooking season. Before firing up your gas barbecue grill or fish fryer, here are some things you should check.



- Is there any gas in your propane cylinder?
- Is your cylinder damaged (dents, fire or rust)?
- Is the foot ring intact?
- Does your cylinder have the proper valve?
- Is the cylinder valve free of leaks and obstructions?
- Is the cylinder color reflective white or reflective gray?

Propane cylinder safety is a high priority at Service and Supply Coop. If your cylinder needs to be recertified, we can do it for a nominal fee. If you have any questions about cylinder safety or certification, give us a call at 573-929-3222.

NEW EQUIPMENT



Anthony McBride shows off the new sprayer at our Vandalia branch. It is a fully precision-equipped 2015 Agco RoGator 1100 with 120 ft. booms. This new machine will enable us to provide our customers with the newest technology and better service.



Pictured is Bellflower's new John Deere dry fertilizer applicator with operator Arthur Bader. This machine has the ability to variable rate two fertilizer products at the same time and also has narrow tires allowing it to be used to side-dress crops.



Here is the corn planter Service and Supply Coop is putting together. It will be a plot planter as well as a demo planter showing some of the new Precision Planting Equipment that can be used to update the planter you currently own. It is a multi-hybrid planter that will be capable of not only planting two different hybrids as you cross a field, but also will be able to variable rate the population. It contains the newest in down force/up force technology using hydraulic cylinders for both downforce and lift. This was a late 70's JD 7000 planter converted over to a vacuum planter whose meters are driven with electric drives allowing not only variable rate seeding but also individual row shutoffs. Stop by Bellflower to see the planter or call Chris at Bellflower to set up a multi-hybrid plot on your farm.