

# Profit through COOPeration

PUBLISHED BY SERVICE & SUPPLY COOPERATIVE

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A PUBLICATION OF SERVICE & SUPPLY CO-OP

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FEBRUARY 2017

## 52ND ANNUAL MEETING

The meeting was called to order by President Eric Starkey. The 2016 financial statement was presented by General Manager Don Broz and approved by the patrons. Net earnings were \$544,091.00 with cash patronage totaling \$124,569.00 which has been paid to 739 patrons.

Elections were held for three positions on the Board of Directors. Allen Wright was re-elected and Matt Miller and Dennis Zerr were elected to fill the remaining positions.

Presentations were made to retiring Directors Eric Starkey and Luke Rodgers. Both have served nine years on the Board.

Door prizes were drawn from the names on the call in list and the meeting was adjourned.



2017 Board Members listed from left to right: Glen Paulsmeyer (President), Bill Nation, Luke Rodgers (Retiring Vice President), Eric Starkey (Retiring President), Allen Wright (Secretary), Lynn Bade, Stacey Begeman (Vice President), and Dennis Zerr.



Award given to retiring Board President, Eric Starkey (right) by General Manager, Don Broz (left)



Award given to retiring Board Vice President, Luke Rodgers (right) by General Manager, Don Broz (left)



## One of the challenges with pioneering new innovations is upgrading your original system.

Service & Supply was one of the first seed dealers to treat seed. Finally, after 17 years with our previous seed treating system, it was time for an update. The new technology is a vast improvement over the last system. This winter, we installed a new continuous flow system. This new system has inline scales that start treating once 700 pounds are on the scales. We also built a shed over the treater and loading area with some additional storage room for boxes and mini-bulk units. With all the new soybean technologies approaching, we wanted to be very accurate and reduce the chance for errors. We also wanted to reduce loading time and improve efficiency. The new treater can be operated by one person. We can program the computer ahead of time for the seed and treatment order, while maintaining the ability to change or modify the order as needed.

Why did we make this investment? Simple: seed treatments work. We have learned how effective they are on multiple fronts. The fungicide treatments protect the young, tender seedling from a large number of diseases. The insecticides protect the plants from insect attack for several weeks. The inoculants help to kick-start the nitrogen production by soybean plants with some additives that aid in nutrient uptake from the soil. Recently, new products have become available to protect plants from soybean cyst nematodes and sudden death syndrome. The seed treatments put the product right where it needs to be: next to the seed. Plus, putting these products on the seed saves additional application trips.

Thanks for your support with our old system. We are looking forward to serving you faster and more efficiently with our new system.

## PROPANE UPDATES *by Dwayne Dothage*



## Do you need a new furnace or water heater for your home?

Missouri Propane and Education research Council has \$200-\$300 rebates available for propane water heaters and furnaces purchased after June 30, 2016. To qualify for this rebate, the appliance will need to be installed according to the national fuel gas code as well as have an inspection done. Service and Supply Coop will perform the inspection and check regulators and gas lines at the same time. To receive a rebate, give Dwayne Dothage a call at 573-929-3222.

## INCREASING PROFITABILITY THROUGH VARIABLE-RATE SEEDING *by Wesley Newland*

### Make the most out of variable-rate seeding

Each year, an increasing number of farmers are using planters with variable-rate seeding (VRS) capabilities, and more farmers are putting this feature to work to vary corn and soybean seeding rates. Those using the technology expect it to help increase yields as well as maximize the value of their seed investment. The growing number of VRS-enabled planters and widespread on-farm use of GPS technology make it easier than ever to deploy a VRS strategy. If you have a hydraulic drive planter and a GPS system in your tractor, then it is very likely that you could plant using a VRS prescription with little to no additional equipment expense.

To make the most out of variable-rate seeding, we must define productivity zones within your field. There are several effective ways to make these zones, and Service and Supply has several people who can help you with this. Productivity zones can be made from information like soil types, topography, irrigation, and long-term yield history. We can also use information like soil EC from our Veris machine to measure the depth of topsoil and make productivity zones.

Once we have created management zones that are representative of your field, we can then assign different seeding rates for each one of these zones. Service and Supply has a Veris machine and staff available at each location that are properly trained in making variable rate prescriptions. As an Ag Leader, Precision Planting, and Raven dealer, we are also able to set up your implement with the proper equipment to utilize this technology. With low commodity prices, it is more important than ever to manage your inputs as effectively as possible in order to stay profitable on every acre. It is Service and Supply's goal to help you to maximize profits and efficiency through the use of precision technology and services. Using precision technology, we hope to both lower your bottom line and maximize yield to help you make the most out of every acre.

**Meet Ken Williams**

Ken Williams joined the New Florence branch of Service and Supply in March of 2017. Ken is a lifetime resident of New Florence. He lives with his wife of 16 years, Chantel, and his two children, Madison (15) and Tommy (13). Ken is a member of the New Florence Fire Department with 21 years of experience. His hobbies include hunting, sports, and he recently became interested in smoking meats. You will primarily find Ken delivering fuel to the farm, but you might also see him making other deliveries such as fertilizer or seed.

**Current Employees****BELLFLOWER**

**Don Broz, General Manager**  
**Sue Carroz**  
**Robert Smith**  
**Richard Klocke**  
**Rick Cullom**  
**Chris Pund**  
**Donny Broz**  
**Clyde Gilbert**  
**Jeff Broz**  
**Frank Schlote**  
**Arthur Bader**  
**Jennifer Hackman**  
**Justin Talley**  
**Kerry Morton**  
**Shane Myers**  
**Shane Lotton**  
**Jared Andrews**  
**Scotty Slavens**  
**Propane**  
**Dwayne Dothage, Propane**  
**Manager**  
**Roger Lewis**  
**Twila Johnson**

**Charlie Deimeke**  
**Jeff Russell**

**BOWLING GREEN**

**Jeff Graddy, Branch Manager**  
**Dean Wilhoit**  
**Rickie Landers**  
**Martha McCormick**  
**Stephen Scherder**  
**Doug Mudd**  
**Tim Mudd**  
**Gabe Jennings**  
**Ryan Chrisman**  
**Wesley Newland**

**JONESBURG**

**Rick Payne**

**NEW FLORENCE**

**Randy Overkamp, Branch**  
**Manager**  
**Randy Rodgers**  
**Jeff Eldringhoff**  
**George Penrod**

**Chris Van Horn**  
**Chasity Overkamp**  
**Randy Hinkel**  
**Justin Lichtenberg**  
**Loren Heldt**  
**Allen Sullivan**  
**Samantha Fahrenholtz**  
**Will Pohlmann**  
**Jeff Nordwald**  
**Scott Schreiner**  
**Andrew Allcorn**  
**Nathan Dunlap**  
**Ken Williams**

**VANDALIA**

**Eugene McDonald, Branch**  
**Manager**  
**Dwayne Hopke**  
**Lyndel Chrisman**  
**Anthony McBride**  
**Jordan Calhoun**  
**Ed Kampeter**  
**Sarah O'Keefe**

**RHINELAND**

**Nolan Rodgers, Branch Manager**  
**Kevin Pohlmann**  
**Stanley Heying**  
**Leo Schwartz**  
**Gene Elsenraat**  
**Cole VanBooven**  
**Steve Wehrle**  
**Chris Fahrenholtz**  
**Dalton Grosse**

**BOARD OF DIRECTORS**

**Glen Paulsmeyer**  
 President  
**Stacey Begeman**  
 Vice President  
**Allen Wright**  
 Secretary  
**Bill Nation**  
**Lynn Bade**  
**Dennis Zerr**  
**Matt Miller**

**NEW FLORENCE NEW SPRAYER****New Case IH 3340 sprayer**

At New Florence, we have upgraded to a new Case IH 3340 sprayer with 100 ft booms to apply liquid nitrogen on the wheat crop. It is also equipped with a chemical injection system to use with the new chemicals added to the market this year. Jeff Nordwald will be operating this sprayer and is looking forward to helping you with your spraying needs.

**EMAILED STATEMENTS****Statement delivery via email**

Service and Supply Cooperative can now offer your monthly statement delivery via email! If you would like to take advantage of this, give us a call to provide us with your email address or email us the name(s) on your account(s) that we are updating to [billing@ssco-op.com](mailto:billing@ssco-op.com). Please be sure to add this email address to your safe senders to ensure you receive your statement each month.



## WIT & WISDOM

*"No problem is  
insurmountable.*

*With a little  
courage, teamwork  
and determination  
a person can  
overcome anything."*

B. Dodge

Service & Supply Coop

P.O. Box 48

Bellflower, MO 63333

ADDRESS SERVICE REQUESTED

NEW 2017

**MULE**  
**PRO-FX™**  
RANCH EDITION

**BUILT STRONG TO  
OUTWORK, OUTPLAY  
AND OUTLAST THE  
COMPETITION**



**INTRODUCING THE  
MULE PRO-FX™ RANCH EDITION**



**Kawasaki**

## SERVICE & SUPPLY COOP NEW FLORENCE LOCATION

**KAWASAKI CARES:** Read Owner's Manual and all on-product warnings. Always wear protective gear appropriate for the use of this vehicle. Never operate under the influence of drugs or alcohol. Protect the environment. The Kawasaki MULE™ side x side is an off-highway vehicle only, and is not designed, equipped or manufactured for use on public streets, roads or highways. Obey the laws and regulations that control the use of your vehicle. ©2016 Kawasaki Motors Corp., U.S.A.

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