

# Profit through COOPERation

New Florence - 573-835-2485

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Vandalia - 573-594-6421 • Bowling Green - 573-324-5212 • Rhineland - 573-836-4040 • Jonesburg - 636-488-5814

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## 51ST ANNUAL MEETING

### 51st Annual Meeting of Service and Supply Coop will be held at Montgomery County R-2 High School on Saturday, March 12, 2016 at 6:00 p.m.

#### Agenda

5:30 p.m. – Doors open for Registration

6:00 p.m. – Invocation

Meal by Spaunhorst Catering

Welcome to the 51st Annual Meeting  
(Entertainment for children provided by  
FFA chapter in cafeteria)

Introduce and thank you to Rosemary  
Spaunhorst and crew

Introduction of Board of Directors

Call meeting to order

Reading of the Minutes

Financial Report

Old Business

Election of Board Members

Introduction of employees and guests

Appoint nominating committee

New Business

Closing comments and adjournment

Door Prizes

RSVP by calling your local branch office.

Please call in by 9:00 a.m. Monday, March 7th, 2016

*Door prizes are drawn from the RSVP list.*

**New Florence**

573 835-2485

**Bowling Green**

573 324-5212

**Bellflower**

573 929-3222

**Rhineland**

573 236-4040

**Vandalia**

573 594-6421

**Jonesburg**

636 488-5814

A Special Thank You to the students of the Montgomery County R-2 FFA Chapter and to their advisors, Mr. Jonathan Hoer and Mary Leykamp, for helping setup, serve, clean up and entertain the children. We really appreciate their help with this annual event.



#### Who can vote?

Voting members must own one share of Class A Common Stock, be an agriculture producer, and be an active purchaser of products. Service and Supply Cooperative must have a signed account agreement that shows that you have requested to be a member and have submitted your Federal ID number or Social Security number. If you feel that you should be receiving patronage but did not get a notice after the annual meeting, please call (573) 929-3222 so that we can follow up.

### Two Directors to be Elected and Financial Update at Annual Meeting

Financial reports will be reviewed and two directors will be elected. Bill Nation and Lynn Bade will be seeking re-election to the board. Candidate introductions are inside this newsletter. Ballots will be mailed to all eligible voting members. Ballots can be returned by mail or brought to the annual meeting. If you have questions about your eligibility to vote, please call the Bellflower office at 573-929-3222.

#### MEET THE CANDIDATES

##### Tim Lowrance

Tim and his wife, Maria, live four miles south of Vandalia. They have three children, Tyson, Aiden and Jacy. Tim has a corn and soybean row crop operation. He spends most of his spare time attending his children's school activities, especially sports.

##### Bill Nation

Bill and his wife Ruth live two miles south of Vandalia. They have two children, Chris and Elizabeth. Bill has a row crop operation and also raises Registered Polled Herford cattle. He is a member of Missouri Cattleman's Association, is on the board of Missouri Herford Association and has served on the Ralls County Junior Fair Board. Bill and his family attend the First Presbyterian Church in Vandalia. Bill has served on the Service and Supply board for three years.

##### Matt Weekley

Matt and his wife Rachel live east of Montgomery City with their children, Garrett and Jillian. Matt has a row crop operation of corn and soybeans. In his spare time he enjoys hunting and fishing. He is active in the Reach Community Church and works with his children's 4-H and athletic activities.

##### Lynn Bade

Lynn and his wife Kathleen live four miles east of Jonesburg. They have three children, Scott, Erin and Kelley and four grandchildren, Sam, Alex, Ben and Carly. Lynn has a row crop operation of corn, wheat and soybeans. He and his family attend the Freidens United Church of Christ in Warrenton. Lynn has served three years on the Service and Supply board of directors. In his spare time he enjoys sports and spending time with his grandchildren.

## Importance of Soybean Seed Treatment

By Tim Mudd

As we approach the upcoming planting season, one question that is always asked is: “what is the importance of soybean seed treatments, and is it really worth the money?” While looking at the upfront cost, the question is understandable, but we need to look beyond that to the end results.

In Missouri, the top three yield robbers present in most soybean fields are: Phytophthora Root Rot, Soybeans Cyst Nematode (SCN), and Sudden Death Syndrome (SDS). All of these are manageable with the addition of a soybean seed treatment. Adding soybean seed treatment gives us the confidence to plant our soybeans earlier for maximum yield potential.

Research shows that the addition of a quality insecticide + fungicide seed treatment can boost soybean yields by an average of 3 bushels per acre and the addition of a nematicide for SCN can boost yields by another 2.5 bushels per acre.

Service & Supply can custom apply seed treatment and customize a seed treatment option to fit the needs of your fields.

Service & Supply has two seed treatment facilities, one at New Florence and the other at Bowling Green. Contact one of the Service & Supply Seed Specialists to determine what the best option is for you.

## Roundup vs Liberty Link

By Randy Rodgers

As the 2016 spring season is quickly approaching we look to the lessons learned from 2015 and before. The Roundup Ready system we have used for the last 20 years is showing its weaknesses. Roundup has been a great system. It has given us more options for weed control than we had before. But Mother Nature has shown us how weeds adapt to any system we use, especially if we do the same program over and over.

Roundup still controls 98% of our weed species. However, two species in particular have become resistant to Roundup: Water Hemp and Mares Tail. These have now become our driver weeds that drive all our plans in our herbicide programs. We have options for these weeds and Liberty is one of those options. Liberty is much more effective on these two weeds.

With the introduction of Liberty Link Soybeans many growers are trying this program to control these weeds. Liberty Link soybean varieties are good and improving every year. They still seem to be slightly behind in yield potential. Yes, we have many reports of very good yields from Liberty varieties, but we still believe they are not quite up to the potential of the latest and greatest Roundup Ready 2 soybeans. We feel like there is a 1-3 bushel advantage to the Roundup varieties with the most difference in higher yield environments.

The next question is cost. Liberty varieties are priced less than Roundup beans. As we look at the whole system, the cost of the Liberty herbicide offsets the savings in seed costs. These options are very similar in costs when you compare the two systems.

It is very important to use a good residual herbicide program with whatever system you choose. Preventing emergence and starting with a clean weed free field is just as important with a Liberty program as with the Roundup system. One plan to utilize the benefits of both herbicides involves rotating the burndown and in crop chemistry. If you use Roundup Soybean seed use Liberty in your burndown program. Or if you have Liberty Link seed use Roundup for your burndown. This plan gives you the benefits of both herbicides whichever seed you have chosen.

As you can see, seed and herbicide decisions are not as simple or straight forward as they once were. The weather each spring forces us to have flexibility to adapt as we go through spring. We want to start with a plan, but understand the timing of burndown and planting dates may create the need to alter our program. Let us help you with your decisions and your plan this spring.

## Ruby Fieldmaster Diesel Fuel, Proven in the lab and in the field

Today’s diesel engines use high-pressure, common-rail (HPCR) direct-injection technology for significantly greater efficiency than conventional diesel engines. The high temperature and pressure these engines operate at can literally cook typical #2 diesel, resulting in fouled fuel that can damage engine parts.

Ruby Fieldmaster has been enhanced to provide optimal performance for high-tech engines, including those that will need to meet the upcoming Tier IV Final EPA emission standards. In more than 14,000 hours of grueling real-world tests, Ruby Fieldmaster prevented injector fouling and filter plugging while delivering premium power and fuel economy

We are doing everything we can to keep fuel cost down as much as possible. There are several things we do to control cost throughout the year, such as contracting farm diesel and offering it to our customers so you can lock in your price for the season. We also try to route our delivery trucks to leave New Florence with a full load and make enough stops in one area to unload a whole load of fuel. This allows us to keep the miles we travel down and save on delivery cost so we can keep the fuel cost down. It helps considerably when the customers allow us to keep their tanks full when we come through their area. If you would like to be on our keep full list, please let us know so we can work together to keep the fuel cost to you as low as possible.

If you have any question or concerns please call or come by the New Florence Branch. New Florence Coop Phone Number: (573) 835-2485



The Bowling Green branch of Service and Supply Cooperative has acquired a new Case Spreader. – 2015 Case Spreader

## New Employees

### Chris Fahrenholtz

Chris Fahrenholtz is the secretary for the Rhineland Branch. She joined the team in September of 2015. Away from the office she helps on the farm, enjoys hunting, gardening, quilting, and most of all spending time with her family.



### Samantha Fahrenholtz

Samantha Fahrenholtz joined Service and Supply Cooperative in May 2015. She is a 2015 Mizzou Graduate with a degree in Agribusiness Management. While at Coop, she can be found tissue sampling, seed treating, wheat cleaning, and selling seed/chemical. Samantha grew up on a farm south of Hermann. When not at Coop, she is at home working with her cattle and playing with her dog Maizy. She also enjoys spending time with family, hunting, fishing, and helping her dad farm.



### Sarah O'Keefe

Sarah O'Keefe is a new employee at the Vandalia branch. Sarah began work in January of 2016, filling the secretary position. Sarah resides in Montgomery City with her husband Tim, and their 5 children. Their children are named: Emily (age 20, who is currently attending CMU), Abbie and Elizabeth (ages 15 and 14 respectively, both freshman at the Montgomery County High School), Case (age 13 and is in 7th grade), and Emma Rae (age 11 and is in 5th grade). When Sarah is not working or running children to all of their sporting functions, she enjoys cooking, fishing, and entertaining at her home with family and friends.



### Shane Lotton

Shane Lotton joined Service and Supply Cooperative, Bellflower in late August of 2015. He graduated from the University of Missouri in May of 2015 with a major in Agribusiness Management and a minor in Plant Science. Shane was raised on his father's (Randy Lotton's) farm and continues to help out when he can. In his spare time, Shane enjoys watching movies, hanging out with friends, and hunting. Shane is looking forward to working with all of our customers to help with their crop planning and maximizing their overall farming efficiency.



### Wesley Newland

Wesley Newland lives south of Bowling Green with his wife Amy and joined Service and Supply at the beginning of 2016. A 2012 graduate of Mizzou with dual degrees in Agricultural Economics and Agricultural Systems Management, Wesley is the Agronomist at the Bowling Green branch. Prior to co-op, he worked at Ennis Implement as the Precision Farming specialist in Vandalia, and was a Crop Consultant for Pioneer. When not working you can find him helping out on the family farm, hunting, or fishing.



### Ryan Chrisman

Ryan joined Service and Supply Coop in April of 2015. Ryan is a Custom Applicator at the Bowling Green branch where he applies NH3 and is also a chemical applicator. In his spare time, Ryan likes working on his pick-up truck and hanging out with his friends.



### Employees you can count on:

#### Bellflower

Don Broz  
General Manager  
Robert Smith  
Sue Carroz  
Jen Hackman  
Chris Pund  
Richard Klocke  
Donny Broz  
Rick Cullom  
Clyde Gilbert  
Frank Schlote  
Jeff Broz  
Arthur Bader  
Kerry Morton  
Justin Talley  
Shane Myers  
Daniel Ebker  
Shane Lotton

#### Propane

Dwayne Dothage  
Propane Manager  
Twila Johnson  
Roger Lewis  
Charlie Deimeke  
Jeff Russell  
Donnie Vincent  
Toby McCreery

#### Bowling Green

Jeff Graddy  
Branch Manager  
Stephen Scherder  
Martha McCormick  
Dean Wilhoit  
Rick Landers  
Doug Mudd  
Eric Niemeyer  
Tim Mudd  
Gabe Jennings  
Ryan Chrisman  
Wesley Newland

#### Jonesburg

Rick Payne

#### New Florence

Randy Overkamp  
Branch Manager  
Randy Rodgers  
Randy Hinkel  
Chasity Overkamp  
Jeff Eldringhoff  
George Penrod  
Chris Van Horn  
Justin Lichtenberg  
Loren Heldt  
P.J. Javier  
Allen Sullivan  
Will Pohlmann  
Jeff Nordwald  
Scott Schreiner  
Samantha Fahrenholtz  
  
Vandalia  
Eugene McDonald  
Branch Manager  
Lyndel Chrisman  
Anthony McBride  
Jordan Calhoun  
Ed Kampeter  
Dwayne Hopke  
Sarah O'Keefe

#### Rhineland

Kevin Pohlmann  
Branch Manager  
Nolan Rodgers  
Stanley Heying  
Leo Schwartz  
Cole VanBooven  
Steve Wehrle  
Gene Eisenraat  
Chris Fahrenholtz

### Board of Directors

Eric Starkey  
President  
Luke Rodgers  
Vice President  
Glen Paulsmeyer  
Secretary  
Bill Nation  
Lynn Bade  
Allen Wright  
Stacey Begeman

## Home Safety Inspection List

It's important that your child know about the safety of propane, so take a few minutes and talk with your child about the following safety precautions.

- Identify appliances in your home that use propane and talk about the safety measures your family should take around these appliances
- Check the batteries in your gas, smoke, and carbon monoxide detectors
- Designate an "emergency meeting place" -an area outside your home where your family members can meet in case of an emergency
- Go over any other safety measures or information you feel important for your child to know

Here is a website that is geared toward children and propane safety on the farm. <http://www.propanekids.com/agsafety/videos.html>

## Wit & Wisdom

*Happiness is not a matter of intensity but of balance, order, rhythm and harmony.*

– Thomas Merton

## Service & Supply

P.O.Box 48

Bellflower, MO 63333

ADDRESS SERVICE REQUESTED



### Shane Myers received the Precision Planting "Top New Dealer" award for 2015.

Gavin Burgess from Precision Planting giving Shane the Top new Dealer award for 2015.

## FANIANIAL ADVICE

### Making Money in 2016

By Chris Pund

As we go into the 2016 crop year, we are faced with low grain prices and the fear that there is little profit to be made. In light of this realization, how does one make money in 2016? As both Randy Rodgers and I have said in the past, it is all about "Return on Investment" or ROI. In this article, we will take a look at the 4 main factors of controllable business that affect our ROI and, therefore, our bottom line.

The first main business factor we can control is Grain Marketing. Grain marketing by far has the most impact on ROI. Just a \$0.25/bushel swing on a farm with 500 acres of corn and an Actual Production History (APH) of 140 bushel per acre is worth \$17,500. That is \$35.00 per acre, so any swing one way or another in selling grain has an immediate impact on profitability.

The second factor is hybrid selection. Picking a hybrid solely based on price or how it performed in other parts of the country (with different soil or environmental conditions) has shown to decrease yield by 15-20 bushels/acre in corn and by 10 bushels/acre in beans. Figuring 20 bushels of corn per acre at a price of \$3.50 per bushel equals \$70.00 per acre loss on corn. Incorporate this logic on a 500 acre corn farm, and the result is a \$35,000 loss.

The third factor is the placement of hybrids and at the right population. Farmers must be sure to select the hybrids that will best suit each specific farm that he/she operates on. Research has shown that selecting improper hybrids may result in a 15 bushels/acre yield loss on corn and almost a 7 bushels/acre yield loss on beans. Each hybrid was bred and designed to utilize its unique genetics to thrive in different types of soil and in different environmental conditions. The hybrid must be placed in the soil where it was designed to perform at its maximum.

The fourth main business factor we can control is Nitrogen management in corn and wheat. Not placing Nitrogen fertilizer in the correct place at the correct rate may easily result in a 10 bushels/acre yield loss in corn. The yield loss is even higher than that if the environmental conditions restrict nitrogen uptake or has taken the nitrogen out of the root zone. Another possible cause of nitrogen uptake restriction is Sheer Compaction. This occurs when nitrogen was placed below a zone in the field that was created by cultivating the soil when it was too wet. A Sheer layer, which was created when working the ground, can either block the roots from getting to the nitrogen, or block the nitrogen from being able to move upward with normal water movement. Splitting nitrogen will pay big dividends in roughly 7 out of 10 years.

#### **Other factors that affect ROI are:**

**Weed Control** (5 bushel loss on both corn and beans)

**Plant Spacing on corn** (5-7 bushel loss)

**P&K Fertilizer** (3 bushel loss)

**Fungicides when disease is present** (7-8 bushel loss in corn and 5 bushel loss in beans)

**Harvest Losses** ( 2-3 bushel per acre both corn and beans)

**Micronutrient** (1 bushel loss)

So always examine your ROI to make the best management decisions possible. Make your management decisions on factors that have the best chance of increasing your ROI and by not choosing management decisions that have little to no effect on ROI.