

Wit & Wisdom

*“All our dreams
can come true,
if we have the
courage to
pursue them.”*

Walt Disney

Service & Supply
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THIS YEAR'S PLAN

What's Your System?

By Randy Rodgers

Eighteen years ago Monsanto introduced Roundup® Ready soybeans to farmers for the first time. They called it using the Roundup Ready “System”. Today most of us are still using that system although Mother Nature has forced us to modify the “System”. We have always grown our crops using a system but Monsanto’s concept reminded us all the products we use are part of a system. How any product performs depends on how the other components of the system work. We need to study each of our systems to strengthen the weakest link in our management program.

One of the new (actually old) systems which has received a lot of press this year has been the use of cover crops as a part of our cropping rotations. These cover crops provide many benefits to farm operations. Every spring we seem to get a devastating rain when our soil is the most vulnerable to erosion. We all talk about the damage to our fields and how much topsoil is lost after those rainfall events. Cover crops certainly can help keep the soil where it belongs and retain moisture for later use. They also contribute to soil health and can suppress some weeds. However using cover crops needs to be part of a management system or they can become a problem instead of a benefit.

Another system we have developed the last several years has been the high yield high management programs for wheat.

Using products together for high fertility, weed control, insect and disease suppression have raised wheat yields. The very good prices for grain from 2008 -2012 have enabled us to use all the tools in our toolbox to strive for and protect those top end yields. Everyone understands, as the grain prices have come down from those highs, we have to analyze our system to see that the value of each component is greater than the cost of the input. But every practice utilized is there for a reason. If our yields go down our cost of production may go up even though we saved a little money on inputs.

Corn and soybean crops have suffered through several hot and dry summers and produced some disappointing yields. That is not news to any of you. As a result, a lot of discussion this winter has been about what we are not going to do next year. While I hear about how bad some yields were, I also hear reports of surprisingly good yields for the conditions our crops had to grow though. Many of our inputs and practices enhance the stress tolerance of our crops. Again I remind all our growers, let’s put a “system” together in a plan for success for 2014. We can’t control what Mother Nature brings us but we can put together a management program to achieve the best yields possible.

2014 will not be like last year but it will have new challenges to face. Let’s put together a “system” to protect and enhance your yield potential.

Profit through COOPERation

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(573) 929-3222

February 2014

ANNUAL MEETING

49th Annual Meeting at Montgomery County R-2 High School, Saturday, March 8, 2014 at 6:00 p.m.

Agenda:

- Doors open for Registration 5:30 p.m.
- Invocation 6:00 p.m.
- Meal by Spaunhorst Catering
- Welcome to the 49th 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
- Program by Matt Amick with Missouri Corn Growers
- Appoint nominating committee
- New Business
- Closing comments and adjournment
- Door Prizes

RSVP by calling your local branch office by March 4th, 2014, 9:00 a.m.

Remember, door prizes are drawn from the RSVP list.

Call your branch to RSVP today!

- New Florence 573-835-2485
- Bellflower 573-929-3222
- Vandalia 573-594-6421
- Bowling Green 573-324-5212
- Rhineland 573-236-4040

Please call in by 9:00 a.m. Tuesday, March 4th, 2014

ANNUAL MEETING ITEMS OF INTEREST

Three Directors to be Elected and Financial Update

The terms of Eric Starkey, Luke Rodgers and Terry Newland will end at this year's annual meeting. Eric and Luke will run for re-election. Terry will not be seeking re-election after serving nine years on the board. We greatly appreciate his time and efforts in helping

guide Service and Supply Coop. Candidate introductions are inside this newsletter.

Ballots will be mailed to all eligible voting members. Ballots can be mailed in or brought to the annual meeting to be counted. If you have questions about the elec-

tion process or your eligibility to vote, please call the Bellflower office at 573-929-3222.

The financial report will be given as well as introductions of employees and guests. Matt Amick with the Missouri Corn Growers will also give a short program.

GRAIN FUTURES

What To Do With Inputs When Grain Prices Are Low

By Chris Pund

As we are facing ever shrinking grain prices, as producers, many times we question how much do we invest in inputs. Do we continue to strive for highest yields like we did when grain prices were high? Or do we start dropping some of the yield enhancement tools in order to save money?

You should consider everything you do as an investment in your crop for that year. Fertilizer, seed, herbicides, insecticides, fungicides, foliar feeds, seed treatments, are all things we actually "invest" into our crops. Marketing of our crops is probably the biggest investment that we make each

year. Marketing normally gives us the highest return on our investments than any other single input we can use.

With that said, how do you decide on what inputs to keep using or, in some cases, not use at all. The easiest answer for this is to determine the Return On Investment or ROI.

Every input should have a ROI associated with it. An example would be, do I buy the more highly stacked and traited hybrids that show more yield promise, or do I buy the older hybrid that is \$50/bag cheaper? Another example would be, do I invest in multiple residuals for the beans, or do I leave them out and hope glyphosate

will still kill all the weeds? A final example is, do I spray a fungicide or not? All these examples can be answered by estimating their ROI. If it looks like the ROI is going to easily outweigh the expense, then this one is a no-brainer. If the ROI is close to breakeven with the expense, then these are the ones to closely look at.

One critical thing to look at is, if you go with the consistent, higher yielding platform it will almost always be your most profitable acre. Do some pencil pushing before you decide which inputs to invest in and which ones to reduce without drastically sacrificing your revenue potential.

**Employees you
can count on:**

Bellflower Employees

Don Broz

General Manager

Robert Smith

Sue Carroz

Jen Hackman

Chris Pund

Dwayne Dothage

Propane Manager

Twila Johnson

Gene Davis

Richard Klocke

Donny Broz

Rick Cullom

Kent (Clyde) Gilbert

Roger Lewis

Frank Schlote

Jeff Broz

Arthur Bader

Charlie Deimeke

Rhineland Employees

Kevin Pohlmann

Branch Manager

Nolan Rodgers

Stanley Heying

Leo Schwartz

Cole VanBooven

Steve Wehrle

Gene Eisenraat

INTRODUCTION OF BOARD CANDIDATES

Meet the Candidates

The following candidates have been nominated by the nominating committee to fill positions on the Board of Service and Supply Cooperative.

Chris Fischer - Chris and his wife Jessica live four miles south east of Bellflower. Chris' farming operation consists of corn, wheat, beans and hay. He also does backhoe and dirt work. Chris serves on the Montgomery County Extension Council and in his spare time enjoys MU basketball and his pulling truck.

Luke Rodgers - Luke lives two miles east of Bellflower. He has three children, Allie, Meredith and Robby. Luke's row crop operations consist of wheat, corn and soybeans. In his spare time he enjoys hunting. Luke has served six years on the Coop board.

Eric Starkey - Eric and his wife Jodi live in Windsor Valley, south of Williamsburg. They have two children, Haley and Macy. Eric has a row

crop operation and also a cow-calf herd. He enjoys hunting and fishing. He has served six years on the Coop board.

Current board members:

John Cobb, Jr.	President
Terry Newland	Vice President
Glen Paulsmeyer	Secretary
Luke Rodgers	Director
Eric Starkey	Director
Lynn Bade	Director
Bill Nation	Director

Alan Wright - Alan lives southeast of Vandalia where he has a row crop operation and feeds out the calves from his cow-calf herd. He is a member of the Quail Upland Wildlife Federation and enjoys hunting and fishing.

Mark Franz - Mark and his wife Diane live east of New Hartford and have two children,

Morgan who is training to be a paramedic and Brandon who is a freshman at MU. Mark operates a row crop and livestock farm. He has a cow-calf herd and also backgrounds and finishes cattle. He also raises antibiotic free hogs. Mark has previously served on the FSA board for nine years and enjoys spending time with his family.



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.

Thanks!

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

1984 WAS A GOOD YEAR

Jr. Walton Retires

Jr. Walton's last day with Service and Supply Coop was January 31. Many customers stopped by on his last day with Coop and celebrated this occasion with Jr. at a reception held at the New Florence office.

Jr. joined Service and Supply Coop at the New Florence branch in 1984. In his 30 years at the Coop Jr. has done just about every job there is to do, from delivering product to blending fertilizer and filling NH3 wagons.

A trip to Colorado this summer is at the top of Jr.'s list of things to do in retirement. He has plans to catch up on some work around his farm and possibly do some fishing.



New Employees

Paul Flake

Paul Flake joined Service & Supply Cooperative in the Spring of 2013. You may have seen him delivering fertilizer or seed last year. Paul resides in Montgomery City with his wife Kim. They have five children and three grandchildren. Paul is an avid fan of the Mizzou Tigers and enjoys tailgating at all the home games. Paul also enjoys hunting, fishing, traveling with his wife and golfing, where he looks forward to hitting a straight ball.



PJ Javier

PJ Javier joined Service & Supply Cooperative this past winter. He can be seen driving our fuel truck, and has been helping out in the shop where needed. This coming spring, PJ will also be seen driving a tender truck delivering fertilizer and seed as well. He grew up in Millersburg; however PJ, along with his wife Jessica, and their three children currently reside in Mexico, MO. PJ enjoys bowling, fishing and camping in his spare time.



Twila Johnson

Twila joined our office staff on October 21, 2013. You may remember her from the Bowling Green office where she had previously worked. She now lives in Vandalia with Rick Landers where she enjoys gardening, photography and disc golf. Twila works primarily in the LP division but helps out in other areas when needed. She is happy to be back with the "Coop Family."



Dwayne Dothage

Dwayne Dothage joined Service and Supply Coop in July 2013 as propane manager. He has 19 years of sales, service, and managerial experience with Marlen Gas Company and Cuivre River Propane. Propane safety in the home and on the farm is his top priority. When not at the office, Dwayne is usually outside farming, hunting, or fishing. He hopes to meet each of you very soon.



Jen Hackman

Jen joined Service and Supply Coop on March 11, 2013. Prior to the Coop, she worked in property management as a bookkeeper. She has lived in the Troy area for several years and is enjoying her new position as our bookkeeper. In her free time she enjoys camping and dinner with friends. Stop by and visit with her!



Nolan Rodgers

A 2012 graduate of Southeast Missouri State University, Nolan has taken on many roles for the Rhineland branch since his start date in September. Along with Leo Schwartze, Nolan is selling seed, and meeting with growers about new products and services offered by Service and Supply. In his spare time you will find him in a duck blind or home with his wife Ellen and his one year old daughter Holly.



Steve Wehrle

A Rhineland native Steve brings a lifetime of area knowledge, and good customer relationships to the business. Steve is an applicator for Rhineland among many other duties. Steve leads a big role in the community. He is the mayor of Rhineland, and is a member of the volunteer fire department. He enjoys barbequing, spending time with his grand kids, working with cattle farmers on improving genetics, as well as improving his own cattle herd.



Cole VanBooven

Cole is the main applicator for the Rhineland location. Cole started in May, 2013. Since then he has found himself busy spraying fields and spreading fertilizer. Cole comes from a large agriculture background, and brings a lot of experience to the table. After work he keeps busy looking after his cattle, and helping out with his family's meat processing plant. Coles also enjoys deer hunting and running his coon dog.



Stanley Heying

Stanley is the mechanic for Rhineland. With over thirty-four years of experience in welding, fabrication, and equipment repair, Stanley keeps busy in the shop working to keep our equipment running. Outside the shop doors he enjoys hunting, fishing, gardening, and restoring old tractors.



Kevin Pohlmann

Kevin is the manager of the Rhineland branch. With over twenty-two years of experience in the farm service industry, he brings an abundance of experience with him. He enjoys meeting with growers, and designing custom programs tailored for the individual. When not in the office he resides on his family farm in the Swiss Area with his wife and children. There they raise and direct market quality chicken, pork, beef, and lamb.



Vandalia Employees

- Eugene McDonald
Branch Manager
- Tim Mudd
- Leslie Hammett
- Lyndel Chrisman
- Anthony McBride

Bowling Green Employees

- Jeff Graddy
Branch Manager
- Stephen Scherder
- Martha McCormick
- Dean Wilhoit
- Rick Landers
- Gary Odum
- Doug Mudd
- Dave McCollum
- Eric Niemeyer

New Florence Employees

- Randy Overkamp
Branch Manager
- Randy Rodgers
- Randy Hinkel
- Chasity Overkamp
- I.W. Walton, Jr. -Retired
- Jeff Eldringhoff
- George Penrod
- Chris Van Horn
- Mark Landrum
- Justin Lichtenberg
- Loren Heldt
- Jake Rodgers
- Paul Flake
- P. J. Javier

Jonesburg Employee

- Mike Volkerding