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'Co-ops commit' to your success



By David Cramer,
President and Chief
Executive Officer

Every October cooperatives recognize and celebrate cooperative month. It's a time to reflect on the value the cooperative form of business provides to members, the community and the world. Did you know that one out of every three Americans is a member of a cooperative? That includes you, a member of United Cooperative.

United Cooperative has been in business since 1936. Since those humble beginnings, your cooperative has not only grown to the current size and scale that it is today, but also continues to return value to members in the form of equity revolvment. This month I am proud to announce an equity revolvment of more than \$6.2 million of stock (all 2007 cooperative members stock), as well as the percentage of stock committed to be revolved per plan of merger agreements. In addition, United Cooperative paid \$770 thousand in member requests for those older than 77 and estate settlements. All totaled, United Cooperative has paid its members over \$7 million in stock revolvment in 2017.

This equity revolvment is an ongoing commitment that United Cooperative makes to its members, and is one unique deliverable of a member-owned cooperative. As you, your friends and your neighbors purchase products and services from United Cooperative, your cooperative generates a profit. Profit is needed to re-invest in your cooperative as well as continue these types of equity revolvments.

Update on 2017 construction projects

Another way your cooperative commits to you and your communities is through planned projects that add value through grain storage and market opportunities, animal feed manufacturing, seed and agronomic products and services, and energy resources. These upgrades are only made possible in your communities by your

cooperative being committed to your success as producers. These building projects provide jobs during construction, and keep jobs in the area long after the construction is complete.

- Coleman warehouse and office
- Oconto Falls rail scale and building roof replacement
- Oshkosh grain expansion
- Shawano feed mill/warehouse
- Shawano grain storage
- South Beaver Dam seed warehouse

Nominations for board seats open

All cooperatives are formed under seven cooperative principles. (See Seven Cooperative Principles graphic on page 2.) In addition to voluntary and open membership, cooperatives all have democratic member control. You, the members, elect board members who represent you on the board of directors of United Cooperative. Nominations are now open for 3 board of director seats on the United Cooperative board. Current board seats open for election are Northern District, held by Greg Tauchen, Bonduel; Central District, held by Robin Craker, Reedsburg; and Southern District, held by Anthony Schadt, Watertown. Interested candidates should send a completed resume to the cooperative office at Beaver Dam by Jan. 31, 2018, prior to the nominating committee meeting held early in 2018.

Thank you for your commitment to co-ops. We strive to uphold United Cooperative's promise to build on all available resources to create positive customer experiences while improving your cooperative's profitability. We want members to "Rely On Us" for high quality, reliable products and exceptional service, all backed by up-to-date efficient equipment and facilities. Have a safe and productive harvest.

Cooperatively yours,



David Cramer
President and Chief Executive Officer



October is Cooperative Month.

Watch for information about the October Stock Revolverment Sale.

United Cooperative Donation Program

United Cooperative believes that strong communities are necessary for the growth and development of our farmer-owned business. Each year we set aside resources for community giving in the areas where our member-owners and customers live. Our focus is in building the next generation of farmers and leaders for the workforce that will be needed to keep our organization thriving.

Find the donation request form online at www.unitedcooperative.com/donations. Please submit this form 4 weeks prior to your event.

Does your group or organization fall under one of these categories?

Agriculture Youth

United Cooperative is proud to support the future of the industry. Whether it is a 4-H chapter or a student continuing their education, United Cooperative understands that young farmers and agri-business professionals are our future.

Rural Health & Safety

Giving back to the community is also giving back to our patrons. By donating to community fire departments, police forces, or EMS responders, United Cooperative wants to do our part to help local heroes keep our communities safe.

Community Food Pantry/Resource

With many members being farmers, United Cooperative knows the importance of nutrition and we want to help our local food pantries with our annual donation to various organizations selected each year.

United Cooperative has
DONATED \$48K so far in 2017!

\$27K to rural health/safety, which includes fire departments, police departments, and local hospitals.

\$12K to agricultural youth groups including FFA chapters, 4-H chapters, county fairs, and animal shows.

\$8K United Cooperative has donated over \$8 thousand to other agricultural groups.



We're sorry, we do not provide support to religious organizations and political parties or candidates. We prefer donating to groups or organizations, not individuals.

Preparing for Harvest



By Alan Jentz,
Vice President-Grain

September crop reports show the September's heat and humidity was a huge boost to pushing corn and soybeans toward maturity. Your cooperative has been preparing to handle harvest, which, is expected to be 10 days behind schedule, by continuing to invest in the facilities to efficiently handle your needs. United Cooperative's Oshkosh location will begin harvest see story for more info with the addition of two, 1.2 million-bushel grain storage bins, with 40,000-bushel-per-hour receiving and 7,000-bushel-per-hour drying capacity. In addition, a rail load-out tower and rail bulk weigher added at Oshkosh allows your cooperative to be more efficient as we access more markets for you.

2017 United Cooperative Harvest Policies

Grain delivered will be applied to contracts first. Grain balances above contract amounts have the following choices for application:

- Spot or cash: The bushels designated will be sold at market close or at a price set during the CBOT-day session. Contact a buyer if you wish to have your grain spotted upon delivery.
- 10-day hold: Allows the customer to hold the grain for 10 days without incurring storage charges. Storage charges will begin after 10 days for loads delivered on that date. Grain that is not contracted or sold during this period will be placed in storage.
- Storage: Grain designated for storage will be assessed the applicable storage fees.
- Grain bank: Grain applied to grain bank is used for feed purposes with applicable fees to apply.

Grain that's not contracted will be placed on hold for a 10-day period. After 10 days, grain will begin to accrue storage. All stored corn must be 14 percent moisture or less, otherwise it will be dried to 14 percent. The drying and shrink schedules for each location are available at the location.

- Dry to 15.0% to sell.
- Dry to 14.0% for Price Later, Grain Bank and Storage with additional drying charges and 1.4% shrink.

There is a 10-day grace period per load before the producer has to decide if he/she wants to sell or store.

United Cooperative offers several options for marketing grain. Outlined below are the contracts offered and the fees and procedures pertaining to each contract.

- Forward cash contract: Bushels are priced for future delivery. No fees are charged for this contract.
- Basis contract: Bushels are sold with only the basis established. The futures price can be established prior to delivery or after delivery. The contract may be rolled one time within the same crop year. The fee for the roll is 3 cents per bushel.
- Hedged to arrive: The futures price is established on the contract. The basis is established at or prior to delivery. The futures may be rolled to future month within the same crop year only.
 - The fee to establish the contract is 5 cents per bushel.
 - The fee to roll to a different futures month is 3 cents per bushel.
- Minimum price contract: A cash-forward contract is priced and a call option is purchased to allow the customer to participate in futures price increases prior to the option expiring. The fees include the cost of the option.

When you enter United Cooperative facilities, please have your tarps rolled open before proceeding to the scale or probe. Additionally, please inform your drivers as to which account the load should be applied to and for which application method. As you leave please review the ticket and if something is not correct please bring it to our attention immediately.

Help in tracking your business transactions with United Cooperative is available through our web site: www.unitedcooperative.com through a feature called eAgvantage. This can be accessed at the customer login in the upper right hand corner of our home page; First-time users are

instructed how to submit for access to the site. The site allows you to view account activity for your operation including grain, agronomy, feed, and energy transactions. Please call with your questions regarding this useful tool.

Text message bids are available from United Cooperative. If you haven't already signed up to receive our bids, talk to your United Cooperative location.

United Cooperative continues to accept varieties of corn and beans that are approved for all export channels. If you have a variety that's not approved, please contact us, so we may assist you in directing those bushels to the proper channel.

Safety:

United Cooperative is always reviewing and adding to facilities to ensure that our employees and customers are safe. This year has been no exception. Our employees go through extensive training to ensure they operate the facilities safely. Our efforts are to get everyone (customers and employees) home safely each day.

Thank you for your business. We wish you a safe and prosperous harvest season.

United Cooperative's Oshkosh grain location is harvest-ready, read more on this and Timely Harvest Tips at:
www.unitedcooperative.com/grain



United Cooperative Agronomy Expands Consulting Services

By Mike Mleziva,
Northern Division
Agronomy Operations
Manager

In this fast-paced and ever changing agriculture industry, it can be difficult to comply with all the environmental and regulatory rules that are out there. Currently there are on-going rewrites of the DNR 151 rules, NRCS 590 rule, ATCP 50 rule, increased focus on the Mississippi River Watershed and increased emphasis on the Great Lakes Watershed Initiative.

As all Wisconsin producers are expected to meet state and federal standards for nutrient management, we are excited to announce that the United Cooperative agronomy team is expanding its nutrient management planning and consulting services. United Cooperative recently invested in new state-of-the-art soil sampling equipment and technology. We have established a team of qualified Certified Crop Advisers (CCAs) and Technical Service Providers (TSPs) to serve you with all your nutrient management planning, comprehensive nutrient management planning, Wisconsin Pollutant

Discharge Elimination System (WPDES) permit planning for Concentrated Animal Feeding Operation (CAFOs), assisting with other DNR permit issues, pest management planning, Conservation Stewardship Program assistance, tissue testing, soil sampling and other consulting needs.

The consulting staff will also continue to provide mapping services for field identification, variable rate fertilizer applications, variable rate planting applications, manure applications, pesticide applications and harvest yield results. You can rely on us with a ready, willing and able team of professional agronomic consultants and plan writers to keep you in compliance and profitable.

Contact your local United Cooperative agronomy specialist to help you move forward with all your consulting needs. Together, we are investing in your future.

*Pictured here is one of
eight new units purchased
for United Cooperative's
Agronomy departments.*



Convenient producer financing from United Cooperative



By
Mary Beth Schade,
Vice President-Credit and
Administrative Services

We know how hard producers work, and you have little time for stopping by United Cooperative's locations to discuss your financing needs. That's why we offer input loans with competitive rates from a valued cooperative partner.

Producers can accomplish more by getting their financing where they shop for operational needs. Our convenient approval process gives you quick access to the funds you need to support your operation.

Working with someone who knows your business can make the process more efficient, thus, less stressful. Along with fewer steps and less hassle.

We're committed to agriculture and agricultural lending with comprehensive services that are highly responsive to producer's individual needs. We pride ourselves in our knowledge of what's possible in crop production and we'll go above and beyond to maximize marketing opportunity, as well as what is financially possible.

Producers have big plans for the season ahead. Let's work together to make those plans happen, you can Rely on Us.

Contact your United Cooperative agronomy specialist to learn more about this opportunity.

Cooperative Finance Association's 2018 Financing Programs:

Early Financed Seed Program – 4.5% Fixed until Dec. 15, 2018, on seed purchased from United Cooperative and financed by Jan. 15, 2018

General Crop Inputs Financing – *6.5% until Dec. 15, 2018, on general crop input purchases from United Cooperative, including seed purchased after Jan. 15, 2018

*As of June 14, 2017, Variable Interest Rates are based on the CFA Advantage Rate.

CFA is an agricultural finance cooperative based in Kansas City, Mo. CFA has provided reliable financial products and services to the agriculture sector for over 70 years.

Can't afford your energy bill?

Energy Assistance is now accepting application. Call your local office today!

Adams.....608-339-9688	Kewaunee....800-506-5596	Richland.....608-647-8821
Brown.....920-448-6460	Lafayette....608-776-4800	Rock.....608-363-9200
Calumet.....920-849-1400	Langlade....715-627-6500	Sauk.....608-356-8887
Columbia....608-742-4088	Manitowoc...920-683-5109	Shawano....715-526-4740
Crawford....608-326-0248	Marathon....715-842-3111	Sheboygan...920-459-3207
Dane.....608-267-8601	Marinette....715-732-7740	Vernon.....608-637-5210
Dodge.....920-887-7990	Marquette...608-267-8641	Vilas.....715-479-3668
Door.....920-743-7273	Menominee..715-799-3861	Walworth....262-741-3337
Fond du Lac..920-929-3445	Monroe.....608-487-9356	Washington..262-335-4649
Green.....608-328-9344	Oconto.....920-834-7046	Waupaca....715-258-6820
Green Lake..920-294-4070	Oneida.....715-362-5695	Waushara...920-787-1830
Jefferson....920-568-0604	Outagamie...920-735-0010	Winnebago...920-231-0600
Juneau.....608-847-5988	Portage.....715-344-5999	

Green is Gold



As harvest kicks into gear United Cooperative recommends choosing the right tractor hydraulic fluid. Tractor Hydraulic Fluid (THF) is a unique multifunctional lubricant used in complex systems and needs to be well-balanced with high performance base oils, as well as a carefully designed additive package. THF acts as hydraulic fluid, transmission fluid, and gear oil, and the importance of it is often overlooked. Running through so many crucial parts of expensive equipment, can one really afford to use just anything?

Today's modern equipment has higher power output, higher system pressures, and hotter operating temperatures. Systems more compact in size have smaller reservoirs, and finer filter pores, all of which stress the fluid more than ever.

United Cooperative carries Cenex branded lubricants backed by the Total Protection Plan warranty for up to 10 years/10,000 hours when used in combination with Ruby Fieldmaster diesel fuel on agriculture equipment. Qwiklift HTB is our THF and is known for its distinct green hue, which allows for easy identification. Qwiklift HTB's comprehensive additive package offers a higher level of protection and improved performance over the competition such as:

- Twice the gear load carrying capabilities
- Four times the protection of copper components in hydraulic systems
- Smoother operation, especially at low temperatures
- Smoother shifting of equipment
- Reduced sludge build up and varnish on critical parts
- Reduced maintenance for both parts and fluid

This translates into reduced wear, longer equipment life, and less downtime saving valuable time and money.

Contact your local energy specialist for more information on Cenex Lubricants, the Total Protection Plan warranty, and pricing for our fall harvest lubricant special.



Checklist for reducing feed costs at the farm gate



By John Scheuers,
Vice President-Feed

Producers are looking for smart solutions to be more profitable. By working together, United Cooperative's feed team can help you decrease feed costs at your farm. Here are some ways to better manage your purchased feed costs:

1. **Order feed with greater than 72 hours lead time.** With 72 hours lead time, our team can combine deliveries in a geographic area and plan inbound feed ingredients. When we run one truck and make two deliveries in a neighborhood, versus running two trucks, we can lower the cost of freight to your farm.
2. **Allow feed delivery on less-busy days.** Paying overtime on a Friday evening for a last-minute feed delivery is not cost effective and is not very positive for the feed team. When we deliver feed during normal business hours, we better manage cost of production and labor expenses. When we deliver more loads of feed in the middle of the week, the cost of production is lower.
3. **More feed storage on your farm.** Having more storage on your farm allows us to deliver feed on a keep-fill approach and to deliver to you in larger volumes. It costs almost the same to deliver 10-tons of feed as it does to deliver 24-tons of feed to your farm. This is also critical on holiday weeks.
4. **Contracting key ingredients.** When we know ahead of time what your feed ingredient needs are going to be, we can buy ingredients in larger volume contracts. This allows us to lower costs by buying better for your farm.
5. **SDS Deliveries on bagged feed products.** By using the SDS (scheduled delivery system) to deliver bagged feed products to your farm, it saves cost on freight and labor.
6. **Using standard line products versus customizing certain feeds on your farm.** Using a standard line calf feed, as an example, helps reduce the costs of doing business. Why? We can make a better-quality feed in larger volumes that are properly formulated, properly tagged and made to the right quality standards. Every time that we do a custom formulation on calf feeds, for example, we are required to generate a new legal feed tag. This costs extra money, every time.

Apply one or two of these solutions to your feed decisions, and we can work together to improve your profitability at the farm gate. By working together, we can continue to reduce the cost of doing business which then reduces the cost of feed at your farm.



Bringing official propane safety guidelines to life



By Bill Herbst,
Vice President-Energy

There is an official propane safety handbook printed and distributed by the Wisconsin Propane Education and Research Council (WPERC). It's a very helpful tool in case of an emergency involving propane. However, there is an entirely different propane emergency handbook for fire fighters, and a little hands-on experience for local fire departments, recently, brought the guidelines in that book to life.

On Monday, Sept. 18, United Cooperative donated propane for a live propane training seminar offered to Fond du Lac and Dodge County fire departments. It was hosted by WPERC and the Waupun Fire Department, northeast of Beaver Dam.

The fire fighters sat through an hour of classroom training and then moved outdoors and practiced together, putting out propane fires as small as flames on a grill cylinder and as large as a fireball from a 320-gallon tank. Fire fighters approached to cool the tank, push the flames away with a water hose, and shut off the propane tank valve.

In the classroom they were taught how to evaluate a variety of possible situations and choose the best course of action to keep people and property safe. This may include the evacuation of a building, turning off a propane system, using fire hoses to keep a propane tank cool, or sometimes letting the propane burn off.

"The training gave more than 75 firefighters from 17 different fire departments a valuable education," commented BJ Derma, from the Waupun Fire Department. "Nothing can compare to the experience gained from working with the live propane fire scenarios. We are confident all the fire departments involved have greatly improved their ability to deal with propane emergencies," he said.

United Cooperative was proud to support this training offered at no charge to local fire departments. This program is an excellent example of a public and private partnership between the Waupun Fire Department, United Cooperative and the WPERC. We thank BJ Derma of the Waupun Fire Department for setting up the class and arranging for area fire departments to participate. Without his initiative and hard work, this valuable training would not have happened.

The Wisconsin Propane Education Research Council is the education foundation of the Wisconsin Propane Gas Association (WPGA). The WPERC estimates the value of this training is \$4,000 to \$5,000 depending on the size of the group trained and the number of trainers required. Funds for the propane fire training come from participation of Wisconsin propane retailers, including United Cooperative, in a national check-off program.

Pictured right: United Cooperative donated propane for a live propane training seminar offered in September.



Get rewarded for your Cenex® lubricant purchases with Cenex Gift Cards for Gallons.

You can earn a \$50 VISA® gift card for every 125 gallons of Cenex lubricants, hydraulic fluids, gear lubes and greases purchased between November 1, 2017 and February 28, 2018.

Call your Energy Sales Specialist for qualifying Cenex products and promotion details. Some exclusions apply. And make sure to ask about the Cenex Total Protection Plan® Warranty.



You can earn an extra \$50 United Cooperative gift certificate for every 125 gallons of Cenex lubricants, hydraulic fluids, gear lubes and greases purchased between November 1, 2017 and December 31, 2017.



Committed to protecting member equity



By Karl Beth,
Vice President and
Chief Operating
Officer

October is Co-op month, and this year's national theme is "Co-ops Commit." This open-ended phrase allows each cooperative to add its own area of emphasis. While United Cooperative is committed to many things, time and space limit what I can comment on in this newsletter. As such I will discuss the first one to come to mind this time of year, being committed to Protecting Member Equity.

United Cooperative has historically celebrated Co-op Month by revolving equity to its members in October of each year. In 2017 many new members have become equity holders of United Cooperative through a recent merger with Greenville Cooperative that became effective April 1. We welcome the newest members to the United Cooperative family.

When we look at merger opportunities with another cooperative, we spend a lot of time looking at how we can best protect the member equity of both existing United Cooperative members and the potential merger partner's members. In all cases, the "Plan of Merger" that is developed and agreed on by all parties accomplishes this goal. As new members of United Cooperative, the former Greenville Cooperative members will participate in the October equity revolvment already in 2017.

I am happy to report that United Cooperative will continue revolving equity at an aggressive pace in 2017. In addition to retiring all requested estates and age 77 equity throughout the year, United Cooperative will retire agreed merger pools, and all equity earned in 2007. As you read in David's article, the total equity paid out to United Cooperative equity holders in October will be more than \$6.2 million,

BRINGING TOTAL CASH PAID TO MEMBERS IN 2017 TO OVER \$7 MILLION.

For new and existing members alike, United Cooperative will run the Equity Revolvment Sale, allowing you to stretch your dollars even more by receiving an additional 1% discount on all cash purchases you apply your check to during the sale period. This sale allows you to receive the 1% discount on the entire cash purchase, not just the amount of your equity revolvment check. This is a great way to cash in on some extra savings during Co-op Month.

Whether you are a longtime United Cooperative equity holder or are new to United Cooperative as a result of a merger, honoring our commitment to protecting your equity is just one more way we show you that you can "Rely on Us." Thank you for your business!