

# FARMERS COOPERATIVE

*INVESTING IN OUR OWNERS' SUCCESS!*



RUBY, NEBRASKA

**COOPERATIVE NEWS JUNE 2018**



**Ron Velder**  
CEO

Farmers Cooperative. As we see more baby boomers getting ready to retire, Farmers Cooperative is working hard to fill these positions with ASSETS willing to work and grow within the Company long term. While the unemployment rate continues to trend down the process is not an easy task.

Being great assets for Farmers Cooperative is only half of the story. The ownership and accountability of many of our employees overflows into our local communities by coaching youth teams, participating on various town boards and being first responders as well as other activities. To balance this, plus a family, is more than a full time job. When you get a chance let them know you appreciate their efforts for you our customer as well as the local communities we enjoy together.

Farmers Cooperative continues to make improvements with additional Fixed Assets. New grain storage, 400,000 bushel metal bin, is being built in Ruby to complete their 4-plex. Virginia is also adding a 400,000 bushel metal bin. Concrete storage is being constructed in Wilber, 630,000 bushel, while Burchard will have a 500,000 bushel tube along with a new leg. The addition of efficient grain storage allows us to remove older out dated storage in Burchard and Virginia and clean up the communities. New truck scales are being added in Virginia and Pickrell.

Assets are a big key to having a successful business. Farmers Cooperative continues to look for individuals to become our "Greatest Assets" along with building new fixed assets so we can serve our customers and generate long-term value for our patrons and continue contributing to the local communities.

## IMPROVING WITH ASSETS

**W**e often use the phrase "Our Employees Are Our Greatest Asset," but what does that mean at Farmers Cooperative? Everyday employee's use their knowledge learned of how Farmers Cooperative is working by sharing insights into optimizing processes, identifying trends which allows us to capitalize on things that are working well and recognizing cross-functional teamwork opportunities. This allows all 600+ employees with feet-on-the-ground the ability to communicate with customers, anticipating needs and heading off problems before they happen.

The intangible value made possible by employee actions is what makes Farmers Cooperative employees the greatest asset. Actions such as caring enough to go the extra mile to get something done, taking outstanding care of customers because they believe in and consider themselves a part of



**2018 Pickrell New Truck Scale**



**2018 Wilber Concrete Storage**

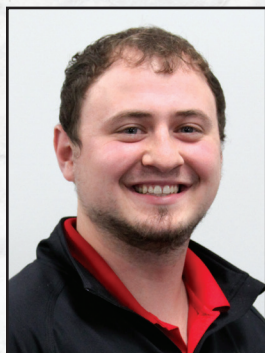


**2018 Virginia Concrete Storage**

**View Our Live  
Construction Feed  
on Our Website!**

# INTERNSHIP PROGRAM

## IN Full SWING



**Taylor Collins**  
Human Resources

Finals are over, graduations completed and the weather is warmer which means the Farmers Cooperative Summer Internship Program has officially begun. The 2nd summer for this program, it will run 12 weeks from May 14th thru the end of the

first week of August. A few interns got a head start due to their quarter schedule or their class schedule allowing flexibility to start part-time work. Interns this summer will be based out of: Beatrice, DeWitt, Filley, Frankfort, Hallam, Milligan, Plymouth, Princeton and Raymond. They will consist of 8 Agronomy, 1 Precision Ag, 1 Feed and 1 Marketing intern.

The goal of an internship is to create valuable work experience in the agricultural field, but more specifically, teach how cooperatives are unique in their operations and how valuable they are to our local communities. Farmers Cooperative understands the importance of our business and we constantly look for ways to teach young individuals about the opportunities in agriculture. Not only will these interns get to see how we operate, but they will get to go on industry specific tours, departmental trainings and work on a local project. We are excited to see our intern program grow from year one and continue to provide valuable agricultural experience!



**Trent Closson**  
Raymond - Agronomy  
University of NE - Lincoln



**Jared Stauffer**  
Princeton - Precision Ag  
University of NE - Lincoln



**Justin Epp**  
Hallam - Agronomy  
University of NE - Lincoln



**Caleb Krupicka**  
Plymouth - Agronomy  
University of NE - Lincoln



**Clayton Branek**  
Frankfort - Agronomy  
University of NE - Lincoln



**Teresa Christie**  
Frankfort - Agronomy  
Kansas State University



**Emily Vales**  
DeWitt - Marketing  
University of NE - Lincoln



**Tyler Marotz**  
Beatrice - Feed  
University of NE - Lincoln



**Peter Lewis**  
Milligan - Agronomy  
Iowa State University

### Not Pictured - Wyatt Borkowski

Filley - Agronomy, Southeast Community College



**Jacob Meybrunn**  
Filley - Agronomy  
Northwest Missouri State

# MARKET SWINGS



**Doug Lewis**

Grain Originator

What a crazy start to the 2018 production season! The market continues to make swings both to the upside and downside. As is the case in a lot of years, we have concerns of too much moisture in places and not enough moisture in other places. The China/US trade negotiations, and the possibility of making some major progress with North Korea, is adding more fuel to the fire. Private estimates of the Brazilian corn

crop are decreasing as the weather continues to be unfavorable. Planting progress for beans is running ahead of the 5 year average while the corn is near the 5 year average here in the US.

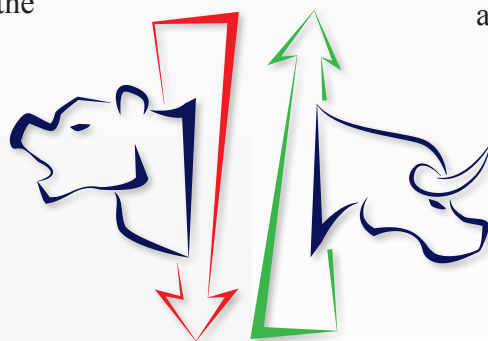
Weather and its impact on planting progress will be at the forefront as we move forward in to June. June acreage report will bring to light any corn acres that were switched to beans. Recent rains in Argentina and its potential impact has the market wondering about the quality of the bean crop which is currently estimated at 36-37mmt. Current weak Brazilian currency values and Chinese tariffs are creating new crop bean movement by the Brazilian producer. Record low values of the Argentine peso is creating record high prices for the producer there. This

is the Argentine farmer's hedge against inflation and the cash market has been showing a carry so movement has been light out of them.

There are several things that could lead to increased volatility in the corn market. One example is the most recent USDA crop report which has global corn stocks decreasing 35.7 MMT to 159 MMT. A decline of that much has not been seen since 1983 and 1988, which were both major drought years. With a projected stocks-to-use ratio of 14.6% in 2018/19, the situation for corn is tightening up a bit. One must temper that thought with the

reality that today's genetics and technology are much improved. Trend line yields for corn have been increasing, however, and a production number that is larger than expected and demand that is disappointing could result in a larger cushion to ending stocks. Changes in market direction are unannounced and can happen very fast.

Incorporating options into marketing commodities can help control emotions by utilizing a more disciplined approach to risk management. For example, having a put or call option in place allows a producer to manage higher or lower markets. This is in sharp contrast to an approach that is characterized by hoping the market will continue to move higher or rebound after experiencing a setback. Options give us the flexibility to manage through these unknowns and can be a valuable piece of a comprehensive risk management plan.



## {AWARD WINNING} "CRACK DIP"

### INGREDIENTS

2 (11 oz) Cans Mexicorn, Drained

1 Cup Real Mayonnaise

1 Cup Real Sour Cream

Tops of 3 Bunches of Green Onions, Sliced

1 (4.5 oz) Can Green Chilies, Diced

1/3 Cup of Jalapeños (the Jar Kind), Chopped

8 oz Package of Shredded Mexican Blend Cheese

Tortilla Chips for Serving

### Instructions

Combine all of the dip contents together and place in the fridge. I suggest making it 12 hours ahead, or even the day before. The flavors just keep getting better and better! Serve with tortilla chips!

Recipe from An Affair from the Heart

# Weed CONTROL



**Scott Heinrich**

Agronomy Sales Mgr.

As we look towards post emerge weed control, we can look back and say “that was an interesting spring.” From starting off very cold to running pivots in May and planting the majority of the crop in a 14 day period, it was definitely interesting. Thanks for your support this spring and we look forward to servicing your needs this summer.

Turning the calendar to summer and looking to control weeds in both corn and soybeans, there are many things to consider including the technology planted, weeds present, weather at application and beyond, timing and cost. When considering developing a herbicide program we find the most effective control are those with multiple sites of action (SOAs). Products like Halex GT or Resicore in corn are great options. Tank mixing multiple different products in soybeans is a must when facing those tough to control weeds like tall waterhemp, Palmer Amaranth and Marestalk. In addition to weed control at application, I would encourage a residual component to your program as well. As a general rule of thumb about 50% of the waterhemp/Palmer Amaranth germinates after June 10th. If you think about including a residual product we would consider Dual a valuable component to your program to add 30 days of residual control of grass and small seeded broadleaves.

Please consider adding this link [www.farmersco-operative.com/fcweather](http://www.farmersco-operative.com/fcweather) to your phone for the most up to date weather information in your local area. This is a free service to assist you in assuring you have accurate and current information (wind speed, temperature and relative humidity) at the time of application.

Contact one of our area agronomists to visit about the best herbicide options for your operation. Best of luck!



# COST VERSUS VALUE

**Roger Kreifels**, Propane Manager

Every day we get phone calls asking “How much is your propane today?” While I agree this is a very important question, what we don’t get asked is that even more important second question which is, “What do I get with that?” With many companies all you get is the propane and nothing else. We at Farmers Cooperative provide much, much more than just that gallon of propane. Below is just a partial list of what you get when you buy your propane from us.

- 1. SAFETY;** First and foremost is our commitment to safety and this begins with our personnel. Every person in our company that has anything to do with propane, including our back up drivers, have completed task related training and are certified through nationally recognized training programs. In addition to this, our drivers do refresher trainings every year at the beginning of each heating season.
- 2. SERVICE;** We have three full time service technicians available to fix anything to do with your tank and piping system, inside or out. Most companies don’t have one full time service tech and if they do, they usually will not go inside to do any work. We do it all, from the tank to the appliances.
- 3. EXPERIENCE;** Our drivers and service techs each average over 13 years experience. Farmers Cooperative has been in business for over 100 years and we plan to be here the next 100 as well.
- 4. AVAILABILITY;** In the event of an after-hours emergency we have a 24 hours a day 7 days a week number that you can actually talk to a live person and not a recording. If you call the 1-800-473-4579 number outside of normal business hours, you will be instructed to press 1 if it’s an emergency and be connected to a live operator from our after-hours answering service.
- 5. FLEXIBILITY;** We have a variety of programs to suit most everyone’s needs, including Auto Fill, Call in, Budget, Contracting and more.

So the next time you call a propane company and ask what the price of propane is, be sure to remember to ask that second even more important question “What do I get with that?”



# FIVE WAYS THE R7 TOOL

## CAN BENEFIT YOUR FARMING OPERATION



**Wesley Hedges**

Precision Ag Manager

Winfield United has an ongoing study that looks at the response of 4 factors (population, nitrogen, continuous corn and fungicide) that can significantly affect yield by hybrid. The hybrids used in this study are from Croplan, Dekalb, NK, Mycogen, and Pioneer. The study ultimately determines how each hybrid responds to each factor. After each year of data is collected it is entered into the R7 Tool.

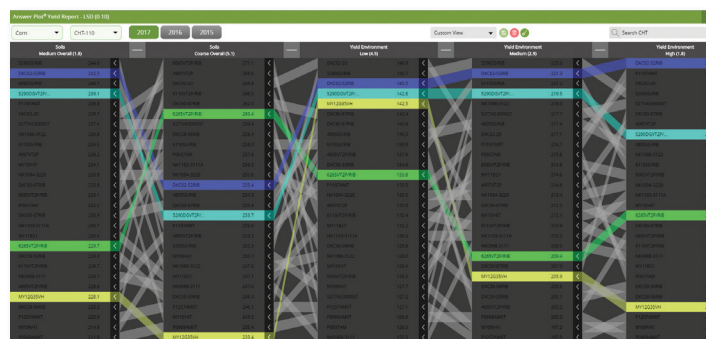
Another major part of the R7 Tool includes the usage of satellite imagery. These days satellite imagery can be acquired via most precision ag web applications, but not all can put the imagery to work. The R7 Tool combines satellite imagery with scientifically replicated data to provide insights for your farming operation. This season take advantage of these 5 features of the R7 Tool.

### Answer Plot "Response to" Insights Summary

Each Year there are 75-90+ Bushels at Stake Based on 4 Factors

	2011	2012	2013	2014	2015	2016	2017	7 Year Ave.
Response to Population	7.7	8.1	7.1	7.4	8.2	10.2	9.7	8.3
Response to Nitrogen	70.9	54	70.3	59.9	61.1	50.1	68.8	62.2
Response to Rotation	17.9	14.5	9.4	14.4	14.5	11.3	13.5	13.6
Response to Fungicide	n/a	n/a	n/a	n/a	11.9	15.3	11.2	12.8
Annual Total Response Ave. Summary	96.5	76.6	86.8	81.7	95.7	86.9	103.2	89.6

### 1. Corn Characterization Charts (CHT Tool)



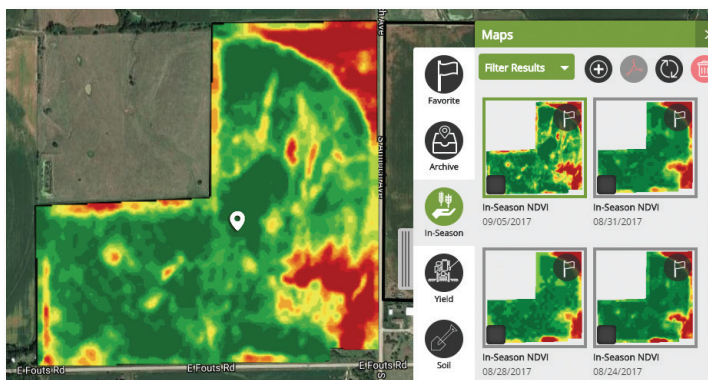
The CHT Tool consolidates the AnswerPlot data into an easy to read interactive chart. You can see what hybrids will perform best in fields like yours. The categories for comparing hybrids include, yield environment, soil texture, crop rotation, population and nitrogen.

### 2. Top 10



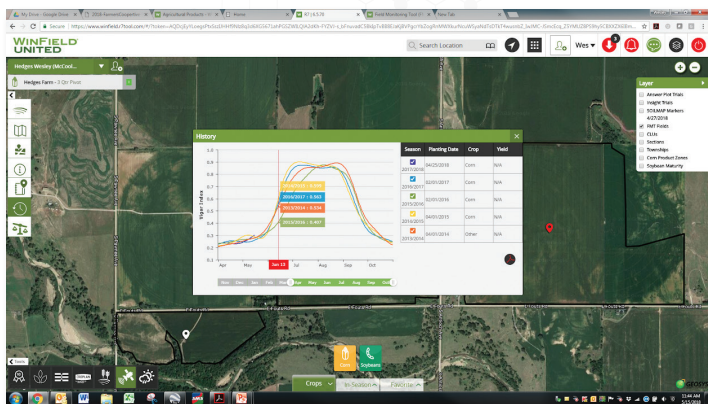
See the top 10 performing hybrids for your geography and compare those to other hybrids used in the AnswerPlot or Insight Trial data.

### 3. In-Season Satellite Imagery



High resolution satellite imagery helps you quickly identify opportunities that may arise, before it's too late. The imagery can be sent right to your phone's email inbox so you can easily track your fields on the go without having to login. The satellite imagery frequency averages 1 new image per week (cloud cover affects frequency).

### 4. Field Monitoring Tool (FMT)



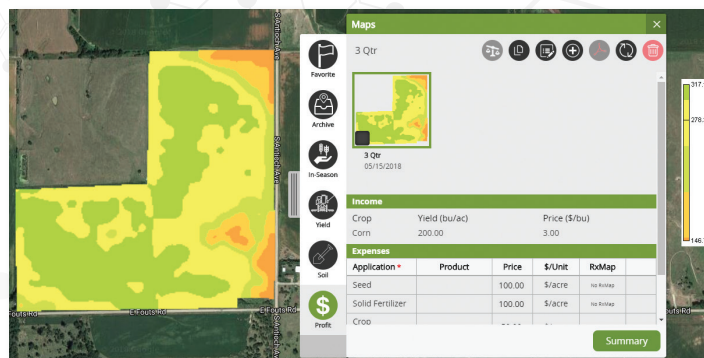
FMT allows you to easily track your fields daily crop trend and vigor across your geography. Trend status is determined based on a field's biomass over 7-10 days compared to other fields. The vigor status is a daily indicator based on a field's biomass compared to others. This is done by utilizing daily low resolution satellite imagery that measures changes in plant biomass.

FC Weather is a local network of weather stations that provide wind speed, wind direction, temperature, relative humidity, and rainfall. You can access this weather data from your phone, tablet, and computer. Go to [www.farmersco-operative.com/fcweather](http://www.farmersco-operative.com/fcweather) to get setup with access to FC Weather.

**Username:** fcagronomy@gmail.com

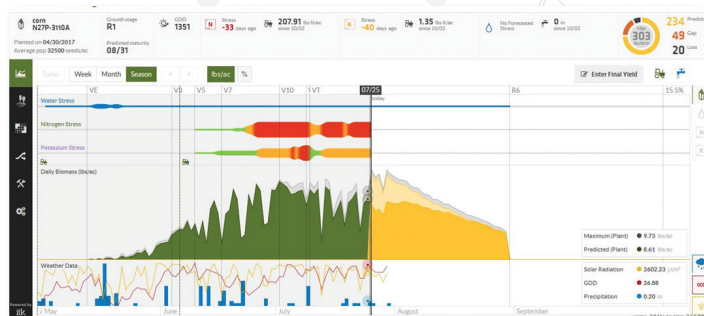
**Password:** precision1

### 5. Profitability Map



The profitability map looks at input costs and yield data to determine spatial return-on-investment (ROI). This shows areas of opportunity to better align input investments with yield potential the following year.

### 6. Coming Soon: Field Forecasting Tool (FFT)



FFT combines field specific data, weather, tissue sampling and AnswerPlot data for modeling nitrogen, potassium, water and final yield. These many factors then provide a prediction for the best timing to apply nutrients and water in-season.



# ONLINE ACCOUNTING CHANGE



**Brian Bohling**

Controller

Farmers Cooperative continues to look for ways to empower the modern grower and allow our members access to their account information when convenient for them. MyGrower will offer reliable and convenient 24 hours a day access to your account information, which includes the ability to view and export grain balances, tickets, contracts, settlements and proof

of yield reports. MyGrower allows the producer to make informative decisions on the spot at your convenience. Accounting information is not limited to just grain. Access to monthly statements including prepay balances by category, tickets for inputs including fertilizer and chemicals, feed deliveries, petroleum purchases along with those new tires will also be able to view or export. MyGrower can be accessed from your personal computer through the internet or a mobile app for use with your smartphone and/or tablet.

The previous online accounting records platform used by Farmers Cooperative was iView. MyGrower is the next generation of account access and will be the only platform used **starting August 1, 2018**. Future

developments will incorporate additional documents and reports such as 1099's, year-end summaries and patron statements for equity. If you have suggestions on reports that will make your bookkeeping easier let us know.

To gain access to MyGrower and/or get your questions addressed you can contact Melissa Vnoucek or Sherri Harre in Dorchester, Brenda Hippen in Beatrice or Liz Vogelsberg in Frankfort, Kansas. You can also register to view all accounts with Farmers Cooperative by visiting our website [www.farmersco-operative.com](http://www.farmersco-operative.com). Use the Departments dropdown menu to select Accounting and follow the links.

For easier and more reliable ways to both obtain and make payments with Farmers Cooperative you can sign up for automatic payments. No more writing checks for monthly statements nor waiting for your check to show up in the mail and then making the deposit. Payments for grain settled during normal trading hours will be accessible to you the next business day. Automatic payments to Farmers Cooperative will be your previous monthly statement less all discounts available drafted the 15th day following the statement or next banking business day. Access to ACH forms can be found on our website [www.farmersco-operative.com](http://www.farmersco-operative.com) under Departments-Accounting or contact Brian Bohling in Dorchester [bbohling@farmersco-operative.com](mailto:bbohling@farmersco-operative.com).

## Ladies' Night Out

**Sherri Harre,**

Grain Accountant

Farmers Cooperative held their annual "Ladies' Night Out" on Thursday, April 19th at the Exhibition Hall in Tuxedo Park, Crete, NE with 463 guests in attendance. Tom Hermance was the emcee for the event keeping our guests entertained and the event moving smoothly. A delicious meal was provided by Kerry's Restaurant & Catering of McCool Junction, NE and James Arthur Vineyards of Raymond, NE provided a variety of wines for the ladies to enjoy. Entertainment by the UNL Bathtub Dogs, an upbeat acapella group, followed by a professional comedian, David Ferrell, who kept attendees



laughing and sharing the eccentric nature of small rural communities, was enjoyed by all. Thank you to everyone who attended the event by making it a huge success and those employees who helped to ensure that everyone had a fun and entertaining evening! Please watch your future newsletters for details on our 2019 "Ladies' Night Out,"

# Grain MOVEMENT



**Dale L. Hayek**  
Grain Manager

As of May 18, 2018, local planting progress is all but complete as it's been challenged mainly in the northern states as cool temps and spring rainfalls have slowed their planting progress. We have been shipping out aggressively this spring after a slower than normal January-March grain handle and movement. Board volatility of corn has been in a range of about

25 cents for months now. It seems like corn and soybeans are comfortable being range bound, being spurred on by weather concerns or trade issues. Like I have mentioned before, the knee jerk reaction or over reaction of the board seem to be the highlights of the market place as of late since our supply of grain isn't being challenged yet. That being said, China has decided to drop their anti-dumping duties on U S sorghum, so the market place will digest that news for a couple days.

The U.S. is competitive in the world for corn, which is encouraging to help chew away at the latest USDA ending stocks projection of 2,182,000 bushels. This coupled with the demand for soybean meal in the world, the demand for US commodities is getting exciting again. Our local processors have ratcheted up their basis on corn and soybeans as the farmers have been busy with field work. Most of the soybeans are in commercial hands as the farmer took advantage of pricing them earlier. We are moving a lot of soybean trains to Mexico, more than we have in recent years. As the world needs meal, partly because of Argentina's drought, the US bean crushers will need to run at full capacity for the balance of the year to satisfy this appetite.

The demand for U.S. soybeans continues to be a negotiation pivot point for China. At the end of the day,

the drought in Argentina will most likely prove to help the U.S. gain some of this business back. It just remains to be seen how much and when. Basic economics of a communist country is to keep the people happy, which translates into less disruption in the food supply.

Both the UP and the BNSF railroads have operated on a timely manner in our corridor since harvest. The unforeseen export demand surprised both railroads. Both have invested enough money in locomotive power and rail cars; however, they have been challenged with crew shortages in about 3 regions in the US. Much like every other industry, Farmers Cooperative included, the demand for qualified people is huge. Typically, the railroads layoff or furlough employees and call them up when demand rises, the economy has encouraged those employees to go elsewhere permanently.

We are trying to call in our white corn contracts as timely as possible. As we empty out space of other commodities, we are refilling some bin space with white corn in Dorchester and Jansen. The amount of white corn grown in the US, along with the amount of overrun that wasn't contracted has had a huge impact on the supply this year. Thanks for your patience on getting our contracted bushels delivered.

U.S. HRW Wheat acreage remains a mystery at this time. The industry is calculating some abandoned acres in TX, OK and KS because of poor stands and the drought. The numbers of acres abandoned or hayed acres remains to be seen, however, several wheat producing countries are experiencing drought conditions too, such as the Ukraine and Australia. Along with the amount of low protein, wheat slowly being fed eventually will have an effect on the supply.

Locally, we are building concrete storage bins in Burchard and Wilber and steel bins in Ruby and Virginia. These projects will be complete in time for Fall harvest.

Lastly, I would recommend not waiting till the last minute to start or continue to build on getting new crop sales on the books. As of today, December corn futures are a dime away from the 12-month high. Don't be afraid to put in open offers with us and have them working. Our acres were planted in a timely manner and the amount of old crop bushels, let alone new crop bushels that remain unpriced only increases your risk. Be pro-active!



# CREEP FEEDER PROGRAM



**Kevin Wittler**

Feed Dept. Manager

We are very thankful for a couple rains which gave a large portion of our trade territory a much needed drink and hoping the cattle are roaming green pastures.

Creep Feed Season is just around the corner. Area pastures will be maturing and the grass will become less palatable and reduced in supply. Calves will consume milk, creep feed and grass in that order. That is why creep feeding

your calves will stretch your grass, leaving more grass for your cows. Creep feeding is recommended for 60-90 days prior to weaning. Consider Accuration for longer feeding periods. Each additional pound of gain is certain to pay needed dividends.

Your Cooperative is again offering the creep feeder program. If you want to utilize the program and have not reserved a rental, rent-to-own or purchase option feeder, please reserve those as soon as possible. Each year our available supply becomes very tight during the prime feeding period and forecasting those needs allows your cooperative to most closely fill your requests. Availability of feeders allows your cooperative to help you capture the many benefits creep feeding your calves offers. We would certainly appreciate the opportunity to discuss those programs with you and provide a recommendation on what best fits your needs and performance goals.

County Fair season will arrive prior to our next newsletter and we certainly encourage all of you to support our young producers as they exhibit the projects they have worked so hard on throughout the past year. Your cooperative will once again be providing fun T Shirts for our 4H & FFA youth exhibitors. Please stop in and pick yours up at your nearest location. We wish everyone the best of luck. Enjoy the area fairs, picnics and community celebrations.

Have a safe summer and Thank You for the opportunity to work with your operations.



# YARDS



**Chris Foree**

The Oil Guy

The lubricants business today reminds me of a time I went to a farm show some years ago. I was in the market for a new yardstick...free of charge, I hoped. I found a guy giving some away with ads splashed on the sides, but no markings. The guy said “yep, it’s thirty-six inches long, I assure you.”

“Okay,” I said, and went on around the horn, filling my goodie bag.

First thing I did when I got home was hold the new yardstick up next to the old one. Sitting there, a real but weathered yardstick in one hand and a thirty-five-inch advertisement in the other, I realized how silly I looked. I’d have never lived it down if the Boss hadn’t been at her women’s group.

Proverb: Without all the measures in place, a free farm show yardstick is just a hunk of wood.

If you’re in the market for diesel engine oil and you need to tighten the ol’ belt a bit this year, it can be tempting to find somebody almost giving it away. If you ask the guy he’ll probably tell you “yep, this oil measures up to the best products available, I assure you.”

“Okay,” you might say. But what if the cheaper oil comes up short? Happens a lot these days, and if you search “substandard motor oil” online you’ll get over a quarter million results.

Before you buy the bargain brand diesel engine oil, the best thing to do is measure it up against a real yardstick. Especially the stuff guys are almost giving away, and especially if they assure you.

Real assurance is available from the American Petroleum Institute (API) Engine Oil Licensing & Certification System. Part of the “yardstick” by which brands of diesel engine oil are measured is

# STICKS

the API Service Category.

In order for a formulation to earn certification for API CK-4 or FA-4 (the current most advanced Service Categories for heavy duty diesel engine oil) it must pass fourteen different extreme-duty tests. These tests are brutal, measuring a host of qualities necessary for a lubricant to stand up to the hostile conditions inside a modern diesel engine. (See chart)

And that's not all. The best diesel engine lubricants are officially recommended by the major engine manufacturers. Lubricant manufacturers pay big money to get these approvals, sending free samples of their products to be run in engines designed specifically to ruin motor oil. Manufacturers don't like to pay for warranty work, and big name diesel engine makers don't fool around recommending brands that don't measure up. The strong survive; "weak tea" doesn't make the list.

The performance measures in place to protect the customer from buying substandard motor oil line up like hash marks on a yardstick. But with budgets getting a little tighter these days, more consumers are taken in every day; finding out only too late they got the short end of the stick. And the guys selling the cheap stuff aren't shy about splashing all sorts of "meets or exceeds" claims on their labels, knowing most consumers won't take the time to hold them up next to the real thing.

If you're thinking about switching from the tried and true to save a few bucks, there's help for you right here at Farmers Cooperative. We invite you to hold our brands of diesel engine oil up next to the yardsticks available online, free of charge. Search "API EOLCS" or go online to the websites for Cummins, Caterpillar, Detroit Diesel, and Mack; and find each manufacturer's list of approved oils. You'll see familiar names there: Cenex® Maxtron® DEO and Superlube® TMS, United® Super Premium Fleet, and Kendall Super-D® XA.

We've tested Kendall Super-D XA with used oil analysis in our own fleet, as we have our other brands, in all types of equipment and environments, on- and off-road. As of May 15th, our bulk price for a minimum order of Kendall Super-D XA 15W-40 is only \$10.49 per gallon, delivered to your farm. United and Cenex blends are a little more, but reasonable. All three measure up to every industry standard. At Farmers Cooperative we will never sell you short when it comes to diesel engine oil.

Performance Parameter	API CK-4 and FA-4
Valve Train Wear	Cummins ISB
Valve Train Wear, Filter Plugging and Sludge	Cummins ISM
Roller Follower Wear	RFWT
Oil Oxidation	Mack T13
Ring and Liner Wear	Mack T12
Soot Dispersancy	Mack T11 (More Severe Limits)
Piston Deposits and Oil Consumption	CAT C13 and CAT 1N Mack T12 (OC)
Corrosion	HTCBT
Used Oil Low Temperature Pumpability	T-11 Drain (180 hr.)
Elastomer Capability	Yes
Volatility Loss	13%
AT Compatibility	Yes
Shear Stability	Bosch, after 90 Cycles (More Severe Limit XW-40)
Adhesive Wear	
Aeration	CAT Aeration

# Mower & Shredder SAFETY



**Doug Salmon**  
Safety Director

The weather has finally warmed up so the grass and weeds are growing rapidly and the lawn mowers and shredders are back in use. Both of these devices are designed to do one job – cut and chop vegetation, but we must always be aware that failure to use mowers and shredders safely may lead to cutting and chopping of body parts.

- Have you ever plugged the chute on your bagging lawn mower? Did you shut the mower engine off prior to clearing the plug or did you depend on the clutch to protect you?
- When you remove the blades on your mower for sharpening or replacement, do you disconnect the spark plug wire to ensure the mower can't accidentally start?
- Are all of the factory-installed guards and shields in place on your mower?
- Is the PTO shield in place and functional on your shredder?
- Is the front shield in place on your shredder to prevent debris from being thrown at you while operating the tractor?
- Do you wear proper personal protective equipment when operating string trimmers, including sturdy, closed-toed shoes, long pants, gloves and eye protection?
- Do you ensure children and pets are not in the area where they may be struck by flying debris?



Mowers and shredders have the ability to cause severe injuries so please take all the necessary precautions to protect yourself and your family while operating this equipment. Farmers Cooperative cares about your well-being!

## HIGH-QUALITY FUELS & TANK CLEANING DELIVER HIGH-QUALITY PERFORMANCE



**Chuck Swerczek**  
Petroleum Sales & Mktg.

Spring time is a good time to change fuel filters on storage tanks & pivot tanks and remove excess water & debris. Water is a natural enemy of fuel. It can cause decreased acceleration, loss of horsepower and possible engine damage. Also check your vent caps to make sure they are working and have a good fit.

Farmers' Cooperative is an authorized Cenex Premium Diesel Dealer. Cenex Premium Fuels have 7 additives "Smart Injected" at the terminal while loading fuel to ensure quality specifications are met.

RubyFieldmaster is a true premium diesel that is formulated to handle the rugged challenges of farming. It is an investment that pays for itself, plus it is backed by the best warranty of its kind in agriculture. Users of RubyFieldmaster can purchase a "Total Protection Warranty Plan" that will cover new equipment for up to 10 years or 10,000 Hours and used equipment up to 8 years or 8,000 Hours.

Contact your Location Branch Manager for more details or call me at 402-580-7562.



## AGRONOMY ACADEMY

The Agronomy Academy from Seward visited Farmers Cooperative, headquarters on April 13th. The Academy is collaboration between Seward, York and Centennial High School.

The group toured Monsanto, Dow, DuPont, Syngenta and the Farmers Cooperative. The instructor is Nicole D'Angelo, Agricultural Education Teacher and FFA Advisor, Seward High School.

# Insure MAXIMUM Yield

**Dennis Kenning,**  
Sales & Marketing Manager

It's been an odd spring and you have invested a lot in your crop. You have planted the best genetics that fit your fields, you fertilized your acres using variable rate and you have a plan in place to handle weed pressure. So why not insure your crop for maximum yield? I'm not talking about the Federal Crop Insurance Program, I'm talking about the use of a Fungicide to gain a yield advantage. Fungicides have been around for many years and this technology has been improved. Basically fungicide reduces stress during grain fill stage which is critical for maximum yield. In corn there are 2 factors that cause stress to the plant, adverse weather and plant diseases. Basically these factors affect photosynthesis which is needed for pollination and proper grain fill in the ear. Many of the Fungicides we offer protect against 9 plant pathogens, but the most common diseases are Gray Leaf Spot, Northern Corn Leaf Blight and Southern Rust. These diseases are often set up by the weather conditions during the growing season. Our Agronomists would be happy to explain the differences in these diseases that attack your crop.

Fungicides don't just help with plant disease there is supporting evidence that show plants have a stronger stalk. Healthier plants tend to be greener which allows the plant to properly mature and provide the best possible yield. Plants reaching complete maturity have a complete

ear that is filled with more kernels. The most critical time for the corn plant is during tassel, or stage VT to R1. We have some producers that are using 2 fungicide applications, during the V4 to V8 stage of growth.

Most convincing that Fungicides really work is the physical appearance of the plant. In treated fields, starting at ground level, you will be able to see that treated plants have stronger stalks, greener leaves and less leaves bending or falling over. Randy Prellwitz, a Sky Tech Pilot, has taken a number of photos from the air. All of those photos show a much greener field and you can see a line where the treatment was started. The best evidence is to examine the ears. Fungicide treated plants tend to have longer ears overall. The ears show a more complete fill at the end of the ear and there is less gaps from kernel to kernel. Farmers Cooperative offers a full line of fungicides such as Headline Amp from BASF and Trivapro or Quilt Xcel from Syngenta.

The yield benefit is anywhere from a 12 to 27 bushel difference when compared to an untreated field. A Trivapro Test near Swanton, Nebraska produced an additional profit of \$44.77 which proves that these fungicides work. Visit with our Agronomy Branch about which product is right for you.

Sky Tech is our aerial application service we offer to help you take advantage of these products. Our pilots, Scott DeLong at Fairmont and Randy Prellwitz at Fairbury do their very best to apply these fungicides during the correct stage of growth. They will be happy to visit with you about fungicide application.

Summer is here and this spring you have invested a lot in your crop. You have tried to do everything right in order to gain the greatest return on investment. So why not insure this crop for maximum yield?



**Contact Sky Tech TODAY!**



*Investing in  
Our Community!*

## FARMERS COOPERATIVE

# HUNGER PROGRAM



**Dennis Kenning**

Sales & Marketing Mgr.

Most of us do not have to worry about where our next meal will come from. We probably think more about what type of food we will eat as opposed to is there anything to eat at all? The facts tell us that in the US, 1 in 8 people will struggle with hunger. This means 41 million people face hunger and 13 million of these individuals will be children.

Many people fail to realize the problem locally in Kansas and Nebraska. In Nebraska, over 227,000 people don't know when or where their next meal is coming from and one third of those numbers are children. Well surely Kansas does not have this problem? Think again, Kansas has 375,000 people that struggle with hunger and once again about one third is children. Hunger affects people from all walks of life including children, seniors, single parents, low income, handicapped and vets.

There are several misconceptions about people in need of food. Sometimes you will hear people say, "Well if they would just get a job." In many cases, they do have a job, but after they pay their rent, utilities, health care and other cost of living there is just not enough left for good nutrition. Sometimes people are just down and need a little help for a short period of time. I find it hard to believe that people choose to be poor or feel comfortable about asking for food.

Another misconception is that people just walk into a local food pantry and fill their bags with whatever they want. There is a system in place to see if people meet some basic criteria for assistance. In many of the local food pantries we see an application and interview process that takes place with the recipients. You can be assured that safe guards in place so that food is going to the correct family.

One of the biggest misconceptions is that Food Banks and Food Pantries are all the same. They may share a

common goal of helping feed people but they are much different in their structure and how they operate. A Food Pantry is the local organization that distributes food directly to the person in need. These groups involve Church outreach programs or community action groups. Some examples would be the Helping Hands Food Pantry in Marysville or the Blue Valley Community Action in Crete, where both of those groups get food from a Food Bank.

A Food Bank is much like a real bank and serves as a central collection site and clearing house to distribute the food. Food Banks cover a fairly large region and they get food from a variety of sources such as retailers and wholesales. Our trade area is served by the Food Bank of Lincoln which serves Southeast Nebraska and the Harvesters Community Food Network out of Topeka serves Food Pantries in Northeast Kansas. Food Banks allow local Food Pantries to buy food for pennies on the dollar. It makes good sense for Food Pantries to work with their Food Bank. Keep in mind that you can donate to a Food Bank and then earmark those funds to a specific food pantry or school back pack program in your area.

So what's a school back program? These programs are conducted at our local schools to provide some source of nutrition for children during the weekends. During the school year, children can often qualify for breakfast and lunches through the Reduced School Lunch program. On weekends children actually take their lunch's home in a back pack and include some very basic things such as peanut butter or cereal that have a good shelf life and don't require refrigeration. Most School Back programs will tell you that a donation of \$250 can feed a child for the entire school year.

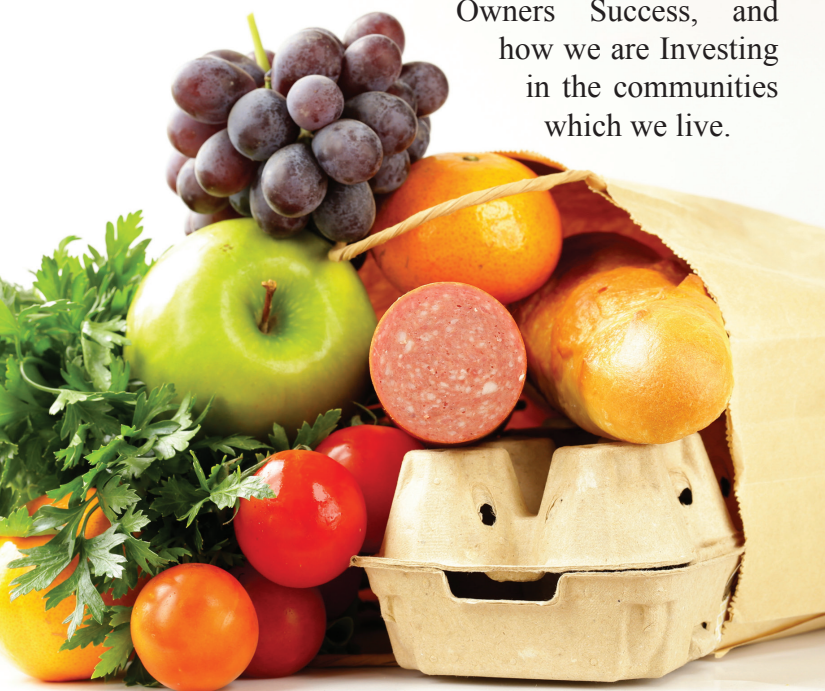
Thanks to our leadership, Mr. Velder and our Board Directors, the Farmers Cooperative has a hunger program. The Farmers Hunger program starts at our Christmas Party with act of giving. During this event, employees participate in a

raffle and auctions, both silent and live, to raise money for those in need. Many of the raffle and auction items are donated by individuals, vendor companies or your cooperative. Following the Christmas Party, Mr. Velder with our Board of Directors, match the money raised at the Christmas Party. We pool this money together to complete matching grants from Land O'Lakes, and CHS Foundation. This year the total raised was \$47,630. WOW! Thanks to everyone who helped make this possible and such a great success!

These funds are divided up according to the number branches, need and relationship to our trade territory. Food Pantry funds will be awarded this summer and will serve 14 food pantries in Southeast Nebraska and 4 Counties in Northeast Kansas. The Back Pack Program will also be awarded this summer and will serve students during the 2018-2019 school year. All 30 Schools in Southeast Nebraska will be supported and 16 schools in Kansas will be served.

It's kind of fitting that we would be involved in this program because our producers are the people that grow the food to help feed the world. When you donate to a Hunger Program it's not glamorous and it's not a one and done type of donation. The need to feed people is an on-going program. "Investing in Our Owners Success" is also about "Investing in Our Communities" by helping those in need. We believe that giving back to the community is an important part of what you the owner would want your cooperative to do. I would ask as you're doing business throughout the year, please keep in mind how the Farmers

Cooperative is investing in our Owners Success, and how we are Investing in the communities which we live.



# NEBRASKA & KANSAS

## NEBRASKA

1. The Lied Jungle located in Omaha is the world's largest indoor rain forest.
2. Nebraska has the U.S.'s largest aquifer (underground lake/water supply), the Ogallala aquifer.
3. Nebraska has more miles of river than any other state.
4. The Union Pacific's Bailey Yards, in North Platte, is the largest rail classification complex in the world.
5. Nebraska is both the nation's largest producer and user of center pivot irrigation.
6. The 911 system of emergency communications, was developed and first used in Lincoln, Nebraska.
7. Nebraska has more underground water reserves than any other state in the continental U.S.
8. Weeping Water is the nations largest limestone deposit and producer.
9. The world's largest hand-planted forest is Halsey National Forrest near Thedford, Nebraska
10. The largest Kolache Festival in the world is located in Prague, Nebraska.

## KANSAS

1. A grain elevator in Hutchinson is 1/2 mile long and holds 46 million bushels in its 1,000 bins.
2. At Kansas State University College of Veterinary Medicine waterbeds for horses are used in surgery.
3. Dodge City is the windiest city in the United States.
4. The public swimming pool at the Lee Richardson Zoo in Garden City occupies half a city block and holds 2 1/2 million gallons of water.
5. Barton County is the only Kansas County that is named for a woman; famous volunteer Civil War nurse Clara Barton.
6. Hutchinson is nicknamed the Salt City because it was built above some of the richest salt deposits in the world.
7. There are 27 Walnut Creeks in the state.
8. Kansas has the largest population of wild grouse in North America.
9. Milford Reservoir with over 16,000 acres of water is the state's largest lake.
10. Kansas produced a record 492.2 million bushels of wheat in 1997, enough to make 35.9 billion loaves of bread.



**Farmers Cooperative**

PO Box 263

Dorchester, NE 68343

# Your Cooperative

No other organizations reflect the American ideals of democracy and self-help as do cooperatives. Their success, importance, and beneficial impact on the American economy testify to the role they play in all of our lives.

Cooperatives incorporate the ideals which drive the most successful economy in history. Over 100 million Americans own and control more than 47,000 cooperative businesses that provide goods and services in every economic sector.

Cooperatives provide essential services to the American economy with benefits for consumers, producers, and small businesses in urban and rural America. They range in size from small buying clubs to Fortune 500 companies.

Cooperatives are member owned and democratically controlled enterprises created and used by their member-owners to provide goods and services. Members unite in a cooperative to get services otherwise not available, to get quality supplies at the right time, to have access to markets, or for other mutually beneficial reasons.

Cooperatives exist not to generate a profit for themselves or outside investors, as do other businesses, but rather to provide goods and services at competitive prices. Profits—or net income—is distributed to members (patrons, as they are called) in the form of patronage refunds.

Nebraska Cooperative Council

## STATE FFA

Taylor Collins,  
Farmers Cooperative



Recruiter provides information to FFA members during the Ag Career Fair. FFA members used an app on their phone called Goose Chase to answer questions about each of the Agri-Businesses at the Career Show.

FFA Members from across the state stop by our booth during the 2018 State FFA Convention. The Farmers Cooperative booth had well over 250 visitors. These two FFA members are from the Wilber-Clatonia FFA Chapter.

The Farmers Cooperative sponsors a career develop event entitled Ag Sales. At the awards ceremony, Dennis Kenning, Sales & Marketing Manager, presented medals and a plaque to the top team which is from the Summer-Eddyville-Miller FFA Chapter. This contest is provided by the University of Nebraska, UNL Institute Of Agriculture And Natural Resources. The event is held to develop communication and problem-solving skills essential for agricultural sales.

**[www.farmersco-operative.com](http://www.farmersco-operative.com)**