

FALL 2017



# Midwest

Farmers Cooperative



# Pathway

Newsletter

Fall 2017



**Jeremy Wilhelm**  
CEO

# Meet the New CEO Jeremy Wilhelm

Jeremy grew up on a farm in Unadilla, Nebraska. The family farm had corn, soybeans, wheat, a small farrow to finish operation along with a few cows and chickens; a fairly typical farm in the late 70's and 80's. Jeremy went to high school in Syracuse and then attended Doane University majoring in management and finance. Upon graduation, Jeremy was selected into First National Bank of Omaha's management trainee program. Jeremy then moved to U.S. Bank in Omaha primarily working with beef feedlots and grain companies. In 2002, Jeremy was recruited to Farm Credit Services of America to lead the start-up of their middle market portfolio, which focused primarily on financing grain and agronomy companies, which also included ethanol plants.

In early 2006, one of his grain clients, Western Milling, asked him to move to California to run their ethanol division. In this position, Jeremy was heavily involved in the operations side of the business, which led to his switch from the finance side of the business to operations. In 2011, Western Milling decided to build a pet food division and Jeremy was asked to lead that venture building one of the largest private label pet food companies in the United States. Jeremy then stepped into the Chief Operating Officer role of Western Milling in 2014, overseeing 32 locations including 4 rail shuttle receiving locations, which unloaded 2,500 rail cars per month and dispatched 500 trucks per day. One of his last projects at Western Milling was overseeing the construction of a state of the art cage free egg laying operation with 2.5 million birds.

Despite living on the west coast for eleven years, Jeremy's ties to the Midwest remained strong. "We knew that we always wanted to be back in Nebraska some day and when the opportunity with Midwest Farmers Cooperative opened up, it was a great fit. My family and I are really excited to be back and to build upon Midwest Farmers Cooperative's past success as an organization."

Jeremy and his wife, Irene, have been married 18 years. Irene is from Alliance, growing up on a corn, wheat and potato farm. They have three daughters: Reagan - 10, Pressley - 7, and Harper - 5. They are living in Syracuse and the girls are attending Syracuse Public Schools.

Jeremy's career has been built upon several core beliefs that will continue to be a part of Midwest Farmers Cooperative. They include:

### **Safety:**

It will be a part of everyday life in order to keep our employees, customers and neighbors safe. We work with a lot of volatile products like grain dust, propane and anhydrous ammonia and need to make sure we follow the proper procedures when handling them.

### **Customer Intimacy:**

We will commit to having a deep understanding of our customers, knowing their needs, fiercely serving them and being a trusted partner.

### **Employee Engagement:**

We will have employees that care and take pride in their work building upon the Midwest Farmers Cooperative reputation. We want our employees to go the extra mile for our customers.

### **Operational Excellence:**

We will simply be great at what we do. If we can't be great, we need to ask ourselves what it will take to make us great.

### **Growth:**

Personally, Professionally and as a Company. We will work to be better at what we do every single day.

Jeremy commented, "I believe that as our employees strive for our customers' success this will lead to a long-standing successful Cooperative. We have some great people we work with every day and my goal is to continue to expand upon that, making Midwest Farmers Cooperative a great place to do business and a great place to work. The backbone of every successful organization is effective communication, making sure our departments and locations are talking to each other and that our employees and patrons are informed."



Jeremy is busy spending his first few weeks getting familiar with the different locations and meeting the employees. He also plans to meet with the board of directors as well as some of the patrons to help understand their expectations and to ensure he understands the customer base. Jeremy started on August 28th overlapping with Dale Piper, previous CEO, one week before his retirement. "It was great to have the first week to spend with Dale and download as much of his thirty-two years as possible. Dale has graciously offered to help out beyond his retirement with any questions and I want to thank him for his years of service and his help."

The company is busy preparing its facilities for harvest and fall fertilizer application as well as gearing up for the fall seed sales. Despite all of this activity,

## 2017 Crop Input Finance Program

**CFA** The Cooperative  
Finance Association, Inc.

*Financial Services for Successful Agriculture*



Midwest Farmers Cooperative and the Cooperative Finance Association are once again making a special financing program available to producers with rates as low as low as 4.5% for the 2018 crop year. There is a simple application process and funds can be used for about anything it takes to plant and harvest your crop including:

- Seed
- Fertilizer
- Chemicals
- Application
- Soil Testing
- Diesel Fuel

Your invoices will be paid timely so you can avoid missing a discount or paying a finance charge on a late MFC invoice. Applications are being processed now. CFA loans are due February 15, 2019. Contact Craig Beougher at #402-994-2585 for a confidential conversation with all the details or for a credit application.



**Gayln Boesiger**  
Grain Division  
Manager

The dry, warm weather that occurred late in the growing season definitely sped up the maturity of the crop around here dramatically. We started seeing some shorter season varieties of corn being picked as early as the 11th of September this year. However.....then the monsoon season came and we seem to be lucky to get much more than a day or so of any activity per week here as of late. Hopefully we can get this weather pattern to straighten out and get back to a more normal harvest pace soon!



Once harvest starts, and the combines start rolling, it seems like it goes quicker every year. Bigger combines, semi-trucks, and faster elevator unloading times have reduced the time it takes to get the crop out down to about 4 or 5 weeks. It wasn't all that long ago that we took twice that time, or longer, to get the majority of the crop harvested with truck lines that could be hours long. The speed of the harvest now can really stress some of our facilities that were built back in the 50's and were designed to accommodate small straight trucks and pickups.

In order for us to stay open throughout the harvest, we will need to move in excess of 4 to 5 million bushels of corn and 3+ million bushels of beans outbound during the busy harvest season based upon the early yield indications. We cannot hold the entire crop. For us to move this grain, we will need ownership of the grain. It is highly likely that there will be times during the harvest that we may need to go to a "cash or contract only" basis for a short amount of time in order for us to get enough ownership of grain. We will post signs at the locations before we do this, but I want you to be aware that this will most likely happen. We will do everything that we can in order to minimize this. If you want to stay in the market on these bushels that we require

## Gayln Boesiger: Another Bountiful Harvest

"cash or contract only", and would like help re-owning these bushels via futures or options, we can assist you with that.

I am thankful that we have been able to add speed and bin space to numerous elevators in our system over the past 10 or 15 years. Since 2005, we have built in excess of 10 million bushels of new space in 7 different communities that we serve. These newer, faster facilities are better equipped to take care of the large producer who wants to get dumped and back to the field as quickly as possible. Unfortunately, in some areas, this still isn't enough. We have been blessed with some unbelievable crops in this area over the past 3 or 4 years. Yields on dryland corn continue to amaze us every year it seems. We know that we need to continue to build and upgrade facilities as quickly as we can to keep up with the pace of the larger crops and farms. The addition of our new Syracuse Rail facility will be an amazing asset for our company for many years into the future. Customers that haul into this facility have all been quite happy with the speed and convenience that it can offer. Our goal now is to continue to make improvements and upgrades in other locations. We want to work to get away from slower, inefficient facilities and keep trying to offer a better alternative for producers to deliver their grain.

Now that harvest is under way, please remember to carefully check your scale tickets for any errors. A wrong name or commodity on a ticket is much easier to correct before you or your landlord have sold the grain. If you find an error, please notify us as soon as possible and we will get it fixed for you.



Please remember to try slow down and be safe this harvest. When everyone gets in a hurry during the hectic season, accidents tend to happen. Take time to think, before you do something that could injure you, or someone in your family.

Have a great fall season.



Did you know you could have your monthly statements from Midwest Farmers Coop emailed to you? If you would like the convenience of opening an email instead of waiting on the mail, we can help! Just give us a call at #402-994-2585 and we will be happy to set that up for you.





**Jim Bauman**  
Feed Division Manager

## Jim Bauman: Weaning Healthy Calves

What might have been a simple matter in prior years could seem more complicated this year, because medicated feeds are no longer as easily available. However, if antibiotics are needed, your veterinarian can still assist with a Veterinary Feed Directive (VFD). Our feed team is also prepared to help you through this new process.



What we need to focus on is getting the calves eating right from the start to keep them healthy. As a calf eats more and grows, its immune system will get stronger to ward off sickness. Good nutrition builds its rumen microbe populations and immune status.

We have several proven starter programs to recommend. In the Purina Family we have Accuration Starter Feed which is a complete feed you can feed free choice because of its intake modifiers. No additional forage is needed. Precon Complete is a complete pelleted feed which requires no additional forage. Stress Care 5 is a pelleted supplement feed, fed at 5 lbs. per day with your added forage. Purina StressCare Tubs are another option and they go well with any of the Purina feeds. They are designed for breeding animals and for calves before and after the stress of weaning.



In the Kent family we have Arrivalmax Complete, which is a complete pelleted starter; no additional forage required. Arrivalmax Energy is fed at 5 lbs. per day and your own added forage. Keep in mind that if you are bunk feeding, make sure there is enough space for all animals to eat at the same time.

All of these products will keep your calves growing and gaining through the weaning process instead of going backwards as they are adjusting to being away from their mothers. Each of these programs offer flexibility to meet the specific needs of your operation.

You may be tempted to cut expenses in your operation, but don't cut back on nutrition. Think carefully before making big changes to your weaned calf program. Sick calves can lead to significant losses in the overall profitability for your operation. Healthy calves perform better and are worth more on sale day. Starting your calves out with the right nutrition so they can grow more quickly and stay healthy is the way to add more return to your investment.



### Don't Forget the Statement Stub!

Although we want to apply your payment as you intend, we can't always read your mind. Please return your statement stub or include a note with your check when you mail it in so we can apply it correctly.





**Dave Reese**  
Agronomy  
Manager

## Dave Reese: New Dry Fertilizer Terminal Opening this Fall

I am pleased to announce that our new dry fertilizer terminal will be open for business this fall. The new facility will allow us to purchase train loads of fertilizer which will help us maintain good supply for our growers at a competitive price. It will also allow us to

both load and unload fertilizer faster than we have been able to in the past. In addition, we will also have the capability to blend and impregnate while maintaining the highest quality of end product.

tower blending system has the capacity to load out 240 tons per hour. That is a semi load in just over 6 minutes!



### Blending

The new plant is also equipped with a state of the art HIM Precision Blending System. This new blending system has only been available in the Ag industry for a few years, but is a tested system. This new high speed blending system has the ability to blend four tons of dry fertilizer every thirty seconds with unmatched quality compared to conventional blending systems.

With our fleet of six 24 ton semi dry tenders and eight 16 ton conventional dry tenders, we will have the ability to deliver to our custom application equipment and directly to a grower from the terminal. We will also allow growers to pick up their fertilizer directly from the terminal. For this to operate efficiently we are asking growers who would like to pick up their fertilizer directly from the terminal to contact their local agronomist or location manager to get an order number with the products they wish to receive. When the grower gets to the terminal they can give the order number to the plant operator and the fertilizer can be loaded.

We are very excited to be bringing this new investment to the growers of Southeast Nebraska. Dry fertilizer is the most cost effective way of replacing the nutrients that our crops remove each year. This new terminal will ensure that our customers have access to these vital nutrients for years to come.



### Storage

The new dry terminal has a storage capacity of 16,100 tons of dry fertilizer and will carry seven bulk products along with a number of micro nutrient and treatment options. Having this increased storage capacity and multiple product and treatment options will help us better prescribe the nutrients needed for your specific field.



### Speed

The new dry terminal was designed for speed to keep up with today's farmer. We can receive fertilizer from railcar or truck at 650 tons per hour. That is either 6 1/2 railcars or 26 semi's per hour!! The

## Dave Reese: Agronomy Update

In the past year we have seen a large increase in production of fertilizer in the United States. The investments that companies have made into fertilizer manufacturing facilities will help benefit growers in the United States for years to come. The last numbers that I have seen show that urea production has increased about 5,000,000 tons and UAN production has increased about 3,000,000 tons. Anhydrous has also increased its production but those increased tons are mostly being used to produce the increased urea and UAN tons.

Even after the increased production the United States will still need to import an additional 3 to 4 million tons of urea per year to cover the demand that we currently have in the U.S. The increased production in UAN by itself would cover the demand for the U.S. but some manufacturers export product out of the U.S. so imports will still continue for now.

There have been a lot of challenges in the fertilizer markets this summer with the most recent being the hurricanes which have hit the Gulf of Mexico and Florida. The Gulf is where most of the imports into the United States pass through. At this point we do not know the extent of any damages from the hurricanes or how it may impact supply for us. In addition to these weather events, there have also been numerous pipeline issues this summer throughout the Midwest. It appears that most repairs have been completed and they are starting to pump product back through the system. We do not know at this point how far behind the manufacturers are on shipments.

With all of this being said it could be a challenging fall for anhydrous ammonia applications. We are

continually in conversations with the manufacturers, working on plans and supply needs for fall to ensure that we can provide product for our growers. We will keep everyone up to date if there are significant changes in the future.

Another aspect of farming that I believe that we need to pay close attention to is the development of hard to control and resistant weeds in our operations. With hard to control winter annual weeds such as common chickweed, marestail, mustards, pennycress and others becoming a bigger problem each year, we need to change things up with our herbicide programs so that these weeds don't become a bigger issue in the spring. One of the best ways to control these weeds is with a fall herbicide application. In the fall, these weeds are small and are up taking nutrients and moisture from the soil to prepare for winter. This makes them very susceptible to herbicide applications. Contact your local Midwest Farmers Cooperative Agronomists to discuss the herbicide program that best fits your needs and to schedule us to custom apply these products behind the combine to help ensure we start off next spring with clean fields.

I would like to take this time to remind everyone that fall is an extremely busy time for Midwest Farmers Cooperative and the growers. When everyone is busy it is easy to get caught up in the moment and try to rush or hurry a little too much. Unfortunately this is when accidents happen. Please keep this in mind as we start this busy season.

Let's all have a safe and prosperous fall.



Mustard



Marestail



Pennycress

*"One of the best ways to control these weeds is with a fall herbicide application."*



**Bill Hotchkiss**  
Sales Manager

## Bill Hotchkiss: Seed Opportunities and Offerings for 2018

As we get geared up for harvest, we should take the time to evaluate some of the decisions we made this last year. From the fall prep work, the spring planting and stand establishment, to our response to the abundance of moisture which for some brought the risk of disease and to others,

an increased yield.

Many of the decisions we made were because of the impact some hard to control weeds made in our fields the previous year. Xtend soybeans and Credenz (Liberty Link) soybeans were major changes in the soybean selection this past year, due to their additional options with weed control. There are several weeds that are difficult to control due to resistance. When dealing with these weeds a fall burndown/residual program has been very effective and we are planning to utilize this approach in the future.

Using a planned approach of a fall burndown, spring burndown/residual, followed by a good post program utilizing layering of products will be a great program to follow when these resistant weeds are in your fields.

This year also saw a lot of disease show up where the moisture was abundant. The conditions were right for the development of Southern Rust, Grey leaf spot and other diseases. Knowing if your hybrids would respond to fungicides made a big difference in whether you should or should not spray your fields. Those who knew which of their hybrids would respond to fungicide stretched their dollars and helped prioritize which field got the fungicide application. We anticipate a nice

return for the dollars spent controlling the diseases that were present in their fields.

Now that the season is winding down, many customers have seen Sudden Death symptoms in their soybean fields, due to a soybean root rot that entered the soybean plant early in the growing season. This problem can only be addressed with a seed treatment prior to soybean planting.

When we look to this upcoming year, think about what additional tools you might incorporate into your farming operation. If you had tough weeds that were problems in some of your fields, we should look into a fall burndown program and use a Xtend soybean or a Credenz soybeans at planting. That would open up post emergence options in managing these hard to control weeds. If Southern rust or Grey leaf spot infested your fields, make sure you are aware of the response your hybrids have to disease, so you can make the most informed decision

for getting a return on your investment.

Many of these options start with the seed selection. We at MFC work with Monsanto (Xtend soybeans), Bayer (Credenz/Liberty), Croplan (Liberty/Xtend), Mycogen (Liberty/Xtend), and now we will handle Northrup King (Liberty/Xtend) soybeans. We also can use our R-7 tool to understand which hybrids respond to a fungicide treatment. When you think about what issues you have on your farm, start putting together a plan, incorporate your seed selection into this plan to help manage weeds and disease for the upcoming year. Let our trained agronomists at MFC help you put together a plan to combat the issues that have shown up at your farm.



*Pigweed*







**Keith Volker**  
Energy Division  
Manager

## Keith Volker: *Preparing for the Storm*

Does it matter to us if a hurricane strikes the U.S.? Depending upon the location, it can have a big impact on your cooperative and you. While Hurricane Irma changed the lives of millions of people in her path, those of us in the upper Midwest didn't see much of an impact because Irma didn't effect refineries.

Since Hurricane Harvey crossed southern Texas and neighboring states, this impact was more obvious in the Midwest. Harvey hit a large portion of our country's oil and refining infrastructure. His major impact was all the flooding caused by the slow moving storm. Approximately half of our nation's refining capacity in this region and most reports estimated 20% of the total U.S. refining capacity was shut down. That is a huge number. Refineries as a group were running at 96% of capacity when the storm hit and that's about maximum for the industry; not much room to "open

the throttle". When those refineries which serve the Midwest and also the eastern seaboard shut down; it's a big deal.

Consequently the market moved up 28 cents for gasoline and 18 cents for diesel fuel in a very short time period because the market was concerned supply would be a significant issue. Since then diesel fuel has pulled back part way and gasoline is actually lower than late August prices before Harvey made landfall. Initially I was concerned prices would spike and supply might be interrupted but we are fortunate Harvey came in after the summer driving season was over and while refineries were still running at a high capacity, prior to slowing down for winter, and fall crop harvest had not yet started. Above average fuel inventories also helped keep a lid on prices and provided adequate fuel for the increased orders.

The refining and transportation pieces in this industry continue to progress toward "normal".

What can be learned from this? I recommend you have enough fuel on hand to harvest at least one third of your crop. At MFC, we had twice as many orders for fuel for one week compared to the same time period in 2016. We were fortunate Harvey's timing was not in the middle of harvest when the terminals and pipelines are already stretched to their limit. If you need additional fuel storage, contact us and we can arrange to get you an additional tank.



Doug Rasmussen is the newest member of the energy division team. Doug's primary responsibilities will be to manage our diesel fuel and gasoline inventories, dispatch our tank wagon deliveries, purchase inventory and manage fuel contracts. Doug will also oversee the lubricant business. You can place your fuel or lubricant orders directly with Doug by calling #402-297-5197.

Doug grew up in Pratt, Kansas. He has a Bachelor of Science Degree in Finance and Marketing from Kansas State University and is working on a graduate degree at Peru State College in Organizational Management. Doug has twenty-five years of experience in banking, working primarily with home mortgages.

## Midwest Kitchen Pumpkin Pie Squares

### Crust:

- 1 C flour
- 1/2 C quick cooking oats
- 1/2 C brown sugar
- 1/2 C butter

### Filling:

- 2 (15 oz) cans pumpkin
- 2 (12 oz) cans evaporated milk
- 4 eggs
- 1 1/2 C sugar
- 3 tsp pumpkin pie spice
- 1 tsp salt

### Topping:

- 1/2 C brown sugar
- 1/2 C chopped pecans
- 2 tbsp butter, softened

### Directions:

Combine the first 4 ingredients until crumbly; press into a greased 9x13 pan. Bake at 350 degrees for 20 minutes or until golden brown. Meanwhile, beat filling ingredients in a mixing bowl until smooth; pour over crust. Bake for 45 minutes. Combine brown sugar, pecans, and butter; sprinkle over top. Bake 15-20 minutes longer or until a knife inserted near the center comes out clean. Cool and enjoy! Store in the refrigerator.

Recipe by Sara Ramsey  
Elk Creek location





**Kelly Maaske**  
Ag Technology  
Manager

## Kelly Maaske: *Where to Spend a Dollar?*

With the prospect of low commodity prices this fall it might be tempting to not invest in any crop nutrients for next year. This may seem like the easy thing to do but let's look at some of the potential long term effects.

Did you know that a 170 bushel corn crop removes 65 pounds of actual phosphorus? In addition to that, a 50 bushel soybean yield the following year will remove another 42 pounds of actual phosphorus. That is a total of 107 pounds of phosphorus removed from your soil every two years. If you apply 100 pounds of MAP every other year you are only covering about half of the crop nutrient removal that is needed for that field. If your fields happen to yield more than 170 bushel corn and 50 bushel beans, your net deficit will be even larger than that.

It all starts with a Soil Inventory: Soil testing is a little like a doctor's visit. The doctor is going to ask a few questions and run a few tests and figure out what is wrong and prescribe what the best course of action is for your situation. We do the same thing with our soil testing program through grid sampling.

Chances are your yields vary across your fields. That means the crop removal has varied and so has the effect on your soil test levels. That's why we promote Grid Sampling and Variable Rate Fertilizer Application. Let's figure out where you need to apply fertilizer and lime and put those nutrients right where they are needed. This will help you get the most return on your input investment. Fertilizer is the cheapest it has been for years and with low commodity prices, it is even more important to grow

as many bushels as we can. At Midwest Farmers Coop we will work with you to put together a program that doesn't break your bank and allows you to get the most benefit from your fertilizer dollars. Grid sampling allows us to get to know your soils needs, see what the limiting factors are and helps us come up with a resolution to fix its issues for a more uniform yield for years to come.



Other soil sample strategies are available at any of our MFC agronomy locations. They include Veris Sampling, Smart Sampling, Stalk Nitrate Sampling, Deep Nitrate Sampling and Tissue Sampling.

Farm Management/Seed Placement: Seed placement is one of the most overlooked pieces to our farm management plans. We can grid sample and spread the right amount of fertilizer on any piece of soil, but if we don't put the right seed on that soil then all is for not.

Contact your local Midwest Farmers Cooperative Agronomist to have them develop a Farm Management Plan for your upcoming season. With the help of the R7 Tool, we can choose and place the correct hybrid seed on any particular piece of soil on your specific farm so that you get the best response out of your seed, fertilizer and soil to produce the highest yields possible. Also, ask your agronomist about some of our early season discounts on seed and fertilizer prepay programs.

Keep these things in mind while you are harvesting your crops and give your local Midwest Farmers Cooperative Agronomist a call to help you with all of your crop input needs. While harvest generally means it is the end of the year it is also a great time to start working towards success in the year to come.

Please have a safe and bountiful harvest.





## Trent Bohling: Options to the Cash Grain Market

As the last sweeps get ran around the bins and the floors sprayed down for another harvest, I'm reminded that time flies by. Timing is everything in a farming business, and in marketing grain it is the case too.

### Trent Bohling Grain Merchandiser

There are certain times of the year when marketing opportunities pass us by. Quite often, those coincide with the busier parts of the year such as planting, mid-summer activities, and during harvest. Missed opportunities can haunt us through the marketing year, so be sure and visit with us about ways to stay informed and keep marketing at the forefront. We offer text message services, personalized sales strategies and sales targets through our SMS program, and daily and weekly market overviews. Feel free to call as we're never too busy to discuss the markets and your strategy and would be happy to get you on an e-mail list. These services are provided to save you time without sacrificing valuable information.

Another important note that may be applicable this year is re-ownership of cash grains. While we're fortunate to have a strong harvest in many parts of our trade territory, it may require cash sales to keep us able to serve your needs of getting grain out of the field. As we teeter on the lower end of the yearly trading range, many producers are interested in re-ownership strategies. We can discuss these with you, and I recommend doing this sooner rather than later so that we have time to complete the needed paperwork and make sure you are aware of any and all risks associated with trades you may be needing. Both Gayln in the Elmwood office and I in Syracuse are brokers for FCC Futures, Inc, an introducing

broker for INTL FCStone Financial.

I am recommending a few different alternatives. First of all, simply selling the cash and re-owning the futures market is a simple strategy to understand. You are removing yourself of storage risk and costs, however you continue to have full upside and downside risk/opportunity with the futures market. Minimum price sales by using at-the-money calls (or potentially deeper in-the-money calls to continue to keep time-value costs low) allow you to sell cash, create a minimum price, and leave upside potential through a specific time next spring that fits your marketing style. These costs can range from 5-25 cents plus commission and fees depending on strike prices and trading months, but are often more attractive than commercial storage if available. Finally, the min-max call strategy is an affordable alternative that allows a producer to sell the cash and buy a bull call spread. This locks in a minimum price, but unlike the true minimum price strategy, caps the upside gains to 40-50 cents in many strategies. This creates a more affordable trade in many instances.

While my preferred method is always selling into a strong rally in the cash market, we may not have that luxury due to market behavior and local supply (space). The market has told us loud and clear that we are well supplied, so we need to look past our domestic supply and demand to analyze if we have any future appreciation in the coming months. We thank you for your business and hope you have a safe and prosperous harvest. Remember timing is everything, so take the time to do it safely the first time and remember to let us know how we can help with the timing of your marketing plan.

*\*The trading of derivatives such as futures and options involves risk and is not suitable for all individuals.*



### Lee Paulsen Safety and Compliance Manager

## Lee Paulsen: Anhydrous Safety Review

Anhydrous season is right around the corner so let's review some ammonia safety. It is important to understand and respect the properties of anhydrous ammonia.

- Know the wind direction.
- Always wear hand and eye protection when handling anhydrous.
- Have some fresh water available when working with the product.
- If you come into contact with anhydrous ammonia get to some fresh air and flush the affected area with water.
- Take the time to do things safely this fall season.



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