

SUMMER 2018



Midwest

Farmers Cooperative



PATHWAY Newsletter

July 2018



Jeremy Wilhelm
CEO

It has been an interesting start to the summer. Winter seemed to hang on way too long and then summer knocked on the door way too early. Across our whole territory there were times we have been really dry, but Mother Nature seemed to bail us out just at the last minute. Let's hope the rest of July brings some good moisture where we can raise the bushels needed.

As we wrap up the spraying season, we start to focus on maintenance of our equipment and preparing for harvest. We still have quite a few old crop bushels to move to make room for this fall. We have also started filling our chemical and fertilizer storage for next year. The ordering and buying of products move up earlier each year.

As I approach my one year anniversary with Midwest Farmers Cooperative, I truly enjoy what I am doing...serving you, the customer. While we have good days and yes, some bad days, the enjoyment of accomplishing what we do excites me every morning. This year, we will move close to 40 million bushels of grain, 85,000 tons of fertilizer, 10 million gallons of fuel and the equivalent of 350,000 fifty pound bags of feed. This is the equivalent of 125 truckloads per day 365 days of the year. We are doing this with 165 employees spread across 28 locations. While we do make some mistakes, we work to correct them and learn from them to ensure we do not make the same mistake again. We have a great team to serve you and we have a great customer base that is working to be better each year.

The cooperative system in Nebraska is as strong as it has been in a long time. In Nebraska alone, the agriculture cooperatives employ 14,000 jobs and have a \$2.2 billion annual impact to the Nebraska economy thru sales and investments. Midwest Farmers Cooperative contributes to this as we are investing \$11 million back into improved assets like our Waverly bin expansion and Otoe anhydrous plant expansion. We pay over \$750,000 annually in property tax that goes back to our communities and our employees mostly live in the communities we serve, spending their payroll on local goods and services.

In addition to our economic impact on the communities we serve, we are giving back. Since 2012 we have given back over \$150,000 in scholarships to students majoring in agriculture. We sponsor many activities focused around the safety and education of youth involved in agriculture. We support 4-H and FFA and it is fun to watch the impact we have on our local chapters. Our hope is that the youth of today, will become the leaders in agriculture tomorrow. They will also be our future employees and serving you.

Have a safe rest of the summer.

Front Cover: The refined fuel truck on the front cover is the newest addition to the Energy Department. This 2019 Freightliner chassis has an automatic transmission and is paired with a 5000 gallon aluminum tank with five compartments. It is MFC's biggest workhorse, purchased to improve delivery efficiency. The large capacity and multiple compartments allow the driver to fill at the terminal or make fewer trips back to a fuel plant to reload. It also provides the ability to hold more types of fuel than the smaller trucks.





Gayln Boesiger
Grain Division
Manager

Grain Market Update

Summer is flying by. We encountered plenty of heat in the area early in this growing season, which made everyone nervous as to what kind of summer we were in for. Some timely rains were certainly welcome in mid to late June, and as I am writing this article, the crops look really good around here. It continues to amaze me how far we have come with corn and soybean hybrids that can withstand much more heat and dryness than just a few short years ago.

The weekly crop condition reports that are put out every Monday continue to show near record "good to excellent" ratings across the Corn Belt. Unfortunately,

the grain markets seem to be watching the crop ratings as well. They have struggled to be positive amidst the good weather and all of the tariff talk that is a daily topic in the news. The daily "tariff threats" that occur back and forth between the US and China are keeping traders pretty jittery on how this will all affect our export business down the road. The funds have pretty much liquidated any long positions that they held earlier. Any weather problems that come along now could bring buyers back to the market. Stay tuned.

There has been a relatively large amount of new crop grain forward contracted this year (compared to previous years) at some levels that look pretty good compared to where we sit now. Kudos to those of you that took advantage of the rallies we had during the spring season. At this time it looks like that was a good move.

We are now focusing on getting prepared for fall harvest, which always seems to come around quicker than we expect it. We still have a fair amount of grain that will need to be moved out before fall. We continue to load two to three trains per month from our Syracuse shuttle facility. We are also still trucking corn to the local ethanol plants.

We are excited that the new bin project in Waverly is nearly complete. This will add 788,000 bushels of new corn capacity and a new 20,000 per hour dump pit and leg that can serve this bin, along with the existing 500,000 bushel bin at that site. We want to continue to upgrade facilities throughout our trade area. The speed of harvest is vastly different than it was just a few short years ago, and we recognize the need for us to continue to add speed and space at key locations to accommodate these changes.

For customers in the Nebraska City area, we are acquiring the former Southeast Nebraska Grain elevator which is located in Nebraska City. At this time we plan to operate this elevator on a seasonal basis during the harvest timeframe. We are posting new crop corn and soybean bids daily for this location on our bid sheet. Call us if you would like to get some grain sold into this facility for harvest delivery. This facility will operate as a "cash or contract only" facility this year. We will not be offering storage at this location. We welcome any new or existing customers in the area to deliver to this location.

Please call us for any of your grain marketing needs. Landy, Trent and Chris have done a great job of offering quite a few different marketing alternatives this past year. Most of these alternatives should look pretty good when harvest rolls around. We want to give you options for marketing your grain. In these market conditions, we need to keep looking for any way possible to add to the bottom line. Have a safe summer!





Sean Petersen



The Value of Fungicides

With post weed control applications behind us, it is time to focus on protecting yield in your corn and soybeans with late season fungicide applications.

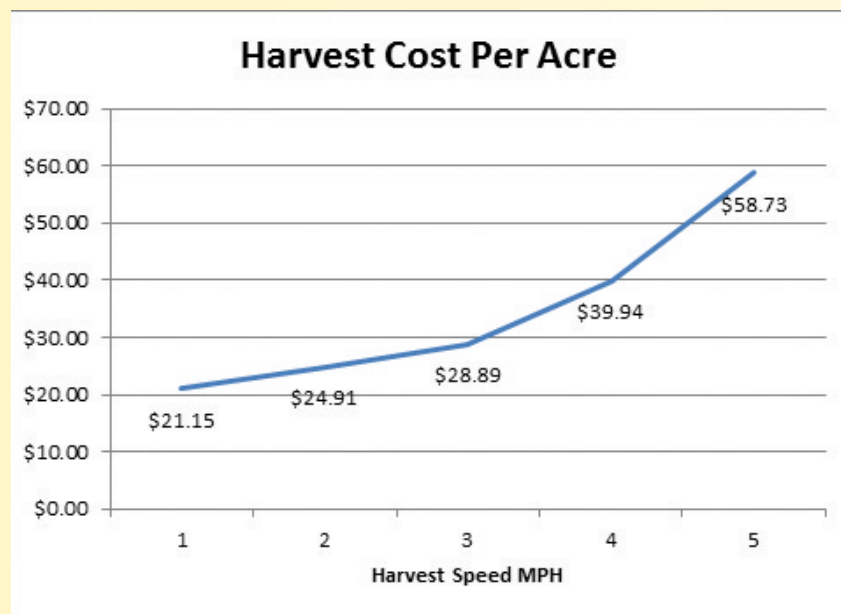
Yield increase is the first thing that comes to mind when talking about tassel fungicide treatments in corn. In corn we've seen an average increase of 12 bushels per acre with a tassel treatment. With corn at \$3.25 that returns \$39.00 per acre. The plant health effects of fungicide are harder to put a dollar figure on, but we have. The chart below shows how harvest expense increases drastically as speed decreases. Going from 6 mph to 2 mph in downed corn costs an additional \$37.58 per acre in harvest expense. Many of the best yielding hybrids do not handle anthracnose stalk rot well at all. When taking both

yield increase and harvest cost into account, tassel fungicide applications can return \$75 per acre, even with lower corn prices.

When thinking about soybeans, the conversation in Southeast Nebraska focuses more on plant health than controlling a specific disease. For the best yield increase, a fungicide application should be timed at R3. When 1 pod on 1 of the 4 upper nodes reaches 3/16" long, the plant is at R3. A soybean plant usually aborts 60%-75% of pods due to stress. An application of a combination strobilurin/triazole fungicide mixed with an insecticide will take care of many stresses that attack the soybeans. The strobilurin fungicide will improve plant health and prevent new disease infestation. While we rarely have a disease in soybeans that warrants a treatment on its own, the triazole fungicide will knock out any disease

that is established and taking a bushel of yield here and there. The insecticide will control bean leaf beetle, grasshoppers, stinkbugs and aphids, all of which reduce yield. While each of these pieces only saves a few bushels, together this combination can add 6 to 10 bushels per acre.

Please feel free to contact your local MFC agronomist to talk more about the benefits of adding this fungicide/insecticide practice into your planned program for soybeans and fungicide applications for your corn acres.





Jim Bauman
Feed Division
Manager

Use Creep Feed to Stretch Pasture

With most of cows turned out to pasture it is taking some pressure off our dwindling hay supplies. More hay was fed this year because of our cool spring weather; then it turned hot and dry. Pastures and hay ground, at least in our area, are only producing about 75% of what we had last year. Grass is not as tall as usual and the alfalfa was waiting for rain. If you run short of roughage, talk to our sales team as we can offer some solutions to help you.

One suggestion to stretch your pastures is to supply your calves with creep feed. We have some creep feeders to rent or some new ones to purchase. Let us know what works for your operation and we will work with you. The creep feeders we rent usually go fast, so let us know right away if you need one.

We recommend you use a Purina mineral with Availa 4 to help settle your cows thru the breeding season. It helps to keep the reproductive tract healthy and improves the overall health of the cow. We have it available in lick tubs and loose mineral. Salt is another item to keep out with your mineral. Water and salt are the least expensive nutrients you can offer your livestock.

Flies always seem to be a problem in summer months and we carry fly control mineral. We also have Justify mineral additive to add to your mineral if it doesn't already have Altosid® in it. We offer a variety of fly sprays and dust bags to meet your needs.

Some ponds have gone way down with the lack of rain so keep your eye on these sources of drinking water. Cows can get stuck in mud or do not drink enough because they can't get to it or it tastes bad.

Summer Internship - Garrett Long



Summer intern Garrett Long will be a senior at The University of Nebraska – Lincoln. He is an Animal Science major with the option of Production Management, as well as a minor in the Feed Scholars Program. After graduation, Garrett would like to go into feed sales with a focus in the beef industry. He wants to stay in Nebraska, but would like to venture out from his hometown of Springfield.

At Midwest Farmers Cooperative in Martell, Garrett works as a feed sales intern, as well as a Purina Representative. Garrett recently visited the Purina Research Farm to gain an in-depth knowledge of the Show Stock products and learned techniques which the national ambassadors have used in their operations with great success. Besides learning new ideas, Garrett has been utilizing his summer to work with customers on feed and mineral trials offered by MFC and Purina.

For example, managing feed intakes with heat stress additives, controlling flies in confinement and pasture settings, working with equine owners on finding the best feed for their situation, and ultimately ensuring livestock producers are excited and confident with their animal's health. Garrett has participated in farm gate calls and has assisted with equine and cattle events for MFC customers.



Marsha Whetham
CFO

You Spoke - We Listened!

I have had the pleasure of working for Midwest Farmers Coop for a little over three years. Ever since my arrival, I have been told that we really need to do something about our billing system. During agronomy season, we mail too many invoices. Discounts are hard to understand and either you pay the invoice and forget to take the discount, or you take the discount and your payment doesn't make it back to the Coop in time to qualify. Then, your check and our monthly statement pass in the mail, so you are getting a statement for products or services for which you have already paid.

We made a slight change last month and our statements are now light green instead of white, making it easier to determine which document you are receiving. On September 1st, the beginning of our new fiscal year, we will be making some significant changes that we believe will simplify the process for both our patrons and staff.

Products will be invoiced at the discounted price when the invoice is generated. Invoices will not be mailed throughout the month. Our monthly statements have been revised to show all of the field information you previously received on the invoice. Statements will still be mailed at the first of each month, and the due date will still be the 20th of the month for most purchases. Depending on the postal service, you will now have well over two weeks to review your statement and pay your account with one payment. If you want to save some of the mailing time, we will email your statement to you. To save more time, you will be able to pay your account online using your checking account with Bill.com. Craig Beougher has written an article in this newsletter which further explains how easy it is to sign up for electronic statements and bill paying. Please contact us if you are interested in either of these free services.

The service charge structure will also be changing. We previously offered discounts in order to encourage your prompt payment. Beginning September 1st, invoices not paid in full by the 20th of the following month, will receive a one-time 5% service fee on the unpaid invoice. Invoices not paid in full by the end of the month will receive the standard month end finance charge as well.

We know you have many options and we are grateful for the business you conduct with Midwest Farmers. We are making changes and adding facilities in order to make it easier for you to do business with the Cooperative where you are a member and owner.

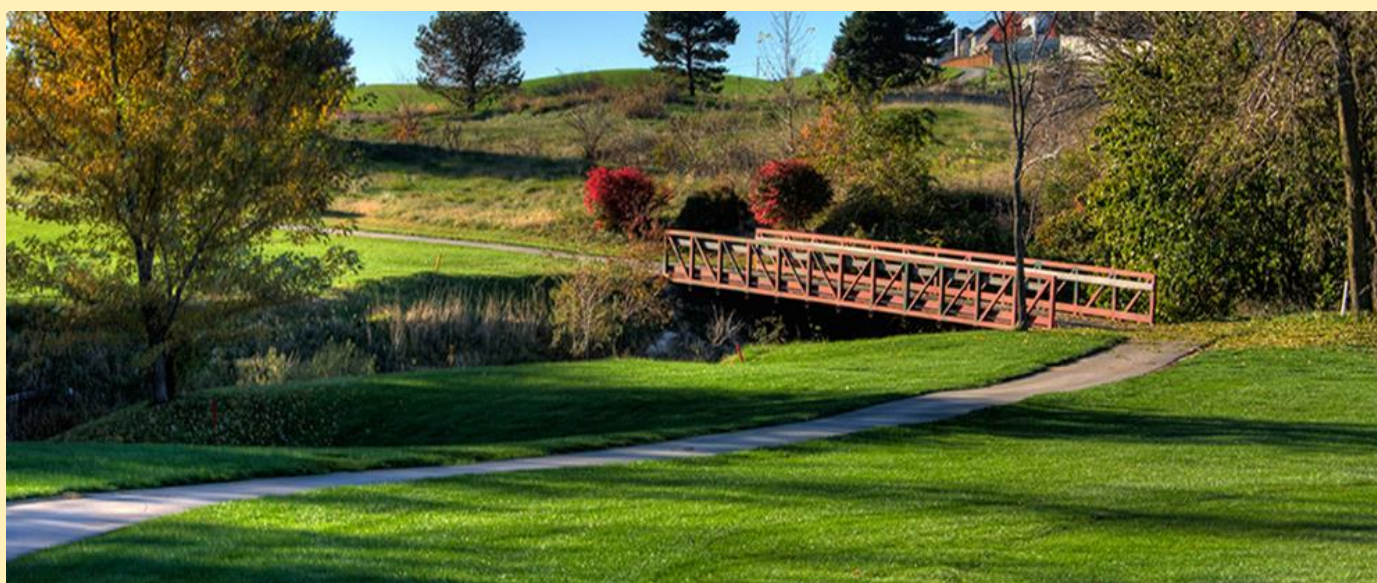
Summer Internship - Morgan Leefers



Morgan Leefers has been an intern in Elmwood this summer. She will be a sophomore at The University of Nebraska - Lincoln. Morgan is majoring in Agribusiness and would like to work in either marketing or grain merchandising after graduation. Morgan would like to stay either in or close to Nebraska so that she can have a role in her family's cow calf operation near Otoe. At Midwest, Morgan has had the opportunity to work closely with most of our staff. Recently, she has been helping to enter propane contacts, designing flyers and invitations for activities, and set up the One Million Step Challenge for employees. Her next projects include preparing and participating in the local county fairs. She will also assist with the Emerging Leaders in Agriculture program in Lincoln later this month.



46th Annual Open Golf Tournament
Table Creek Golf Course - Nebraska City
Wednesday, July 25, 2018



Limit to the first 36 teams for the four-man scramble

Register 7:30 a.m.

Shotgun – 8:00 a.m.

Flag Prizes on each hole

Lunch will be served

Entry Fee with cart - \$25

YOU MUST PRE-REGISTER

****** Call Nate Vollertsen at 402-227-2715******



Lee Paulsen
Safety & Compliance
Manager

Grain Bin Entry

As we push into summer months many of you will begin cleaning out bins in preparation for the upcoming harvest. Entering grain bins is one of the most dangerous things we do so discussing proper bin safety should never get old. As with most activities, if you identify and respect the hazards, it can be accomplished safely.

Good ventilation will improve bin air quality. Always be mindful of any fumigants which may have been used and insure that appropriate time has passed before entering. When entering bins, always be aware of bridged or crusted grain that can cause engulfment or collapse on top of you, causing injury. Avoid walking on grain that is over waist deep. Most importantly, when entering

bins, make sure augers are turned off. It is recommended to put a lock on the power source to keep anyone from turning on the equipment. If a lock isn't feasible, consider putting on a tag to warn those who could be in the area from powering on the equipment. It only takes one instance of someone thinking they are troubleshooting why an auger isn't running to result in serious injury.

When entering bins you should always have an attendant at the door. Attendants are there to maintain communication with those inside the bin. If an emergency arises they should be equipped with a cell phone so they call for rescue. Be aware of fatigue and the temperature inside of bins this summer. Take lots of breaks and drink plenty of water to stay hydrated. Your families are counting on you so make sure you are working safely for them.



Jon Panipinto
Safety & Compliance
Coordinator

Jon Panipinto Joins Safety Team

Midwest Farmers Coop is pleased to introduce Jon Panipinto, recently hired to fill the Safety and Compliance Coordinator position. Jon's primary role is to manage and coordinate specific safety and compliance functions, policies, and programs. Jon's duties and responsibilities include monitoring and researching safety regulations, reviewing and developing safety policies, developing safety training, coordinating job hazards analysis of all company classifications, and managing the fall protection program.

Jon came to MFC after completing more than 20 years in the United States Army and the Nebraska Army National Guard. During his time in the Army, Jon became deeply involved with safety functions. To assist him with his additional safety duties, Jon completed a number of safety courses and received the OSHA General Industries Standards certification. Jon also earned a Bachelor of Arts in Security Management and a Master of Science in Cybersecurity while serving in the Army. His extensive education on security will be utilized to enhance the physical and network security programs at MFC. Jon's involvement with safety throughout the years has given him a deep appreciation for safety and he takes great pride in creating safe and secure work environments for employees.

Jon resides in Eagle with his wife Jaclyn and his two daughters Olivia and Audrey. They enjoy camping, fishing, and other outdoor activities whenever their schedule permits.



Craig Beougher,
CPA
Accounting/IT
Services Admin.

Make Online Payments with Bill.com

We are excited to announce we now offer an option to pay your Midwest Farmers Cooperative account online. We have teamed up with Bill.com to offer this convenient solution. Once you let us know you want to participate, we will begin emailing your monthly detailed statement around the 1st of each month. You will then receive an email with a link to follow to set up your payment with Bill.com. Follow that link and enter your bank information to pay your invoice. If you wish, you also have the choice to set up your account to pay automatically each month when your invoice is generated.

Bill.com is completely secure. Firewalls are in place to prevent unauthorized access to servers and all sensitive data is encrypted. Bill.com uses many of the same processes and procedures your local bank uses, including an annual SSAE 16 SOC 1 Type II audit.

Anyone who would like to take advantage of this service is welcome to do so at no cost to you. In order to set up online bill pay, we need your email address and authorization to email your monthly statement. Your email address is for Bill.com purposes only and will not be provided to outside parties. Sign up by going to our website and selecting the "Administration" page. Click on the Bill.com Sign up link on the left side and fill out the form.

Our patrons have asked for an online payment solution and we are pleased to be able to provide this service to those who want this convenience. Patrons who have already signed up are very happy with the simplicity of the process. If you have any questions, feel free to contact either me or Marsha at #402-994-2585.



Mission

To provide the highest level of customer service, aligning products and technology to create Customer and Cooperative Success.

Vision

Commitment to being the leader in our industry by investing in technology and innovation for our owners.

We Value...

Integrity

We will treat our patrons, employees and business partners with fairness, honesty and respect.

Vision

We will conduct business in a forward thinking manner. We must anticipate, adapt and be willing to make changes as the business environment evolves.

Growth

We recognize that growth is important in sustaining a viable business. We must be willing to innovate and seek out opportunities that will benefit our patrons and provide a secure financial foundation for the cooperative.

Cooperative

We understand the power and importance of the cooperative business model. Collectively we can accomplish the goals and objectives that best service the needs of our patron owners.

People

Our patrons, employees and business partners are the key reasons for our past and continued success. We understand that we are part of a greater community and strive to operate the cooperative in a safe, environmentally sustainable and professional manner that benefits all our stakeholders and the communities in which we conduct business.

Mutual of Omaha Offers Benefits for Midwest Farmers Cooperative Members at Lower Premiums than Offered to the General Public

- Long-Term Care Insurance
- Disability Insurance
- Life Insurance

For more information, call:

Candace Maaske

402-438-5599

Candace.Maaske@mutualofomaha.com



Mutual of Omaha

This is a solicitation of insurance. Coverage may not be available in all states.
AFN39672_0610



Kelly Maaske
Ag Technology
Manager

What's in Your Soil?

In the current Ag economy, the use of Ag Technology services is more important than ever. Economical costs and high yields are key. That's why MFC agronomists and Agronomic Solutions strive to provide some of the highest quality programs in the industry including grid, soil type, and zone soil sampling. We strive to stay on the cutting edge of Ag technology and what it has to offer. Several years ago we introduced EC Veris mapping equipment to enhance our zone sampling program. The Veris mapping



has grown as a popular method of delineating the soil type variations in a field rather than using the county soil survey data. From Veris data we create the soil sampling zones, allow the customer to review them before we sample, and complete the program with the sampling and data processing.

We also have different Grid sampling options available as well, such as: • 2.5 acre grids • 3.3 acre grids • 8 acre zones • 10 acre zones • 20 acre zones

Another thing to consider is the timing of your soil sampling. While we still see the bulk of our orders come in the fall, we continue to promote spring soil sampling. Spring soil sampling is anytime from the first thaw in February or March to the end of June. We have seen a steady increase in demand for in-crop grid soil sampling in the past couple of years.

There are several advantages to spring/summer soil sampling:

- Reduces the waiting period for the data to just a few days
- Allows the entire summer to work with the data
- Fertilizer can be ready to spread as soon as a field is harvested

Soil moisture is more consistent in the spring and the nutrients from the residue have leaked back into the soil to create a more accurate sample.

No matter what time of year you have your soil sampling done or what method you choose, MFC guarantees high quality, data driven fertilizer recommendations which will work best for your operation. Please contact your local MFC agronomist to get signed up today. We look forward to working with you.



**Right: K Road, accessing the
Syracuse Ag Service Terminal,
has been completed.**



Midwest Farmers Cooperative offers summer internship programs for college students in any Ag related degree. Opportunities are available for students to acquire on the job training with a mentor in a variety of areas including agronomy, grain, energy, feed, operations, and administration. Students will gain a better understanding of the Cooperative's business model, operations, products and services. In turn, the Cooperative gains valuable experience working with students who could be potential employees and candidates for our career path program.



Summer Internship - Anthony Schwisow

Intern Anthony Schwisow was a senior at Southeast Community College - Beatrice. He has a major in Agribusiness and hopes that after graduation he will be able to work in Agronomy in or around Nebraska. Anthony's dad farms in western Nebraska and he looks forward to having a part in the operation someday. At the Waverly location, Anthony has been helping with seed orders, sorting seed, planting test plots of corn and soybeans, crop scouting, tissue sampling, and looking for nutrient deficiencies. Besides assisting the MFC Staff, he has been working closely with Mark Thornburg who is a DeKalb sales representative.

Summer Internship - Taylor Heim

Taylor Heim will be a senior at Iowa State University in the fall. She is an Agricultural Business major with a minor in Agronomy. After graduation Taylor would like to get a job in either grain merchandising or sales. Getting a job in Nebraska would be ideal for Taylor as she would like to make her way back after her schooling is finished. At the MFC location in Nehawka, Taylor works closely with Nate Vollertsen and Duane Uhe. Most recently she has been helping with scouting fields and crops, making maps, crop staging, identifying injury in crops, as well as identifying many different types of weeds.



Roeber's World Famous Mexican Roll-Ups

Submitted by Landy Roeber

- 1-pkg. dry Hidden Valley Ranch dressing mix
- 1-8 oz. sour cream
- 1-8 oz. cream cheese
- 1-4 oz. can diced, mild green chilies
- 1-small can diced black olives
- 1-cup shredded cheddar cheese
- 1 bundle green onion
- 3-tablespoons salsa

Mix all ingredients well, spread evenly on 10 medium flour soft shell tortillas. Roll up and chill in refrigerator for a couple of hours. Slice and serve. You can serve with taco sauce if you wish.

Landy Roeber is the Assistant Grain Manager and offices at the Elmwood Location.





Simon Ostrander
Agronomist

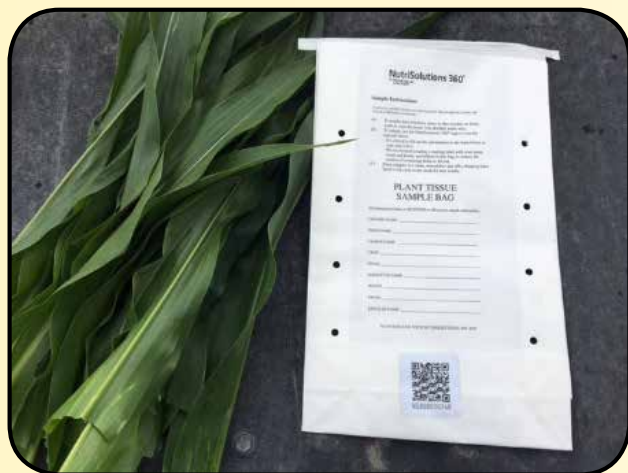
Tissue Sampling

Keeping track of your crops during the growing year will have a huge impact on how you manage the crop going forward and on getting the highest yield from that crop. Tissue sampling is one important tool that farmers can use to get a screenshot on how the crop is performing throughout the growing season. A tissue sample analysis will tell us what the nutrient levels are of that given crop. The results will give you three categories: Adequate, Responsive and Deficient. Included is a picture of the form which shows how the results are returned.

When taking a tissue sample in corn you want to wait until the fifth leaf stage. Before the fifth leaf, corn is still getting most of the nutrients it needs from the seed. At fifth leaf, corn is relying on nutrients from the soil. You should take the sample from the first fully developed leaf from the top of the plant. The number of samples taken depends on crop but for corn, 15-20 leaves should be an adequate number.

Soybean samples should be taken from mature trifoliate leaves and 20-30 samples should be sufficient. Pinch off the leaves and put them in a brown paper sack. Allow them to dry out before sending them in to get tested. Using plant-tissue analysis on your soybeans will help you to improve your fertility program. It is important to diagnose a problem before any treatment is applied.

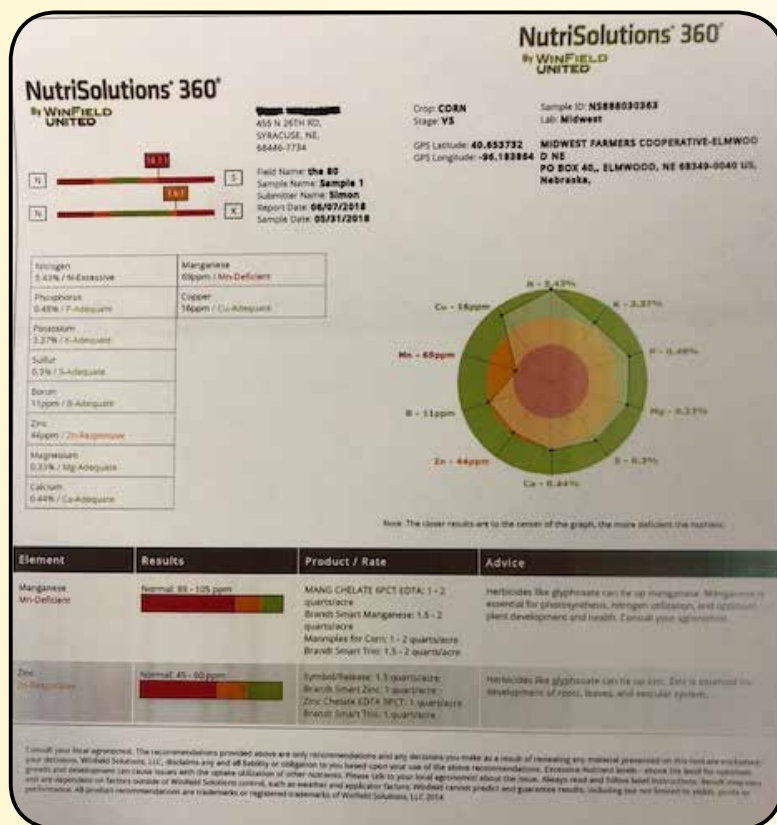
Comparing tissue samples and soil test results done at the beginning of the year can reveal what changes have been made in the soil and what nutrients need supplementing. Not all growth problems are visible to the naked eye. Tissue sampling can diagnose any hidden problems of the plant health and lead you toward a successful harvest.



When diagnosing results, consider spraying a foliar nutrient product. Two products we recommend are Brandt Smart Trio and Max-in Ultra ZMB. Both products include Sulfur, Boron, Manganese and Zinc. All these nutrients are beneficial to corn and soybeans.

Our agronomy team is available to help identify any deficiencies in crops, with taking tissue samples, and diagnosing results to give you the best information and solutions to correct those deficiencies that exist in your crop and may limit your production. In times of lower commodity prices, it is very important to evaluate your return on investment. Feeding the crop the nutrients it needs has always proven to be a good use of funds.

Please contact your local Midwest agronomist to help you plan for a successful harvest.





Keith Volker
Energy Division
Manager

We all Love that Cozy Feeling

While winter seems like a long time away, now is the time to think about your propane needs for the cold weather ahead. Seeing the flames and feeling the warmth of a fire on a cold winter night ranks high on the list of things we enjoy. It's one of the simple pleasures in life. Whether the flame is from burning wood or propane, we still get the same cozy feeling. The difference is that propane takes much less effort.

Propane is a safe energy source: All energy sources must be handled correctly and propane is no different. If you are a propane customer of Midwest Farmers, you have seen some of our safety mailings. We work hard to make sure we are doing our part to keep you and your loved ones safe. In fact, safety is our highest priority. It comes ahead of everything else; including making money. Each year we spend a significant amount of money, time, and effort to make sure our propane team is doing business the right way; each time, every time. For example, when a new driver comes on board there is a week of training at the propane laboratory in Hastings with mandatory exams which must be passed to earn the required credentials. The driver must also pass driving exams and subsequent annual updated training. Our technicians are trained and certified to work on your propane systems including the installations of tanks, lines, and regulators. Training our staff is a high priority and all the effort and resources required are worth it. We wouldn't want it any other way.

When a tank runs empty we are required to perform a leak check to make sure the system is safe to use - This is a safety rule we adhere to and support. If you are a "call in" customer, we charge for this service and if you run out of propane multiple times we will no longer service your tank. Again, this goes back to safety. Please let us include your tank on our "route" system to help avoid this problem.

Propane is an economical energy source. Other than natural gas, propane is usually the best value for home heat. We focus on purchasing propane and getting it into your tank at the best price and emphasize "summer filling" because this is usually the lowest price of the year. We also promote winter contracts because we can lock in your needs in the spring for winter delivery. I strongly recommend letting us summer fill your tank and contract your winter propane needs.

The odorant ethyl mercaptan is a colorless organic liquid with a very strong odor ("rotten egg smell") and is put into propane and natural gas as a warning agent in the event of a leak. If you smell this odor, call us immediately so we can determine the source.

If you are a landlord with propane in your rental property we need your help. When you have a tenant change, we need to know. We must check the propane system and verify it is in proper working order for the new tenants. We need to determine if the outgoing renter modified the system or unhooked an appliance. Without checking the system, the new renter is at risk of an incident.

Thank you for selecting Midwest Farmers Coop as your propane supplier. We look forward to serving your needs in the heating season ahead.





Bill Hotchkiss



Update on the Answer Plot

As announced last quarter, along with our partners at Winfield Solutions, we have embarked on the ambitious project of putting out an Answer Plot south of Syracuse. The location is just west of Highway 50, across from the Ag Service Terminal. The purpose of the plot is to provide our customers with cutting edge information. The plot has been planted with multiple varieties of soybeans and corn seeds which were planted at different populations, with different starters, and at different rates for the starters. Later in the season there will be foliar products applied to help supplement nutrient deficiencies and to control diseases. Here are some of the insights we have learned from past Answer Plots:

Hybrid response to fungicides: We have found that having a response to fungicide score provides a plan for in-season management by understanding which hybrids benefit the most from protection against fungal diseases and rust.

If we are able to understand the genetic response to fungicide treatments, this will help determine where fungicides can increase yield potential and when they will be economically beneficial.

Late-season nitrogen application will boost yield potential in corn. Answer plot data shows the benefit of a nitrogen management plan with split-applications and late-season applications. Because 80% of corn's nitrogen needs come between the V5 and R2 growth stages, strategic nitrogen management should be guided by tissue testing and targeted applications. Strategic application timing can help the financial and environmental costs of applying excess nitrogen.

Soybean seed blends provide optimal performance in diverse environments. WinPak varieties work together to increase yield potential on tough acres while maintaining yield in higher-potential areas. It will also buffer the effects of soil variability on diseases and other stresses. Soybean seed blends can provide a consistent boost to soybean yield potential that is otherwise hard to find.

Sound trial data helps predict hybrid performance in your environment. Data from the Answer Plot Program helps take the guesswork out of choosing the right seed or management plan for your operation. More replications create sound data from multiple sites. The R-7 tool uses data from the Answer Plot Program to minimize field, environment, and management variabilities and will determine how varieties from partner seed companies perform on fields just like yours. The R-7 tool will give you the confidence that a hybrid will perform as expected using factors like: soil type, crop rotation, plant population, management practices, detailed comparisons from a variety of partner companies and more than 5 million Answer Plot data points.

Having this Answer Plot will give us insights that we can put into practice. From hybrid selection, to seed treatments, adjuvants to nutrients, and plant growth regulators, the data we collect from the Answer Plot Programs allows us to offer you a better set of solutions for your farm. We have a tremendous tool in our backyard to help implement concepts into your farming operation that will help increase your profitability and bottom line. We will schedule a field day towards the end of August to allow everyone an opportunity to visit and examine the variety of products in this plot. We look forward to hosting you at this plot tour, or you can schedule an individual tour with your local agronomist.



Sterling Days 2018

Midwest Farmers Coop was a proud sponsor of Sterling Days on June 2nd. Members of two 4-H clubs are sewing five "Quilts of Valor" for Sterling Korean War Veterans. \$400 of this donation will be used to have their quilts professionally bound. The remaining \$500 was used to support the American Legion barbeque.

This is the second year that Midwest Farmers has participated in Sterling Days. This is a fun event and we are excited to be a part of it.

Pictured Front Row: Jim Wenzl (American Legion), Andy Theis (MFC Agronomist), Patty Harms (Women's Auxiliary), Roy Groacke (Sterling Community Assc.), and Bill Hotchkiss (MFC Sales Manager).

In the background are representatives of the local 4-H clubs.



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