



PROPANE *GEARING UP FOR WINTER*

Powered by propane grain dryer on the Woggon Farm in Camp Douglas.



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Last winter, an unexpected high amount of propane was used for grain drying in the fall, followed by record cold temperatures that led to an unusually high demand for home heating. Some residential "will-call" customers who waited until the last minute to order propane faced increased wait times in some areas. They also put a severe strain on propane resources.

Spring finally came, but challenging weather delayed planting season, which will in turn delay harvest season this fall. This will impact propane supply, as harvest and drying season will come right up against home heating season.

The biggest challenges of last winter were the result of high demand for grain drying, record cold temperatures (brought on by weather events like the polar vortex), and transportation challenges that at times made it difficult to quickly get propane from where it was stored to where it was needed.



The long-term supply picture for propane is positive. In fact, the U.S. actually produces more propane than it uses. But in times of extremely high demand, infrastructure can limit how quickly we can get large quantities of propane from the areas of the country where it's produced to the areas where it's needed. That's why we're encouraging our customers to plan ahead and fill your tanks early to help ensure you have the fuel you need when you need it.

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ALLIED COOPERATIVE LOCATIONS

ADAMS

ADMINISTRATION OFFICE / LP GAS / FUEL

540 S Main St • PO Box 729
Adams, WI 53910
608.339.3394 / 800.247.5679
www.allied.coop

AGRONOMY / GRAIN

251 Railroad St Adams, WI 53910
608.339.3698 / 800.331.3073 (Agronomy)
608.339.0357 (Grain)

CENEX PUMP 24

451 S Main St Adams, WI 53910
608.339.3626

NAPA AUTO PARTS

540 S Main St Adams, WI 53910
608.339.6412

ARCADIA

OFFICE / LP / FUEL / OIL AUTO SERVICE CENTER

N28281 State Rd 93 Arcadia, WI 54612
608.323.3311

AGRONOMY / FEED

245 Van Buren St Arcadia, WI 54612
608.323.2144 (Agronomy)
608.323.3818 (Feed)

BLAIR

EAST GRAIN PLANT

1015 E Broadway St Blair, WI 54661
608.989.2298

WEST GRAIN PLANT

420 N Park Rd Blair, WI 54661
608.989.2335

GALESVILLE

AGRONOMY

W19801 Winnebago Rd
Galesville, WI 54630
608.582.4711

MAUSTON

AGRONOMY / FEED / GRAIN / TRANSPORTATION

N3709 LL Townline Rd
Mauston, WI 53948
608.847.6006 (Agronomy)
608.847.6896 (Feed)
608.847.5212 (Grain)
608.847.1642 (Transportation)

MAUSTON TIRE SHOP / NAPA AUTO PARTS / SAFETY & COMPLIANCE

310 Prairie St Mauston, WI 53948
608.847.1640 (Tire Shop)
608.847.7501 (NAPA)
608.339.3394 Ext 320 (Safety)

MINDORO

MINDORO COUNTRY STORE

N8319 Cty Rd C Mindoro, WI 54644
608.857.3414

PLAINFIELD

PEST PROS

10086 1st St Plainfield, WI 54966
715.335.4046

PLOVER

AGRONOMY

4809 Monroe Ave Plover, WI 54467
715.345.1955 / 715.498.2767 (Cell)

TOMAH

DOWNTOWN OFFICE / LP

TOMAH COUNTRY STORE & FEED

711 Fair St Tomah, WI 54660
608.372.2458 / 800.338.6624

AGRONOMY / GRAIN

10533 Estate Rd Tomah, WI 54660
608.372.2090

WEST SALEM

OFFICE LP GAS / FUEL / ACE HARDWARE

570 Commerce St
West Salem, WI 54669
608.786.1100 / 800.657.5189
(Office/LP/Fuel)
608.786.4141 (Ace Hardware)

AGRONOMY / FEED / GRAIN

165 S Mill St
West Salem, WI 54669
608.786.1103 (Agronomy)
608.786.1102 (Feed)
608.786.4154 (Grain)

WISCONSIN RAPIDS

GRAIN PLANT

3990 Commerce Dr
Wis Rapids, WI 54494
715.423.3000

If you would like to be removed from our mailing list, or you have received duplicate copies of this newsletter, please call the Administration Office listed above, or email info@allied.coop.

A LETTER FROM OUR CEO



October is National Co-op Month. The 2019 theme, "Co-ops: By the Community, For the Community," is a perfect fit for an industry that has more than 40,000 U.S. cooperative businesses that generate \$514 billion in revenue. Co-ops provide an estimated 2.1 million jobs to U.S. workers and more than \$25 billion in wages.

We don't always talk about the benefits of belonging to a co-op. Certainly community is part of that. I am proud of the contribution Allied Cooperative makes to our own communities. We generated over \$205 million in sales in our last fiscal year and employ 375 people at peak season. We give of our time and money to support many local causes including food pantries, schools, community events, volunteer fire departments, FFA and 4H clubs and more. We strive to help make the communities we serve a better place to live, work and raise a family.

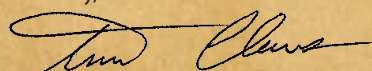
I am also proud of the contribution we make to our members. The past couple of years have been challenging for the ag community. And it has been challenging for your co-op as well. As you have made changes in your own operations in order to weather the storm, we too have made adjustments to help ensure the success of your cooperative. This is nothing new. Your cooperative has adapted to the changing needs of our marketplace for over 100 years. It's the reason we are still in business today.

One of the biggest benefits of doing business with a cooperative is that its members have a financial interest in the success of the co-op. Qualified members are eligible for a patronage and equity revolvment program. This year, Allied's board of directors approved a cash patronage distribution of over \$1.2 million and equity revolvment of \$1.5 million for a total of \$2.7 million going back to our members. These payments put an exclamation point on your board's commitment to providing strong cash returns to its members, while recognizing the co-op's capital requirements for successful operations today and strategic growth in years to come.

While the agricultural landscape continues to be challenging, I am optimistic about the future of this cooperative. We have a clear vision, deeply held values and some of the best employees in the industry. We are focused on balancing growth and investing in the infrastructure of our business while managing expenses. We will continue to make equitable investments and management decisions necessary to keep our coop productive and profitable.

As we celebrate National Co-op Month, I would like to thank you for your continued support of Allied Cooperative. Farmer-owned cooperatives, like ours, are the backbone of U.S. agriculture—and agriculture feeds and clothes the world. Together we are doing great things.

Sincerely,


Timothy Clemens, CEO



A woman wearing a grey shirt, a yellow safety vest, and a black cap is sitting in the center of a yellow school bus. The bus is filled with numerous large, ripe orange pumpkins. The background shows a dirt road and some trees under a clear sky.

Growing Jack O'Lanterns in Adams County

Its fall and porches across the nation are decorated with beautiful fall foliage and a pumpkin or two. Families are making memories carving Jack O' Lanterns. Everywhere you turn pumpkin is showing up—in ice cream, in lattes, in cookies and pies. Fall just wouldn't be fall without that beautiful type of squash we call a "pumpkin".

The Farm

Long-time Allied Cooperative member, Wallendal Farms, is believed to be Wisconsin's largest pumpkin grower with 215 acres dedicated to growing Jack O' Lantern pumpkins. Located near Grand Marsh, the Wallendal family has been farming in Wisconsin's central sands since the mid-1950s.

The farm, which was founded by Pete Wallendal, has transitioned over the years through multiple generations and multiple crops. Pete's sons Andrew and John, and son-in-law Robert Stodola (the second generation) helped to grow the operation while partnering with the University of Wisconsin to help advance the agricultural industry. During this timeframe potatoes were an integral part of the farm's cropping operation. In 2007, the farm exited the potato industry.

In 2014, the farm began transitioning to the third generation—John's son Eric and his wife Megan; and his daughter Raechel and her husband Chad Kosler. Before the decision to return to the family business, each member of the third generation were pursuing professional careers outside of agriculture in fields including finance, sales & marketing, speech pathology and neuroscience.

"We all had different paths back to the farm," says Raechel, "But once I started my own family I realized that farm life is more conducive to family life." As a family, both the

Koslers and the Wallendals are enjoying continuing the family legacy and rearing the fourth generation at the same time.

The farm employs 11 full time staff members. They also hire up to 20 seasonal workers during season and contract out some of their hand harvest labor.

Today they have 3,200 irrigated acres, including 800 acres dedicated to organic crops. Their diversified rotation includes pumpkins, dark red kidney beans, black beans, pinto beans, great white northern beans, forage and grain corn, non-GMO soybeans, watermelon, peppers, cucumbers, fresh cabbage, kraut cabbage and cover crops.

"Everybody does potatoes, corn and beans around here. We're doing everything that people don't want to do," said Chad. Depending on the needs of local contracts, the farm's focus on niche markets has given them a unique position in the market.

"Our farm has always embraced change," said Megan. "We are always looking for that next niche and what can we do. We support quite a few families off the farm. Corn and beans aren't going to support 11 full time employees. So we are always looking for ways to stay viable as a business and a family. One of our core values is sustainability—and we mean that in terms of environment and the way we farm, but also as a business and as a family."

Growing Pumpkins

As a crop, pumpkins require a lot of management and attention. The farm started growing pumpkins just four years ago and each year their production has nearly doubled. In 2019 they will ship 500,000 pumpkins, weighing in at over 7.5 million pounds.

The process of harvesting these pumpkins is no easy task. They rely on seasonal and contracted labor to manually pick the pumpkins. "We start at 6:45 a.m. and go until about

Continued on page 5...

THE PERFECT TIME TO PREPARE YOUR FIELDS FOR SPRING



Shawn McAlister,
Agronomy Advisor

Are you ready for spring 2020? With harvest 2019 looming and the scars from this past spring still healing, spring 2020 is not at the forefront of our minds. One thing to consider as we approach these fields with the harvesters this fall would be to get some fertility done for next spring. This has many benefits, like the opportunity to choose better field conditions than spring sometimes affords. This can minimize compaction as well as give the soil a frost cycle to work some layers out.

Another benefit for applying fall fertilizer—it allows your phosphorus, potassium, and sulfur time to work into the soil. Potassium, phosphorus, and sulfur move through the soil profile much slower than nitrogen. By applying your phosphorus, potassium, and sulfur in the fall, those nutrients should be in the root zone come spring.

Fall fertilizer is generally less expensive than in the spring. Last fall, potash was \$32 less per ton than December prepay and \$55 less per ton than it was on April 1st. The fall of 2017, potash was \$24 less than December and \$37 less than spring of 2018. Anhydrous in the fall of 2018 was \$123 less than December and \$145 less than spring. Finally, in 2017 fall fertilizer was \$120 less than December and \$144 less than spring. This is mostly due to more efficient logistics in the fall vs. the crunch we face every spring. To top it off, we don't always know what we will face in the spring. This past spring there was legitimate scare that some acres weren't going to get what they needed due to the Mississippi River not opening as usual.

Lastly the acres that have fall anhydrous and plowed down fertilizer applied are ready for the corn planter next spring. When the fields are ready, you can get in the fields with the planter right away vs. having to put on fertilizer first. This creates a bigger window to plant in a timely manner and in better field conditions. ■



Jacob Scriver,
Sales Agronomist



IT'S THAT TIME OF YEAR AGAIN!
Harvest has begun and we once again find ourselves asking, "Does the soil have what it needs to help my crop grow next year?" The best answer can be found by soil sampling. It is ideal to sample in the fall because it is when the soil is most depleted of its nutrients, and it also gives you time to plan out your nutrients for the following season.

If you would like soil sampling done on your farm or if you have any questions, please feel free to call your Allied Cooperative agronomist today. Have a safe and happy harvest!

PROPANE Continued from page 1 ...

Weather is an important factor in propane demand, and weather is unpredictable. The combination of factors last winter was unusual. Still it is wise to be prepared and that's where programs like our scheduled delivery and budget programs can help to ensure that your family is prepared for anything this winter.

Whether you're on "scheduled delivery" or "will call" we do ask that you periodically check the fuel gauge and call us when the gauge is between 20 and 30%. For more information or to order LP, contact the LP office closest to your home. In Arcadia, call (608) 323-3311. In Adams, call (608) 339-3394. In Tomah, call (608) 372-2458. In West Salem, call (608) 786-1100. ■

Propane Pays!

There's never been a better time to convert to propane. The Wisconsin Propane Education & Research Council (PERC) has announced a program that will pay generous rebates for installed propane systems. Plus, Allied Cooperative has an additional program which provides a significant rebate to customers that install a propane irrigation system or school districts that convert their buses to propane. For more information on this program call Dianne Dallmann at 608-339-3394, ext. 2262 to discuss what rebates you qualify for and how you can apply.



JACK-O-LANTERNS

Continued from page 3 ...

7:30 p.m.” said Megan, who manages the pumpkin operation. “We can do about eight acres per day. It’s fun and the day goes by so fast. The workers are tired at the end of the day, but they are excited to get this many hours and for the opportunity to make money.”

Trailers and buses are used to haul the pumpkins from the field to the warehouse. The workers are careful not to stack them much higher than two up due to the weight. A wagon weighs about 6,000 lbs. when loaded. In the warehouse the pumpkins are washed, sorted and prepared for shipping.

“Pumpkins that are sent out have to be good on three sides,” said Megan. “Anything on the fourth side must be able to be covered with your hand. It can’t be 2” or greater. There can’t be any rot. No spots. They have to be beautiful. That’s Walmart’s specs. Anything that doesn’t meet that grade, out it goes.”

“We have been hearing this year that pumpkins are going to be a hot commodity, because the Illinois and Indiana crops got in late due to all the flooding.”

The farm ships pumpkins to several large retailers including Walmart, Costco, Aldi, Lowes and more. They also have several local businesses buying from them. “It’s really cool to see orders coming in from places like County Market. We pass on wholesale pricing to them, and we notice that they are passing on that pricing to their customers as well,” said Megan.

They also have an online ordering system for local customers that want to purchase pumpkins direct. As for the pumpkins that don’t meet the grade—“We give away oodles and oodles of pumpkins. It’s great to give back,” she said. The farm sets out boxes of pumpkins they can’t ship and allows the general public to share in their bounty.

This year the farm has a new pumpkin project—organic hullless pumpkins which they are growing for a food grade snack company. “This is something new,” said Megan. “We tried a couple of different trials with some starters and we had several acres fail. So they sent us more seed and we tried again. We’re good now, but they do take a special touch.”

The crop is harvested differently and doesn’t require the same manual labor. A special pumpkin seed combine is used to harvest the pumpkins. The combine will beat the pumpkins into pieces with a hammermill, separate the seeds and load them into a truck. The pumpkin seed must be washed and dried quickly after harvest, before the starch solidifies.”

At the end of the season, the Wallendal Farms team will sit down and look at all their varieties and do a robust yield count to help determine what seed varieties to order for next year.

Partnering with Allied

“We use Allied a lot,” said Megan. “We’re really lucky because when we need a spray or need something done, we can just pick up the phone and say ‘Hey Allied we need this,’ and they say ‘OK we’ll be there this afternoon or we’ll be there tomorrow.’ And not just for the conventional crops, for organics as well. It’s really nice that Allied has a stock of all of the special products we are spraying on.”

Megan discussed a time during harvest when they were almost shut down due to a truck not showing up with their pallet order. She contacted Dan Splinter from the Adams agronomy center and he offered to come in on a Saturday and load them up with enough spare pallets to keep them in operation. In the end the pallet truck arrived just in time and they were able to resume processing the pumpkins, “But the fact that we could call someone from Allied and they were willing to help us out so we could keep going—that’s just really cool.”

The Wallendals have been cooperative members through three generations of our co-op—Farmer’s Union Co-op, Wisconsin River Co-op and Allied Cooperative. We look forward to serving the third generation of their farm as it continues to grow and evolve, and maybe someday the fourth generation as well. ■



DRIVEWAYS! *Is Your Driveway Accessible?*

With all the flooding we have experienced over the past year, many driveways to fields and homes have suffered damage. Please be sure to check your driveways to be sure they are clear for our drivers. Whether it’s washed out fields, potholes, low hanging branches or even high grass which can make it hard to see culverts...making sure our drivers have easy access to your home and farm is greatly appreciated!





by Izaak Rathke,
Director of Sales

FALL 2019

This is my favorite time of year, we get to see how all of our plans worked out, did I plant the right seed genetics? Did I have the correct weed control and fertilizer program in place? The Precision Ag team at Allied Cooperative is available to you to help with yield monitor calibrations, updating yield monitors, and also getting you set up to map your yields. We can overlay these maps on your fertility maps to help with fertility programs and seed selection for next year. Also they are ready to start running your planter units for calibration and rebuild.

It is time to look at seed selection for 2020. We have all the new seed guides and programs in place for next year. There are a lot of great money saving programs and financing options available to you, but they do have deadlines. October and November are the best times to purchase seed to take advantage of the deadlines. Allied Cooperative carries some of the top brands in the industry such as: Croplan Genetics, Dekalb, Asgrow, NK, Mycogen and LG seeds. Between these companies we definitely have you covered for all your seed needs. We will be having our Allied yield banquet again this year so be sure to call your Agronomy Advisors to have them come out, do your yield checks and get you entered in the contest. I hope you all have a SAFE, high-yielding harvest. ■



by Matt Selenske
Pest Pros Division
Manager/Agronomist

TARGETING SOIL FERTILITY

Times are tight with current commodity prices, so getting the most efficient productivity out of every acre is on everyone's mind now more than ever. At Allied Cooperative we have the technology and expertise to make fertilizer and lime recommendations based on multiple layers of data. This informed approach will enable you to put the right amount of product in the right place, which maximizes the impact of every dollar you spend.

Taking GPS-referenced soil samples ("grid sampling") is a great base layer for managing fertility. Areas to be sampled can vary by field size from five acre to sub-acre grids. The number of acres encompassed in each GPS-referenced soil sample can vary from five acres to less than one acre, but smaller fields should have at least five sample points to draw information from. With this data, we can deliver variable-rate recommendations for lime, potash, or DAP.

For example, a field that calls for an average of 200 lbs/acre of potash might have areas that need as much as 275 lbs/acre or as little as 125 lbs/acre for the same crop and yield. If 200 lbs/acre was applied on every acre of this field, some acres would receive excess potassium while other acres would be deficient. In this way, you can see how putting the right amount of product down in each area of the fields makes sense not just from an environmental standpoint but from an economic sense as well.

Finally, if someone else soil samples your farm we can import that information into our software and get you rolling towards an optimal fertility regime. Contact your Allied Agronomy Advisor today for fall soil sampling and variable-rate recommendations! ■



A NEW "LEAF" IN PRECISION AGRONOMY



By Oliver Raboin, Precision Ag Manager

First and foremost, I would like to introduce myself as Allied Cooperative's new Precision Ag Manager, located out of the Tomah location. It would appear I have large shoes to fill following the succession of a few qualified individuals before me. With that said, this is a very exciting time to be entering a role such as this one being that we have a relatively new management team helping to drive the success of our cooperative! In my eyes, cooperative success stems from the base of customer satisfaction and their own personal growth! I intend to work diligently to deliver those exact qualities within our precision ag department with the intentions of the producers' best interests in mind. So, with all of that said, where is Allied Cooperative's precision team heading?

Each year is a new and exciting adventure with extreme doses of weather and volatile market structures of which continues to force us to adjust our management practices to keep up with the ever-changing environments. Here at Allied, we are monitoring how those management practices continue to change and are adapting with them. We don't see management as a "per farm" structure anymore, nor do we even see it as a per field structure. We are looking at each acre as its own enterprise unit. We have the technological abilities to farm each acre individually, to maximize its potential return on investment (ROI) and/or profit. We intend to continue growing our knowledge on how we can enhance our abilities with these management tools, to assist in the growth of every farm. ■

www.allied.coop



Enter Your Crops in our 2019 Yield Contest!

As harvest season is under way, we want to invite all of our customers to participate in our 2019 yield contest. If you have purchased any corn or soybean seed from Allied Cooperative you can join in. It's simple, just call a day or two before you are going to be harvesting and ask us to come out and weigh your crop.

The rules are simple:

- Varieties must be purchased from Allied Cooperative
- A staff member of Allied Cooperative must be present at the time of harvest to witness weighing or sampling.
- The area to be measured must be one half acre in size.
- Weigh wagon, scale pads, and weight tickets are acceptable.
- All entries may be published in our yield book.
- November 29th is the last day for entries.

Prizes awarded for top yields in each category, plus: 220 Bushel Corn Club, 60 Bushel Bean Club and 30 Ton Corn Silage Club.

Local plot results and side by sides will be featured in our 2019 Yield Book. Getting local information is a great way to see what works on your farm. Winners will be announced and prizes awarded at our annual yield banquet.

Contact your local Allied Cooperative agronomy office or call your agronomy advisor today to ensure that your crop is included in the 2019 Yield Contest.

Adams: 608.339.3698
Arcadia: 608.323.2144
Galesville: 608.582.4711
Mauston: 608.847.6006
Plover: 715.498.2767
Tomah: 608.372.2090
West Salem: 608.786.1103

info@allied.coop

MANAGING A LATE HARVEST



— by David Rappa,
Director of Grain

This year has been a challenge from the beginning. We have had to deal with government shutdowns, a trade war, poor river logistics, a record setting wet spring, and now we face less than ideal markets as the USDA expectations for this year's crop

is more promising than trade's expectations during the rally we saw in June and July. With all the challenges we have experienced already this year, we will face another challenge of a late start to harvest.

As I drive around the countryside trying to assess the size of the this year's crop, the one thing I am seeing is there is not only high variability of crop maturity between fields, but also within the same field. Some of that variability I have seen is due to a six week planting window for corn this year. The interfiled variability was due to less than ideal field conditions during planting and uneven seed emergence. Walking through a field the first week of September, I saw corn in a well-drained area of a field with the cob in full dent and a couple feet away in a lower area of the field the corn was not dented yet. This is going to create many challenges this year for drying and storing corn.

Over my years of experience, I have had to deal with several wet and late crops and the headaches they create. Here are some things that you may want to take into consideration in advance to fully maximize yield and storability.

I think the first thing everyone needs to look at is stalk integrity. Last year was a prime example of how poor stalk integrity can turn a once promising crop into a financial disaster. In areas of our trade territory last year, we saw field yields cut in half due to straight line winds and heavy wet snow. If you have poor stalk integrity you may want to consider harvesting at a higher moisture content than you typically would to

maximize your yield off those acres. Do the math of what a few points in drying is going to cost per acre versus a 20% potential field loss. The extra drying may look like cheap insurance.

To go along with stalk integrity, watch the weather. If we see snow in the forecast there always lies the possibility that you may not get the opportunity to harvest again till spring. Put a financial cost to the reality if you leave the corn standing until spring. Likely things you would need to consider would be field loss due to down corn and wildlife damage, interest expense on crop loans, delayed field work and planting in the spring, and optimal soil health.

Drying this year's crop will be a challenge due to the high variability of each individual corn kernel's moisture. Everyone is likely to be working with corn in each load that has not matured fully to black layer. When a corn kernel doesn't fully mature to black layer, I typically see it does not hold its structural integrity coming through a grain drier. This leads to higher F.M. in the core of bins and more susceptibility to germ damage, mold, and heating in the bin creating potentially dangerous situations. Some strategies to think about when drying this year's crop would be to have a solid marketing plan in place to core bins throughout the winter and into spring to keep the bin moving. I would not recommend cheating on drying and recommend running bin fans longer than usual to condition the corn.

This is a year I would highly encourage those who use natural air-drying bins at home to highly consider other options, such as paying for custom drying at our grain locations. Trying to natural air-dry corn over 20% moisture in our climate is very hard to do during late harvests. Research shows that at cooler temperatures full bin drying is not likely obtainable, until spring. If a bin goes out of condition it really limits markets for use and is subject to substantial quality discounts.

I would like to wish everyone a safe and plentiful harvest. If you have any questions regarding current markets, grain marketing options, or other grain related questions feel free to contact our grain department. ■





SAFETY CORNER

Avoiding Farm Machinery Hazards

The air is getting crisp and farm machinery is creeping out of the shed—it's harvest time. Many soybean fields were looking a little behind, making it likely that soybean and corn harvest would already overlap substantially this year. In addition to that, the weather could influence several farmers' harvest plans and shorten the harvest time frame even more. Harvest is always a risky time of year, and with this year's condensed time frame and additional stress, it is especially important to keep safety in mind.

When farm workers suffer injuries from machinery, they can often be severe or even fatal. Therefore, it is important that you recognize potential hazards and take the necessary precautions to avoid injuries.

Even though farm machinery manufacturers try to ensure that their products are safe by equipping them with safety guards, agricultural work presents many hazards. Many times, workers suffer injuries due to human errors like taking a shortcut, ignoring warning signs, not paying attention or not following safety rules.

Listed below are some of the most common farm machinery hazards, as well as several safety recommendations to reduce your risk of injury:

Shear Points and Cutting Points

- Shear points occur when the edges of two objects move close together and can cut soft material (example: auger).
- Cutting points occur when an object moves forcefully and is able to cut (example: sickle blade).

To avoid injuries, remain alert while operating machines with shear and cutting points. Also, advise others to watch out because some cutting machinery can throw objects while in use.

Pinch Points

- Pinch points are created when two rotating objects move closely together, one moving in a circle.

- Hands and feet can get caught in pinch points, or other body parts can get pulled into pinch points when loose clothing becomes entangled in the machine.

To avoid injuries, wear tight-fitting clothing and never reach over or work near rotating parts. Also, identify places where pinch points can occur and avoid these areas.

Wrap Points

- When exposed machine parts rotate, they create wrap points. Loose clothing can get caught in the moving parts, and consequently pull workers into the machine.

To avoid injuries, shield potential wrap points before beginning your work. If wrap points cannot be shielded, paint them a bright color to remind yourself that they are there.

Crush Points

- Crush points occur when objects move toward one another, or one object moves toward a stationary object. Workers can be crushed in between.

Block equipment securely to avoid fatal crushing injuries.

Free-wheeling Parts

- Some equipment with moving parts continues to spin after being shut off.

To avoid injuries, wait until the machinery has completely stopped before touching it. This can take several minutes.

Hydraulic Systems

- When servicing, adjusting or replacing parts on machines with hydraulic systems, workers can face high-pressure blasts of hydraulic oil. This can cause injury and/or burns to the skin.

To avoid injuries, do not inspect hydraulic hoses with your hands because the hydraulic fluids can puncture the skin. ■



Grain Bin Rescue Training

In rural farming communities, the significance of grain bin rescue training cannot be emphasized enough. On September 11, 2019 the Ettrick Fire Department underwent grain bin coffer dam training at our Blair East grain facilities to ensure that they were better prepared to handle any entrapment emergencies in their community. The Ettrick Fire Department was able to purchase the grain bin rescue equipment courtesy of a CHS Seeds for Stewardship grant, which was matched with funds from a local family in memory of John Klimek. Outside Data facilitated the training on the equipment, which included classroom training at the Blair Community Center.

More than 900 cases of grain entrapment have been reported nationally over the past 50 years, with a fatality rate of 62 percent, according to a Purdue University study. Yet both experienced and inexperienced workers continue to underestimate deadly risks associated with the speed and force of flowing or shifting grain. Anyone who enters a storage structure containing grain, or who climbs onto an outdoor grain storage pile, is at risk of being entrapped or engulfed in grain. Fatalities have occurred in as little as a few feet of grain. As we go into harvest season, please don't take any chances. Grain bin accidents can be prevented. Avoid risking your safety by learning about the dangers and taking precautions. Allied Cooperative is always looking for ways to keep our employees, farmers and communities safe. Together we continue to make a difference. ■



FREQUENTLY ASKED QUESTIONS ABOUT CENEX® PREMIUM DIESEL FUELS



by Jeff Bunker,
Director of
Refined Fuels

For years, we've talked about the benefits of using Cenex Premium Diesel Fuels. If you're still not sure about upgrading, perhaps you'd be interested in the answers to some of the questions I frequently get from other farmers, fleet owners and drivers.

Q: I've been using a regular #2 diesel for years. Why switch now?

A: Over time, your engine's fuel pump and injectors get dirty—a gradual, hard-to-notice process that reduces both engine performance and fuel economy. Standard diesel fuel contains no additives to reduce wear, extend storage life or reduce the formation of gum, varnish and corrosion. Cenex Premium Diesel Fuels will work to clean your fuel system and keep it clean, helping prevent equipment failure, costly repairs and downtime.

More importantly, if your diesel engine is 2007 or newer, it's likely just a matter of time until problems arise. It's well documented that newer

engines experience complications related to typical #2 fuel use—such as injector damage, filter clogging, power loss, poor starting, engine failures and costly repairs.

Q: I heard the formulation of Cenex Premium Diesel Fuels was changed. Why?

A: Beginning in 2007, diesel engine manufacturers modified their engine designs in order to meet new EPA specifications for reduced emissions. These newer engines operate under higher temperatures and pressures that can literally “cook” typical #2 diesel fuel; this results in fouled fuel that recirculates in the fuel system, leading to injector/filter problems, reduced efficiency, power loss, poor starting, costly repairs and even engine failures.

To address the needs of modern engine technology, Cenex Premium Diesel Fuels were enhanced with a special additive designed for new diesel engines. The Cenex brand is leading the way by providing an enhanced diesel fuel to address new and emerging engine technology.

Q: What other diesel fuel is comparable to Cenex Premium Diesel Fuels?

A: None. Cenex Premium Diesel Fuels are the only fuels on the market today that have been modernized to meet the needs of current diesel engine technology.

Q: What really makes Cenex Premium Diesel Fuels better than other fuels?

A: For nearly 80 years, the Cenex brand has been committed to keeping up with the changing demands of new technology. Cenex Premium Diesels start with a top-quality base fuel and are enhanced with a complete, balanced additive package specially formulated for the rugged demands of diesel-powered engines. They are continually tested in the lab and in the field to ensure they're the best diesel fuels on the market.

And Cenex Ruby Fieldmaster Premium Diesel Fuel is backed by an ironclad guarantee. If you're using Ruby Fieldmaster and Cenex lubricants and anything goes wrong with your new or used agricultural equipment, parts covered by the warranty will be replaced free of charge. That's an offer you won't find with any other diesel fuel. (Visit cenex.com/tpp for more information or to enroll.)

Q: I'm using diesel equipment manufactured before 2007. Does Cenex Premium Diesel Fuel still work in my equipment?

A: Yes, Cenex Premium Diesel Fuels are compatible with all diesel engines and continue to provide the same benefits they always have. Compared to standard diesel, Cenex Premium Diesel Fuels:

- Improve fuel economy by as much as 5%
- Improve fuel lubricity by 10-15%
- Improve power by as much as 4.5%
- Have a higher cetane number (typically 48)
- Extend the life of injectors and injector pumps
- Reduce maintenance costs
- Operate better in modernized diesel engines.
- Promote quicker, more fuel-efficient starts
- Reduce smoke and emissions for cleaner air

Q: I'm ready to make the switch to Cenex Premium Diesel Fuel. What do I need to do?

A: For the best (and quickest) results, we recommend replacing fuel filters and draining storage tanks; however, Cenex Premium Diesel Fuels can be used without any modifications or preparation. To learn more, contact us today.

The Employee SPOTLIGHT!

Bob Johnson has managed the Mauston Tire Shop for almost 30 years. While the shop may be small, his level of customer service is anything but. Throughout the year, but especially during planting and harvest season, Bob spends a large portion of his day servicing tires on-site for area farmers. He often tackles tires that are bigger than him. It's a big job, but he always gives his best. Whether it's a new set of tires, plugging a leak, changing the oil or something else, Bob works hard to keep our customers happy and coming back, and we thank him for his dedication to his work! ■



MAINTAIN FUEL TANKS FOR COLD WEATHER PERFORMANCE

Before cold weather strikes, take steps to ensure problem-free engine performance and protect your valuable diesel equipment. With proper tank maintenance and fuel handling, you can avoid most common cold-weather problems.

In cold northern winters, ice formation in fuels containing water creates severe fuel line and filter plugging problems. It's important to regularly remove water from storage tanks, vehicle fuel tanks and filter bowls, and to follow these guidelines:

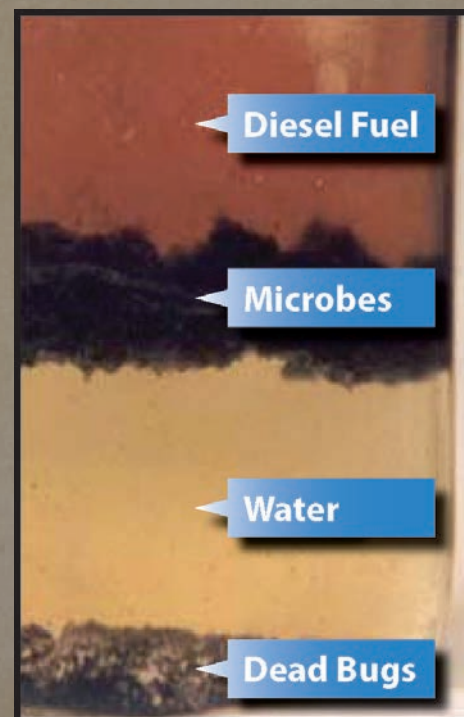
- Tilt tanks to direct water and debris away from the outlet
- Pressurize tanks to keep vapor and air inside
- Drain and remove all contaminants every three months
- Install proper filtration systems on bulk tanks
- Replace fuel filters according to manufacturer recommendations; if filters have a drain valve, periodically drain water that may accumulate from condensation
- Clean pump screens regularly
- Request periodic fuel sampling for quality assurance purposes
- Have tanks cleaned annually

Another major reason for winter problems is that tanks are not properly blended down. When blending down a tank, it's imperative that you know how much fuel is left in the tank and calculate the treat rate accordingly. If you have 700 gallons of #2 diesel remaining in the tank, and need to create a 50-50 blend of #1 and #2, ordering 700 gallons of a 50-50 blend (a common mistake) would create flow problems—because it would result in a blend of 1,050 gallons (71 percent) of #2 and 350 gallons (29 percent) of #1.

Proper use of cold flow improvers can extend the operability of fuels without the use of #1 fuel. They serve two functions: 1) changing the wax structure of diesel fuel so it can pass through filters more readily, and 2) keeping wax crystals dispersed longer when fuels are stored below the “cloud point” (temperature at which paraffin in fuel begins to form cloudy wax crystals and reduce flow).

When blending fuels, biofuels and additives, the components must all be at least 10 degrees above their cloud point—otherwise the additives will not blend in and therefore may clog filters.

Let us help you with all your winter fuel needs. Contact the Refined Fuels department for more information. ■



Preventing Feed Shrink

By Katie Swenson,
Dairy Nutritionist



With forage inventory being extremely tight for many farms and finances continuing to be tight, one way that costs can be lowered is by feed shrink reduction. Feed is 40-60 percent of the total cost of producing milk, and on average, farms lose 12 percent of feed through shrink loss. Some of the factors that go into shrink are harvest, feed out, and storage type.

When harvesting wet forages, making sure that they are wet enough to go through fermentation properly and pack well is key. Covering piles or bunks with a plastic that is at least 5 millimeters thick can also help reduce shrink. Research has shown that uncovered piles can have a dry matter loss of 30-40 percent. Packing is also an important factor. It is recommended that for every ton of silage delivered, 800 pounds of pack tractor is required. A 3:1 ratio of height to width has been found to allow for the best packing, without the sides getting too steep. Both packing and covering reduce the amount of oxygen that can get to the feed, which will allow good fermentation and reduce dry matter loss.

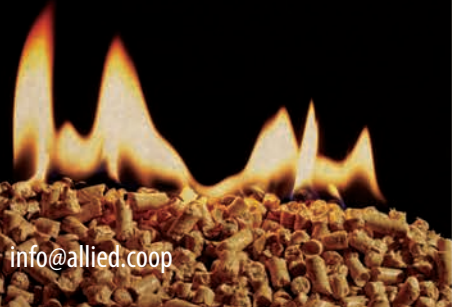
Knowing how much of the forage will be fed per day will help when figuring how large of a feed face can be managed. The general rule of thumb is removing at least 6 inches of forage per day, so understanding how well your feed is packed, and knowing how many tons per foot of pile, bunk, or bag is critical in keeping quality feed.

Storage type is also a factor in shrink. Bulk ingredients used on farm that are stored in upright bins typically have a 1-2 percent shrink, while bulk ingredients stored in open bays have a 5-15 percent loss. If bulk ingredients are being purchased, and they are dry enough to come out of an upright bin, the difference in shrink when switching away from an open bay can often pay for the new upright bin storage.

As the dairy industry continues to be tried financially, improving how forages and bulk ingredients are stored and used can save money, and increase quality. If you have any questions about your forages or bulk ingredients, please contact your Allied Feed Representative. ■

WOOD FUEL PELLETS AVAILABLE

Allied Cooperative now sells Dejno's wood fuel pellets. These fuel pellets contain no additives, burn clean, exceed 8,000 BTU's and are very energy efficient. Stop by our Ace Hardware in West Salem, the Mindoro Country Store or the Tomah Country Store and stock up for winter! ■



info@allied.coop



AUTO PARTS

NAPA FEEDBACK REQUESTED

The NAPA team is working hard to make improvements in our stores and ensure that we are meeting the needs of our customers. But we need your feedback! Please drop us a note and let us know what products or services you wish we carried at our NAPA stores. Your input is most valuable as we fine-tune our product mix. We'd appreciate hearing from you. Email info@allied.coop.



TAKE \$5⁰⁰ OFF

YOUR PURCHASE OF \$25⁰⁰ OR MORE!

COUPON MUST BE PRESENTED AT TIME OF PURCHASE. NO PHOTO COPIES ACCEPTABLE.



Coupon expires 12/31/2019

Offer valid only at the following Allied Cooperative locations: Ace Hardware in West Salem, WI; NAPA Auto Parts in Adams, WI and Mauston, WI; and Tomah Store, Tomah, WI (excludes all feed except Purina® bagged feed). One coupon per customer. Photo copies not acceptable. May not be combined with other offers.



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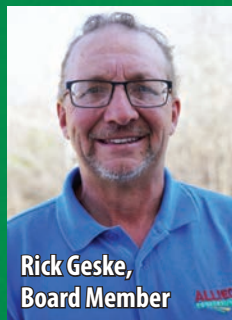
CALENDAR PHOTO CONTEST WINNERS



Cover: Ashley Knutson. (Top l to r): Debra Schotten, Bob Doering, Julie Dorhorst, Brandon Wanke, (and again) Debra Schotten, and Matthew Larson. (Bottom): Katie Murphy, Shade Bunker, (and again) Katie Murphy, Rachel Roskopf, Naleah Nerby and Ashley Dreier.

Allied Cooperative invites you to enter our 2020 Calendar Photo Contest! We are looking for striking digital images of local scenery, agriculture and nature, throughout all four seasons, to be used in our next calendar. Winners will receive a \$30.00 Allied Cooperative gift certificate and plenty of bragging rights. Please submit your high quality digital photos, as well as your name and contact information, via email to info@allied.coop. Contest deadline is August 6, 2020. ■

BOARD REPORT



Rick Geske,
Board Member

2019 is another year of questions in agriculture. Unpredictable weather and crop prices will always be a concern, but now we have to worry about tariffs. In addition to all these concerns, harvest is just around the corner, posing more uncertainty. When can we start to harvest? What kind of yields will we have? Will we get everything done before the weather turns bad?

With the hustle and bustle of fall approaching it's easy to focus on all the unknowns and work so quickly that we lose focus on our safety. We want to remind you that safety should be the number one priority! Don't add another stressor into the mix with an injury. We understand that during this time many have family and friends help. Slow down and take the time to ensure that everyone is safe. Injuries will only slow you down or even stop harvest altogether. Think safety first and remember the work will get done! If there is anything that Allied can do to help take the pressure off just let us know. From drying, storage or even your fall fertilizer.... just ask! But always remember—SAFETY FIRST!



Check out our blog at:
alliedcooperative.wordpress.com



EMPLOYMENT OPPORTUNITIES

As a large cooperative with six divisions and multiple locations, Allied Cooperative employs a diverse staff in a number of different career fields. If you are interested in joining the Allied Cooperative team, please visit our website at www.allied.coop. There you will find a list of current job openings and an application. We look forward to hearing from you!

Allied Cooperative's employees play an important role in our success as a cooperative. As a cooperative, our core values are teamwork, integrity, dependability, efficiency and service to others. If your values match ours, we'd love to talk to you about career opportunities with our co-op. Come see what Allied can do for you!

Current Openings:

Ag Fleet Mechanic (Full-time, Adams)
Route Feed Delivery Driver (Full-time, West Salem)
Applicator (Full-time, Adams)
Grain Operations (Seasonal, Mauston)
Grain Operations (Seasonal, West Salem)
Grain Operations (Seasonal, Wisconsin Rapids)
Cashier - Mindoro Country Store (Part-time, Mindoro)

For a complete and up-to-date list of openings visit www.allied.coop. For more information on any of these openings call (608) 339-3394 or email humanresources@allied.coop.