

# FARMERS COOPERATIVE

*INVESTING IN OUR OWNERS' SUCCESS!*



EMERALD, NE

**COOPERATIVE NEWS SEPTEMBER 2019**



**Ron Velder, CEO**

## A Final Farewell

As I get ready to retire November 1st, I would like to take the time to thank all of the employees, patrons and board members I've had the opportunity to work with. Also, I would like to thank my wife, Nancy, and my three children, Erika, Darren and Mariah, for all their support in allowing me to do this.

Back in 1973 when I started, I never dreamt of being in the position I've had the opportunity to grow into. I can say from day one to the end, I've always believed in the cooperative system and why our early forefathers started the cooperative. None of our success would happen if it wasn't for all of our great employees and board of directors throughout the years.

In 1994, I was given the opportunity to become the general manager and do my first merger on the same day. Over the next 25 years, we were blessed to do 27 acquisitions and mergers, as well as changing the name of our company to Farmers Cooperative in 2002. This merger was just the beginning of many more mergers and allowed us to build new greenfield sites and gave us two railroads to compete on.

Your cooperative today has a tremendous foundation for the company's future. Farmers Cooperative has a bright future in these challenging times in agriculture, but the professional staff and leadership of your directors and management team will continue to do great things. Your foundation and strength as a company is well respected and with continued hard work, the future will remain bright for Farmers Cooperative. Thank you.

*(Please see back page for retirement open house details)*

## Keeping Accounts Current is a Sign of a Healthy, Well-Managed Operation

Have you paid your account? The end of our fiscal year was August 31. During the month of September, Farmers Cooperative will have its books audited to determine how financially successful your cooperative has been the past year. The auditors will look at our accounts receivable to see if we are collecting accounts in a timely manner. It's a bad reflection on the cooperative's operations if accounts are slow, old, and deemed doubtful.



**Rob Blahauvietz**  
Credit Manager

According to Farmers Cooperative's credit policy, there should be no accounts receivable over 60 days. All purchases made on credit during the month are due in full by the end of the month following the statement date.

Following the credit policy will help you avoid paying finance charges and will help your cooperative's financial strength and stability. Please pay your August statement before September 30th. Thank you for your cooperation!



# Farmers Cooperative Board of Directors Nominations

Farmers Cooperative's nominating committee is beginning the process to select candidates for the Board of Directors elections. Candidates are nominated by the committee under the guidelines of the Farmers Cooperative Board of Directors. The guidelines require nominees to be only the highest caliber of individuals who possess all qualifications as written in the Farmers Cooperative corporate bylaws. If there are more nominations, please contact Galen Kuska, Board Chairman, by December 1st to receive the complete eligibility requirements and protocol for further nominations.



## Distribution to Patrons



**Brian Bohling**  
Controller

Farmers Cooperative is owned by patron members and the Board of Directors has made a commitment to redeem equities. This demonstrates your ownership in Farmers Cooperative has cash value in addition to providing you with needed products and services for your operations. Farmers Cooperative can pay profits back through multiple ways, including patronage, improved assets

and equity redemptions. Patronage refunds, which are distributed annually based on the business that you, as a member, did respective to the net margins, are paid each January. Facilities and equipment are continually being improved to help serve you and your farming operations.

Farmers Cooperative's financial position has allowed the distributions of deferred equity earned from fiscal year ending August 2009 to be paid. Starting in fiscal year 2003, deferred equity is redeemed by year end and not age of patron. Deferred equity earned from fiscal year 2003 through 2009 has been paid in full. Returning this investment in a timely manner is a priority for Farmers Cooperative and complements the age 65 equity retirement program, as well as payments to estates.

In April of this year, Farmers Cooperative elected to pass through section 199A to qualified patrons. Generally, this deduction is available for you in the tax year you receive the notification. Consult your tax advisor for additional information and to determine the impact on your taxes. The amount of pass through will also be reported in the appropriate box on the 2019 1099-PATR that will be sent in January 2020.

## 2020 YOUNG MEMBER RETREAT

# Save the Date!

## Saturday, January 11, 2020

Attention young members and spouses! Please watch for upcoming details about our Young Member Retreat. The retreat is for young producers who are actively engaged in farming or may one day take over the duties of running a farm.

The retreat includes meals, lodging and entertainment for the one-day event held in Lincoln, Nebraska.

**Please watch for future details!**



**Farmers Cooperative**

# Put Your **YIELD DATA** to Work!



**Wesley Hedges**  
Precision Ag Manager

A farmer knows more about his field than anyone. For almost every acre he could say why it yields the way it does. But sometimes yield maps may show patterns that the farmer is unaware of. Yield maps show us the bird's-eye view and tells us the exact yield of every acre. Yield maps are geo-referenced, allowing us to walk right to a specific point to further investigate an unknown issue. We can then determine if the issue is correctable and if not, we account for it so we are able to continue to help increase yield, product efficiency and ultimately return on investment. There are many uses and benefits of yield data, three of which are shown in Figure 1.

If you're mapping yield data in your combine already, great! If not, start recording yield data this year. Your combine may already be equipped with yield mapping capabilities and it may be as easy as inserting a memory stick into the combine monitor or putting a GPS globe on top of the cab. Plus, the more years of yield data you have the better the variable rate Rx's and analysis of variables will be. Not to mention, your children and/or grandchildren will thank you for starting to map your yield data sooner rather than later. I can only imagine what future technology will be able to do with historical yield data.

## RECORDKEEPING



History repeats itself, so keeping detailed yield records of the past can benefit your operation today and in the future. In regard to tracking yield by field, there is not a more detailed record than geo-referenced yield data.

## ANALYSIS



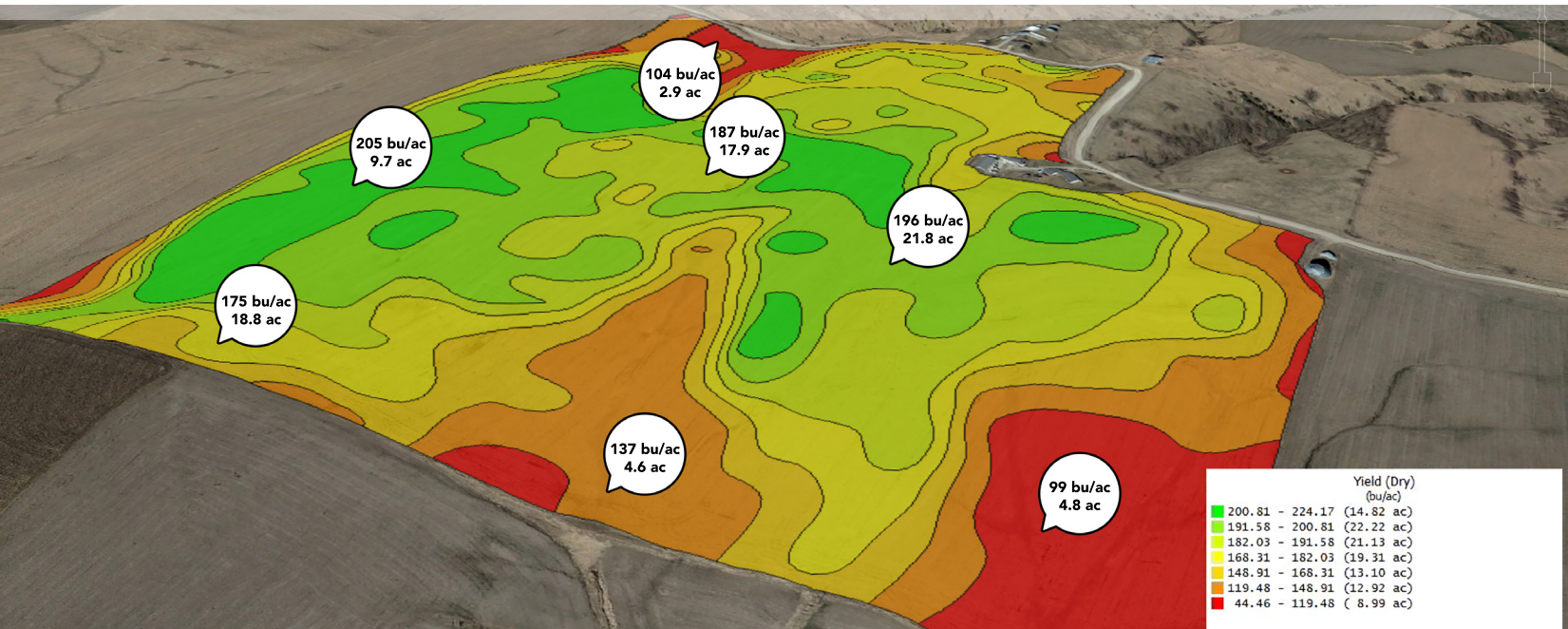
Which hybrid yielded the best? Which hybrid yielded the least? I wonder what that river bottom yielded this year after all the rain we had this season? All of these questions and more can be answered from the analysis of yield data.

## VARIABLE RATE



Yield data is perhaps the best data layer to create yield potential zones simply because it tells you the actual yield. This data can then be turned into yield potential zones, which are ideal for creating variable rate seed, fertilizer, and even hybrid Rx's!

*Figure 1: Three of the many benefits of yield data*



# Water Access Top Priority for Cattle



**Kevin Wittler**  
Feed Manager

Water is arguably the most important nutrient for your livestock and also the one most taken for granted. We all realize water is essential for life but also extremely important for optimum performance. Most animals are comprised of at least 65% water, and that water has many crucial functions in the body, from temperature regulation to eyesight and everything in between. Cattle

can receive a portion of their requirement from lush pastures, but as pastures mature and the dry matter of your forage increases, so does their water requirement. When it comes to water, we can't skimp. Access and an ample supply of water are extremely important year-round. When the animal is not getting enough to drink, their intake of feedstuffs diminishes. When intake drops, performance declines, so please remember that supplying adequate access to an ample water supply is the most crucial step to ensuring good nutrition. If you have questions regarding adequate access, please contact your Farmers Cooperative livestock specialist.

Early fall is a time when many performance-robbing stresses face your cattle. Stocker calves seem to come head on with challenges this time of the year. Forage quality has dropped steadily, as has mother's milk. Weaning, shipping and sale barn stress can induce disease, specifically coccidiosis, shipping fever, scours, liver abscess and bloat.

**Your cooperative's starter, condition and/or stress care feeding programs are specifically designed, formulated and fortified to:**

- Generate optimum feed intake in stressed animals
- Stimulate rumen microbial growth and health in young, stressed calves
- Enhance feed efficiency
- Accelerate weight gain to stimulate overall performance
- Build more metabolizable energy per pound of feed consumed
- Control/combat diseases, including those mentioned above

Your Purina starter feed lineup now includes RX3 Immune Support Technology, which is a precise combination of prebiotics, probiotics and plant extracts to help aid calves in the fight against respiratory challenges. RX3 is available without a VFD in the non-medicated options, as well as the standard medicated options, which would still require the normal VFD. RX3 primes the immune system to support overall calf health, reduce costs and set calves up for a healthy future. Research-proven results show the RX3 calves were more uniform, had less variation in average daily gain, and on average gained six pounds more than the control group within a 30-day period.

For details on the program that best fits your operation, please contact your beef specialist or nearest Farmers Cooperative location.

Fall harvest is on the horizon and before long area cornfields will transform into stalk fields. With a little help from mother nature and some supplemental nutrition, we should be able to winter these cows effectively. Farmers Cooperative offers many different protein and energy sources to meet the nutritional needs of your livestock. Delivery systems range from blocks and cubes to tubs or liquids, whichever fit your operational needs. Your cooperative will once again offer a fall and winter cattle feed booking program. Please watch for this upcoming opportunity and realize additional savings on your fall and winter nutritional needs, while supplies last.

We want to congratulate all of our area exhibitors on the many accomplishments and honors earned at the county fairs this summer. The hard work and dedication put forth was very evident in the quality of projects displayed. The lessons learned by the youth exhibitors, parents, volunteers, sponsors and spectators alike make that experience a part of the rural midwestern life we all enjoy.

We want to thank each of you for the products and services you have allowed us to provide your operations. We continually strive to cost-effectively meet the needs of your operations and the expectations of you, our producer owners.



# COOPERATIVES...

## *By the Community, For the Community*



**Dennis Kenning**  
Sales & Mkg Manager

I'm sure all of you have seen commercials for Sunkist, Blue Diamond, Ocean Spray and Welch's Juice. What do these commercials have in common? Is the answer we eat and consume all of these products? No, what they have in common is they all work as a cooperative. Other companies that operate as a cooperative are Affiliated Foods, Dairy Farmers of America, Farm Credit Services

and Ace Hardware. Many people don't realize Farmers Cooperative does a great amount of business with regional cooperatives. We work with companies such as Land O'Lakes, CHS, Growmark and CoBank. Even the radio stations we listen to such as the Nebraska Rural Radio operates as a cooperative. You see, cooperatives are everywhere.

The USDA understands the importance of cooperatives and realize their importance to the local economies. Cooperatives are a key part of agriculture with more than 29,000 cooperative businesses in the United States and over 350 million members. Cooperatives represent a strong business model and contribute to our local, state and national economies. Cooperatives in the U.S. generate approximately \$650 billion in revenue and provide 2 million jobs.

If you don't know, cooperatives are truly a different form of business and they are in place to serve the needs of

the member owners. Cooperatives are democratically controlled and each member has one vote. Any profits at the end of the year are distributed back to the patron in the form of dividends or equity in the company. Cooperatives are motivated to serve its membership while making a profit. Private businesses may only be concerned about the bottom line. Our cooperative is also concerned about the bottom line, but our main focus is on the members' needs.

Many of our agricultural cooperatives were started at the turn of the century. During the early 1900s, it became a problem for producers to market or sell their livestock and grain. There were very few places to sell their commodities and the private elevators often operated as a monopoly and did not provide a fair price. Agricultural cooperatives started because of the need for producers to survive. For example, the Dorchester elevator was founded in 1903 as Farmers Cooperative Grain and Livestock Association and started with 115 stockholders. Cooperatives operate in the best interest of their members and have a long history of serving their patrons.

OCTOBER  
IS NATIONAL  
COOPERATIVE  
MONTH!

As we celebrate co-op month in October, we are reminded of the great impact we make in the communities we serve. The 2019 theme is "Cooperatives: By the Community, for the Community."

Farmers Cooperative is proud to serve all of the communities in our territory and look forward to serving you now and far into the future.

# The Cooperative Chemistry Set



**Chris Forcee**  
The Oil Guy

At Farmers Cooperative, we check our oil, and we don't just look at the dipstick to make sure there's a little sticky black goo at the tip.

Seven years ago, we began a used oil analysis program for the entire fleet of vehicles that carries the familiar blue-and-yellow sunrise-over-agriculture Farmers Cooperative logo. So, I mean we really check our oil, and I'm talking test-tube style.

Doing this over the years, we've learned a lot about what works best in machinery. We've made a few mistakes (okay, I've made a lot of mistakes) and we've also had a few victories. For one thing, we've learned how to tailor the oil drain interval to the vehicle and the driver. You can buy three trucks, same year, same model, same engine; one guy may have a lead-foot, another guy may idle a lot, and another may drive on the dirt all the time. You will get different results based on the driver and the conditions, so you have to find the sweet spot for every engine/driver combination. If you do it right, you maximize the life of the oil for each engine without risking damage to the equipment.

Obviously, longer oil drain interval means less down time and fewer annual services. Keep in mind an oil change at a truck shop might cost you \$300 or more and a half day's lost work. Spread that over a big fleet and pretty soon you'll realize a big savings.

All this is done by trial, test and adjustment. Frankly, it's a lot of work. Reading a few thousand used oil analysis reports per year, on top of everything else a cooperative guy has to do, adds quite a few hours to quite a few days. You can ask guys at our locations and I think they'll probably tell you they get recommendation reports from me after hours all the time. So one might ask, is it all worth it? Well, some of those evenings when my eyeballs feel like they're on fire looking at teeny lists of numbers I've asked myself the same question.

The answer is yes. We estimate we save over \$250,000 annually, and that does not count engine problems we catch before they escalate into more costly disasters. We usually save a few engines per year at somewhere between \$20,000 and \$35,000 each. We have had years we've saved Farmers

Cooperative upwards of \$350,000. Multiply that by seven and that's a big number to date, and that doesn't account for labor saved. If you're a Farmers Cooperative patron, some of that savings eventually finds its way to your bottom line one way or another.

There's another real advantage to all of this, and not only to our company, but to you, our customer. I call this whole enterprise the Cooperative Chemistry Set. When I say we know what works in machinery, I mean we have real-time data to back up the program and the products we use in our own equipment. So if you ask me what's the best oil, grease or coolant for that money, I can tell you truthfully rather than keeping a brochure next to my phone so I can read you a fairy story consistent with the brand I happen to carry.

When you do real-world fluid testing in real-world equipment run by real-world people, you need to be willing to follow the chemical data wherever it leads. If you find out there's a better product out there, you've wasted your time and effort if you aren't willing to change. We've changed quite a few things around here over the years trying to get it right, for our company and our customers. We'll keep trying, testing and adjusting...and changing when it's time.

The knowledge we gain from observing oil analysis results generated by the Farmers Cooperative Chemistry Set, a fleet of hundreds of engines, transmissions, hydraulic systems and gear boxes, helps us bring forth the very best value for you, our patrons. Forgetting what lies behind and reaching forward to what lies ahead, we press on. We thank you for the honor of serving you.



# New Seed Options Available for 2020



**Scott Heinrich**  
Seed Manager

Enlist E3™ soybeans from Corteva and Agrisure Duracade® from Syngenta have been approved with grain acceptance for export in major global markets, including China and Europe.

The Enlist E3™ soybean trait provides tolerance to new 2,4-D choline in Enlist Duo® and Enlist One™ herbicides, as well as glyphosate and glufosinate herbicides. Enlist One™ herbicide is a 2,4-D choline

product offering the same excellent broadleaf weed control with greater tank-mix flexibility, including the ability to tank mix with qualified glufosinate products.

Growers can apply Enlist™ herbicides post-emergence to Enlist E3™ soybean fields. With near-zero volatility and reduced potential for physical drift, Enlist™ herbicides with Colex-D® technology are designed to land and stay on target. Talk to the Farmers Cooperative agronomy staff about the results we have seen with the Enlist E3™ soybean system. We will have a full lineup of varieties to fit your cropping needs in 2020 in multiple brand platforms.

On July 29, 2019, Syngenta announced it has received import approval for the Agrisure Duracade® trait from the European Commission. The trait features a unique mode of action that controls corn rootworm (CRW) differently than other traits on the market. The approval covers corn grain and its derived products for food and feed use within the countries of the European Union (EU).

The Agrisure Duracade® trait gives a new trait rotational option for CRW management for a healthier crop and higher yield potential. The 2020 Agrisure Duracade® launch class carried a 4.1 bushel per acre advantage over our non-Agrisure Duracade® containing products.

Agrisure Duracade® hybrids are sold as stacked traits (Agrisure Duracade 5222 E-Z Refuge® and Agrisure Duracade 5122 E-Z Refuge®) and all of the individual components of these stacks are now approved. Our agronomy staff would like to visit with you about this new trait and NK hybrids containing this new mode of action.

Syngenta also has an Enogen Feed platform to consider. Enogen Feed hybrids offer proven genetics and traits for excellent yield potential. With the flexibility to harvest for grain or chop for silage and no additional agronomic challenges - unlike some silage-specific hybrids - they are a valuable addition to your farming operation. Offering proven genetics and strong agronomic characteristics in the field and a step-change in starch and sugar availability in the ration, Enogen Feed hybrids help provide more available energy to feedlot or dairy cattle.

Energy is a key component in maximizing beef production and corn is an important energy source. When fed as grain or silage, Enogen Feed corn helps convert starch to sugar more efficiently and rapidly during the digestive process, providing more readily available energy to feeder cattle.

More available energy and improved fiber digestibility means greater profit potential for your dairy operation. Enogen Feed silage maximizes starch and sugar availability to provide more available energy, while providing improved fiber digestibility for improved intake.

## DEKALB® Yellow Food Grade Products and NEW White Corn Hybrids

Demand for food corn processing is growing. Tap into additional market opportunities for your grain with DEKALB® Yellow Food Grade products. As with all DEKALB® products, you can count on the high yield potential and performance you've come to expect from our leading biotechnology, diverse global germplasm, strong agronomics and superior breeding program.

It is important that farmers interested in growing DEKALB® Yellow Food Grade products understand the expectations of food corn processors. Special considerations for producers include careful harvesting, drying, handling and storage of grain to ensure delivery of corn meets the processor's expectations.

At Farmers Cooperative, we strive to offer you the very best options for your operation. It's about choices and DEKALB® has a new choice when it comes to white corn. If you are considering planting white corn in 2020, we would like to offer you a better choice for your acres.



## High-Quality Fuels and Tank Cleaning Deliver High-Quality Performance



**Chuck Swerczek**

Petroleum Sales & Mktg.

With harvest just around the corner, now is a good time to change fuel filters on storage tanks and equipment, as well as remove excess water and debris. Water is a natural enemy of fuel, can cause decreased acceleration, loss of horsepower and possible engine damage. It's important to regularly remove water from storage tanks and filter bowls. A waterlogged filter will swell and freeze, restricting fuel flow in the winter months, causing you to shut down for repairs.

### Authorized Cenex Premium Diesel Dealer

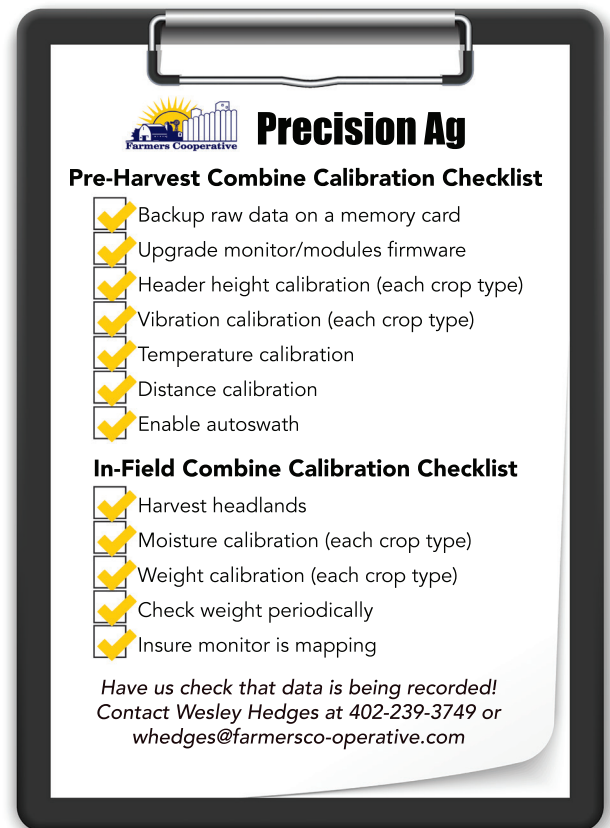
Cenex Premium Fuels have seven additives "smart injected" at the terminal while loading fuel to ensure quality specifications are met.

Ruby FieldMaster® is a true premium diesel that is formulated to handle the rugged challenges of farming. It is an investment that pays for itself, plus it is backed by the best warranty of its kind in agriculture. Users of RubyFieldmaster® can purchase a total protection warranty plan that will cover new equipment for up to 10 years or 10,000 hours and used equipment up to 8 years or 8,000 hours.

Contact your local branch manager for more details or give me a call at 402-580-7562.

## Are you Beginning to Gear up for Harvest?

Don't Forget to Double Check Your Combine Calibration Checklist!



## PEACH & BLUEBERRY CRISP

### INGREDIENTS

5 c. sliced, fresh peaches  
1 c. fresh blueberries  
1 T. lemon juice

3/4 c. rolled oats  
1/2 c. packed brown sugar  
1/2 c. flour

1/4 tsp. cinnamon  
Pinch of salt  
1/4 c. soft, but firm butter

### INSTRUCTIONS

Preheat oven to 375 degrees. Mix together peaches, blueberries and lemon juice in an 8x11 inch baking dish. Set aside. Combine oats, sugar, flour, cinnamon and salt in a large bowl. Using your fingers, work the butter in the dry ingredients until it resembles coarse breadcrumbs. Sprinkle evenly over peach mixture. Bake until fruit is bubbly and topping looks crunchy, about 45 minutes. Let it cool 10 minutes before serving.

# Investing in Our Communities Through Our **HUNGER PROGRAM**

## Dennis Kenning,

Sales & Marketing Manager

Many of you remember watching the TV advertisements for Snickers candy bars. You know the ones that say, “You’re not you when you’re hungry.” There was another one that said, “You get a little angry when you’re hungry” or “You get a little cranky when you get a little hungry.” Now think about missing one meal or not eating for a complete day. The Snickers advertisement is right – you’re not you when you don’t eat properly. So now think about children not getting adequate food, how can a child learn when they’re not receiving proper nutrition? Childhood hunger is a real and serious problem in our local area. Did you know:

- 62% of teachers say children are coming to school hungry
- Children facing hunger are twice as likely to repeat a grade in elementary school
- Nearly half of all food stamp recipients are children
- 20% of food insecure families are not eligible for government assistance

Your Farmers Cooperative is committed to helping with this problem locally through our hunger program. This year, our school backpack program provided \$6,700 for 16 Kansas school districts and \$20,100 for 30 southeast Nebraska school districts. If you don’t know, the backpack program allows students to take nutritious, non-perishable food home for the weekend while they are utilizing the school lunch program.

The school backpack program is a great thing, but what about the summer months when students aren’t in school and the rest of the family? Your cooperative provided \$31,000 to 14 local food pantries in Nebraska counties. At the same time, Farmers Cooperative contributed \$9,200 to 4 Kansas counties. Your cooperative raised a total of \$67,000 for food pantries and backpack programs in Nebraska and Kansas - wow!



Farmers Cooperative present a \$1,800 check to Blue Valley Community Action in York, NE on June 6th. (L-R) Taylor Cerveney, Tori Gierhan, Tim Shellington, Taryn Vanderford (10/11 News), Jon Vanderford (10/11 News), Scott DeLong and Elizabeth King (BVCA).

**16 MILLION  
American kids  
struggle with  
childhood  
hunger**

So, where does all that money come from? The Farmers Cooperative program starts at our Christmas party with the act of giving. During the event, employees, management and the Board of Directors participate in a raffle, live, and silent auction to raise money for this project. Many of the raffle and auction items are donated by individuals, vendors, or your cooperative. Much of this money is then matched by our CEO, Mr. Ron Velder, and the Board of Directors. We then use this sum of money to match with our vendor partners and their foundations. We gained matching grants from Land O’Lakes and CHS Foundations, while Nutra Blend Feeds provided funding for prizes to be used at the raffle and auctions. We would like to take this opportunity to thank Mr. Velder, the Board of Directors, all company employees and our vendor partners for making this project highly successful.

The need to help feed people is not a one and done deal. The need to help those who are hungry is an ongoing battle. Farmers Cooperative is investing in our communities by helping those in need. We believe giving back to the community is an important part of who we are and what we do. Thank you to the many people who work behind the scenes to make this happen.

# Preparing for a LARGE HARVEST CROP



**Dale L. Hayek**  
Grain Manager

Who could have imagined the fireworks that we saw in August, but thanks to the USDA, these are the levels we will be trading until proving otherwise. The ending planted acreage numbers and yield losses for the 2019 crop will be questioned well into 2020 as the marketplace will struggle on coming to terms with it.

The farmer will have the hardest time dealing with the new price levels we are currently trading, while also managing physical space for this year's crop. ProFarmer is in the middle of the crop tour and the preliminary corn numbers are not so out of line with the USDA. The bean yield is the disputed number, but with this year's crop behind normal, that will be inevitable.

The silver lining in this scenario is that our territory is experiencing ideal growing conditions, especially the dryland areas. Our company is composed of over 50% dryland territory and when these areas get timely rains, it's incredible and exciting to see the volumes increase. We are at a unique situation as our territory is one of the garden spots of the U.S. Even though the prices are low, be thankful we have bushels to market.

As a country, we are still dealing with the 2019 carry outs of corn and soybeans. Exports are minimal and domestic demand is stagnant. The middle of the corn belt's bushels continue to pull east and the western corn belt is filling the demand of the domestic markets. The Nebraska and Kansas

large corn crops will be needed by the summer of 2020. However, the large amount of low protein feed wheat being fed in western Kansas, Colorado and Texas has displaced larger than normal amounts of corn demand.

Demand for U.S. soybeans is just as challenging this year as last; probably more so with the huge outbreak of swine fever in Asia and the estimated 30% demand reduction for our beans and meal. Aqua farming and poultry feeding have displaced some of the protein demand temporarily; however, it is minimal and exact numbers are difficult to pinpoint as the USDA doesn't record numbers, let alone China. Private estimates are pretty sketchy also, but we know the demand isn't friendly.

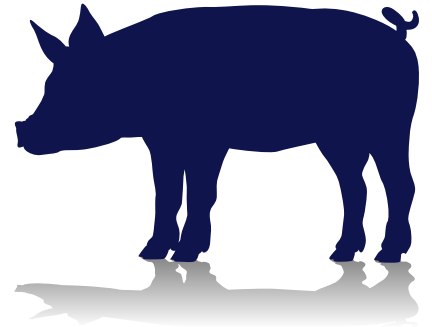
The 'later than normal' harvest gives us as a company more time to accommodate the large crop, but it's not secret the harvest is more at risk with fall moisture and early freeze concerns. As always, it seems we are always busy in August and September as we try to prepare for harvest internally, while also gauging the number of bushels coming in off the farm pre-harvest. We are on pace to be as empty as possible going into harvest, but with the recent price drop, farmer selling has all but dried up. Therefore, our stocks for farmer obligations will be the only bushels left in the company.

On that same note, be aware that bushels delivered on our free-delayed pricing program will be subject to the 15 cents/bu rollover fee on October 1, 2019, if not sold. If you are wanting to bring in preharvest bushels and not sell, you're money ahead by putting the bushels on the daily chargeable rate than the free-delayed pricing program at this time of the year.

Once again, we will be hosting our appreciation lunches at our grain locations during harvest. Check with your local Farmers Cooperative grain branch and keep an eye on our Facebook page for more details on when we will be making the stop in your community!



# SUPPORTING YOUTH at the County Fair



## Dennis Kenning,

Sales & Marketing Manager

My wife once said, “Your idea of a fun family vacation is going to a county fair.” That sounds kind of bad, but it’s so true. Growing up as a kid, our family took time off to attend and show livestock at the county fair. I enjoyed every minute of the fair and it was the highlight of my summer. It’s still a great way to see friends, visit with neighbors, and inhale that great smell of fair food.

Most fairs are still operated as agricultural fairs, which display and showcase the hard work of 4-H, FFA and open class exhibitors. We take a great deal of pride in supporting the junior fair because it is made up of 4-H and FFA members. We understand the importance of our agricultural youth. We also understand these members develop skills through project work. It develops responsibility, character, leadership and a strong work ethic in our youth.

Your Farmers Cooperative is a proud sponsor for many area county fairs. Your cooperative contributes to these area fairs in a variety of ways, such as sponsoring trophies and other awards during the fair and supporting the many premium livestock auctions that help livestock exhibitors. This past summer, our company provided a free t-shirt to all exhibitors. We also provide some general funding to fair boards and ag societies to support grandstand shows, horse arena events, live acts, kid games and other events held during these fairs.

One of the most unique projects has been our broiler-chick program through the Jefferson County Extension Service. Farmers Cooperative provides 10 chicks to a 4-H or FFA member. The member must agree to take care of the chicks and exhibit at least one bird at the county fair. Not all kids can afford to show a steer, horse or other large animal. The idea here is to give kids the opportunity to have a small animal project that can be exhibited at the fair.

Many of our employees work in some capacity at our local county fairs, including serving as fair board members, superintendents for various departments, or helping with livestock shows and other fair events. For example, Kevin Wittler (Feed Department Manager) serves as the swine superintendent with the rest of his family. We also had employees work at the Ag Appreciation BBQ at the Gage County Fair which is organized by the Beatrice Chamber of Commerce. This event draws some 2,600 people during the opening night of the fair.

Our slogan “Investing in our Owners’ Success!” also means investing in communities. This investment in communities is in the form of supporting 4-H, FFA and county fairs. So, for your next ultimate, dream vacation, just head to your local county fair.



KEISYN KIRCHHOFF  
Saline County, NE



ELIZABETH KERWOOD  
Jefferson County, NE



GAVIN VOGELSBERG  
Marshall County, KS



EASTON SAND  
Saline County, NE

# Eliminate Flat Tires with Airless Technology



**Brent Colgrove**  
TBA Manager

What are the advantages and disadvantages to today's airless technology? Maybe you own a skid-steer loader, a center pivot or two, or maybe you are just plain tired of airing up tires, you have the option of airless technology.

Michelin has been working on airless technology for several decades and the Michelin Tweel® has come to fruition. So, what exactly is Michelin Tweel®? It is a tire and wheel assembly that has a flexible web center with the tread being a solid deep rubber. This technology is very new in a solid wheel and tire assembly because it is flexible. If you hit a curb, the rim will flex and not bend, crack or break. Its high strength, polyresin spokes carry the load while damping the ride and providing a unique energy transfer that reduces "bounce."

I wouldn't be surprised if this technology will be available for your car in the near future. This new technology is the premium choice in the market for your skid loader but isn't the only choice you have. We also sell a less-expensive solid tire and wheel assembly. The difference is the center is not flexible and will not give so if you hit something, it will either bend or just bounce back. They have a rougher ride,



*Michelin Tweel® tires deliver excellent traction, comfort and stability while eliminating concerns about downtime and maintenance.*



*Mach2 center pivot tires eliminate costly flat tires in the field and allows more soil to remain in place.*

but they are airless and have advantages as well. You can run over things that will penetrate a pneumatic tire but will not hurt the airless assembly. Give us a call and we will help you choose which would best meet your needs.

Also, don't forget about the center pivots! We offer a new technology in a plastic wheel assembly that you can use with the existing 38-inch wheel. The plastic wheel wraps around your existing wheel, but we also offer the wheel if you need it. The advantage is no flat tires means no downtime; however, the disadvantage is there is no flex. A tire will flex and float and won't get stuck as easily.

Keep in mind we also offer Firestone tracks for your track tractor and Camoplast tracks for your skid loader. Whether you are using airless technology or want to give it a try, give us a call and we will help you.

As you gear up for a busy harvest, remember Farmers Cooperative is here for you and your farming operation. If you encounter a flat tire on the field or on the road, Farmers Cooperative Tire Service Centers are here to help! Our mobile tire service trucks and technicians can repair tires, change tires, perform tire rotations and are available to our patrons 24 hours a day, 7 days a week.

Thanks for your patronage and we will see you next time.

# Safety Awareness & Hazard Checklists



**Doug Salmon**  
Safety Director

Farmers Cooperative recently completed pre-harvest safety training for our grain and feed employees where 182 employees were tested on their knowledge and skills in six key areas of grain handling facility safety. The six stations included: Grain Quality Assessment, Grain Facility Safety Knowledge, Portable Fire Extinguishers, Control of Hazardous Energy (Lockout/Tagout), Rope Retrieval Systems,

and Confined Space Entry.

Farmers Cooperative's patrons are exposed to many of the same hazards our employees face. Please review this simple checklist of things to consider prior to and during harvest:



*Eliot Bohling (Burchard) observes Mike Eldridge (Sterling) and Steve Eickhoff (Sterling) demonstrate their skills at the permit-required confined space station.*

## PORTABLE FIRE EXTINGUISHERS

Inspect fire extinguishers on your harvest equipment, in your shop, and in your home. The extinguisher should be fully charged with the gauge "in the green."

Turn the extinguisher upside down and tap it with a rubber mallet to ensure the powder is loose. If you can't feel the powder move when you turn the extinguisher upside down, take it to a professional to be recharged.

## CONTROL OF HAZARDOUS ENERGY (Lockout/Tagout)

Equipment with the ability to electrocute, entangle, amputate, or crush should be "locked out" by de-energizing the source.

This may be as simple as shutting off a breaker or shutting down the engine of the combine but you must consider what could happen if that equipment starts unexpectedly.

## CONFINED SPACE ENTRY

Any underground space that may contain organic matter and water poses the potential for a hazardous atmosphere. Grain leg boot pits can produce carbon dioxide, carbon monoxide, and hydrogen sulfide at concentrations high enough to cause death by asphyxiation.

The only way to test for hazardous atmospheres in a confined space is with a 4-gas air monitor.

## GRAIN QUALITY

Proper drying, storage, and periodic inspection of grain reduces the chances of the grain going out of condition and creating problems when you are ready to empty your bins.

Good quality grain is less likely to crust and produce clumps that plug withdraw sumps. If we don't have to get in the bins to clear sumps, we eliminate the risk of grain entrapment and engulfment.

**Farmers Cooperative values our patrons and hopes you have a safe and productive harvest. If you have safety-related questions, please contact the Safety Department at 402-604-0618. Take time to consider your safety with everything you do!**



Brenda Hippen (Beatrice) and Sherri Harre (Dorchester) check air monitor readings at the permit-required confined space station.



Robin Hahn (C-Store Manager) times Tom Disney (Jansen) at the fire extinguisher station.



Dan Everhart and Dan Bauer (Fairmont) work together to build a rope haul system.

# COVER CROPS

Rye, turnips, radishes, oats, wheat and more! Farmers Cooperative offers custom blends that fit your operation.

## What are the Benefits?

1. Less Soil Compaction
2. Increase Soil Health
3. Improve Soil Fertility
4. Reduce Soil Erosion
5. Excellent Livestock Feed
6. Increase Yields
7. Can Meet USDA Compliance

**Contact your Farmers Cooperative  
Agronomy Branch or Brian  
Scherling, Seed Manager**

**402-656-3231 | 402-239-2789**

**Application Available by Sky Tech**





**Farmers Cooperative**  
PO Box 263  
Dorchester, NE 68343

## Retirement & Open House **Celebration**

Come wish Ron well and help us thank him for his many years of service to Farmers Cooperative!

Ron started his career with Farmers Cooperative in 1973 loading grain cars at his local elevator. He worked his way up and in 1994 he became General Manager and CEO.

**Wednesday, September 25th**

**4:00-7:00 pm**

*Special Presentation at 6:00 pm*  
**Tuxedo Park, Crete, Nebraska**  
**Meal will be served**



**Ron Velder**  
General Manager/CEO