

# FARMERS COOPERATIVE

*INVESTING IN OUR OWNERS' SUCCESS!*



FRANKFORT, KS

**COOPERATIVE NEWS DECEMBER 2019**





**Allan Zumpfe, CEO**

## A Message From President/CEO, Allan Zumpfe

The last quarter of 2018 and 2019 was a challenging time period for central U.S. agriculture and in many ways, one for the record books. From bomb cyclones to flooding, mother nature tested the Midwest producers' resolve frequently. Your cooperative worked hard to serve our members and assist you to make the best of the year.

I am pleased to report your company performed very well financially this year despite the many obstacles that were faced. Total sales for the year were \$750.8 million, generating gross revenue of \$106.6 million and local savings of \$13.2 million. \$7.09 million was received from investments in our regional cooperatives and a loss of

\$2.66 million was recorded from our partnerships, making savings before income taxes of \$17.6 million. Income tax of \$1.4 million was expensed, bringing the net savings for fiscal year end 2018/2019 at \$16,234,381. Complete details of the fiscal year results will be presented at the annual meetings on January 14th in Crete and January 15th in DeWitt.

I would like to thank you for your continued support of Farmers Cooperative. We appreciate your business and the relationships we have with you, our member owners.

Going forward, we will continue to look for ways to add value to your operations and to better serve you. In other words, we plan to continue to "Invest In Our Owners' Success!" Over the years your company has built a very strong balance sheet that allows us to stay current on age 65 equity redemptions and estates, as well as aggressively revolving the new equity that has been allocated since 2002 as all patronage earned through 2009 has been paid out. The goal of your company will continue under my leadership: to provide assets and people to serve you in the most efficient manner possible. We have plans to add more storage, purchase new rolling stock and invest in new technologies to assist you in any way we can.

I ask you to join me in thanking the employees of Farmers Cooperative for their hard work and dedication. They worked many long hours to make this the year it was for the company and for you. Without them, Farmers Cooperative would not be the company it is today!



**Dorchester, NE**

# INVESTING IN OUR *OWNERS'* SUCCESS!



**Scott Heinrich**

Agronomy Manager

As 2019 comes to a close, we look back on a season filled with challenges, opportunities and many successes. Our patrons are a resilient group of people who overcame a year filled with large amounts of rainfall, which at times seemed like an everyday occurrence. One thing is for certain, when the opportunity presented itself, our customers took advantage. At Farmers Cooperative, we experienced those windows of opportunity as well,

found out our capabilities were also maximized and at times felt stretched to the brink. Our goal is to ensure we keep up with the pace of our customers, so improvements were made as we enter the 2020 growing season.

Last spring was extremely condensed into a very tight window. Our patrons applied fertilizer at a record pace and getting product in place was key. Farmers Cooperative moved an unprecedented amount of anhydrous ammonia, both dry and liquid, in a very short time frame. With that being said, there were no doubt spot shortages throughout the territory from time to time. We appreciate your patience and have addressed what we see as the main concern: transportation. Additional anhydrous ammonia transports have been added to better serve our locations. Brad Parman was hired as Fertilizer Manager in May and has great experience in fertilizer merchandising and logistics. His perspective and experience will enable us to lead this market. We continue to look for opportunities to improve our facilities and relocate anhydrous ammonia plants as communities continue to grow in our trade area.



*Farmers Cooperative purchased a new anhydrous ammonia tanker to combat transportation issues*



*Construction began on the new dry fertilizer shed in Frankfort, KS*

Farmers Cooperative also purchased assets and secured a location near Davey, Nebraska, on 14th and Agnew Road to serve our growers in this area.

Investing in dry fertilizer is also underway in Frankfort, Kansas. A new 4,600 ton dry barn on the Union Pacific Railroad is currently being constructed, which will allow us to access other markets in a timely and efficient manner. This also allows us to better serve our patrons in our Kansas market. In addition to the building, we have 12 new pull-type spreaders throughout the company. Our goal is to improve the customer experience and service by utilizing technology. We have invested in new software to add to our dry air machines, spinners and tenders to become more efficient in this market.

As you analyze your fields in 2019, there are questions that need to be addressed and solutions to consider. Solutions may include seed choices, grid samples, tillage, fertilizer and chemical choices. The best outcomes start with a good plan. As you consider your options this growing season, give your local Farmers Cooperative agronomist a call to develop a plan. Our team is well versed in seed and agronomic technology choices, which allows you to execute your plan to maximize yield. In today's market, chemical and seed choices are an integral part to the overall dynamics as we try to manage weed resistance. Technologies like Xtend and Enlist for soybeans give you options for burndown and in-crop applications. We encourage dual modes of action in every application and residual herbicides in each pass.

We sincerely thank you for your business and wish you a prosperous 2020.



# A Year For The RECORD BOOKS



**Dale Hayek**  
Grain Manager

Harvest 2019 is one for the record books, going down as the largest harvest grain volume for Farmers Cooperative. Timely rains throughout the growing season contributed to the success, as half of our trade territory is dryland. Rain in September and October delayed harvest and allowed another round of grain sales to be executed prior to new crop.

The fall weather in our northern territory allowed us to participate in the Pacific Northwest export program for soybeans. With Nebraska and Kansas being the only two states with excess bushels to ship, trains were, for the most part, very timely on soybean and corn shipments. From September 1st through November 15th, Farmers Cooperative shipped 7,333 rail cars, averaging over 96 cars each day.

Although we shipped a great quantity of grain by rail, the speed of this harvest required us to pile grain around our facilities. Our goal is to pick them up as quickly as we can, weather permitting. Last year's storage projects were much needed and appreciated, and we have several projects on the drawing board for 2020. Accommodating speed and space is still our focus, and expanding our facilities strategically is our plan to suit the producers' needs.

The markets are still in their trading ranges, as the harvest in the north and parts of Iowa are being delayed due to moisture. The market is seeing willing sellers of grain in both Nebraska and Kansas due to yield and space concerns. However, the Board of Trade is not motivating producer selling in the rest of the Corn Belt, which is why we are seeing unseasonably strong basis levels in the east. The basis strength in these regions will begin to filter more into the west as Harvest 2019 gets tucked away. The foreseen issue of corn quality in the north has become a reality as North Dakota and Minnesota are primarily having to deal with light test weights and high FM due to extreme drying of the crop. On the

marketing side, this crop year will be very interesting as it is no secret we are the garden spot of the Corn Belt. Even though we may not have record yields, other regions are definitely in a worse position.

When you are marketing your bushels this year, whether in-store or off the farm, be sure to contact one of our grain originators who will be able to help you with option strategies or keep you up-to-date on opportunities in the marketplace.

Producers, and us alike, had the ideal harvest once it dried out. It is impressive the speed in which harvest took place considering the short time frame and how large the harvest was. It has been exhausting for both the producers and our employees, and it is no secret many of our employees work in both the grain and agronomy departments. However, we did not drop a gear and went in strong to fall anhydrous season. Our goal is to service you as timely as possible while most importantly doing it safely. Please keep in mind the same employees who are loading all of these rail cars are the same ones servicing you. Some locations' hours have been limited to accommodate these issues.

We appreciate everyone's patience and understanding during this busy time and thank you for your continued support making this another successful harvest.





# YOUR FARMERS COOPERATIVE GRAIN ORIGINATORS

**Ryan Norris**

402-806-5330 (Cell)  
Kansas Grain Originator

**Tyson Sekutera**

308-380-6008 (Cell)  
Beatrice Grain Originator

**Keith Hermance**

402-641-8954 (Cell)  
Dorchester Grain Originator

**Roy Josoff, Jr.**

800-642-6439  
Dorchester Grain Originator

**Randy Norris**

402-239-5238 (Cell)  
Plymouth Grain Originator

**Stu Vitosh**

800-451-4236  
Hanover Branch Manager

**Rolan Knust**

800-625-4807  
Jansen Branch Manager

**Gary Lytle**

800-456-3538  
Plymouth Branch Manager

**Jon Capek**

402-239-3860 (Cell)  
Ohiowa Branch Manager

## Annual Audit Results and Upcoming Annual Meetings



**Stan Mitchell**

Chief Financial Officer

During the month of October, we celebrated National Cooperative Month and were reminded of the value your cooperative brings to the communities Farmers Cooperative serves. I personally have been involved with cooperatives for over 40 years and am honored to have been involved with Farmers Cooperative for the past 16. Farmers Cooperative has been a cooperative leader for many years and will continue to be a leader well into the future.

In January, we will present 2019 year-end results at the Annual Meeting. 2019 may go down in history as one of the most challenging years in recent memory for operations. Due to a wet fall in 2018, normal fall fertilizer was pushed into the spring. Employees at Farmers Cooperative worked hard to make sure our

patrons received the service they have come to expect, even through some very difficult times.

Volumes for grain sold during fiscal year 2019 were up compared to last year, as well as the core fertilizer tons. Gallons in the petroleum area were down slightly, mostly due to the ample moisture received across our trade territory during irrigation season. Your cooperative continues to build a strong financial position with positive earnings. Future patronage distributions, equity payments and investments in assets all revolve around the ability to maintain a profitable cooperative.

We thank you for your support and hope you will be able to join us at one of our two Annual Meetings at Crete and DeWitt in January.





# Combating SUDDEN DEATH SYNDROME In Your Crops



**Brian Scherling**  
Seed Manager

Mother Nature sure had its effect on this past year's crop from start to finish, making it one of the most challenging years many have ever seen. The cool, wet spring coupled with plentiful rain later in the season caused Sudden Death Syndrome (SDS) in many fields it has never been in before.

SDS is a soil-borne bacterial disease affecting seedlings early in the spring. However, visible symptoms do not typically show up until late July or August. Once infected, toxins are produced in the soybean roots and move through the plant's vascular vessels into the leaves. Ultimately, the plant dies prematurely before it reaches full maturity. In situations of severe pressures of SDS, yield reductions of 50% are not uncommon. Normally, the disease is not present in the whole field, but it can develop into large spots. Over time, these spots can grow larger and eventually take over the whole field. The severity of SDS can vary from year to year, and drier or warmer seasons the occurrence can be greatly diminished. Unfortunately, once the pathogen is present in your field or soil, it will never go away.

If you have SDS on your farm, there are two main ways you can manage it. The first option is to select soybean varieties with a high natural tolerance to the disease. However, in severe cases, this is not enough to slow down or control the disease. The other method of management is to apply a soybean treatment that is approved for control of SDS. By implementing these management types as a systems approach, you can greatly increase the control and decrease the damage that this disease can cause.

In the past few years, chemical companies have developed new solutions in seed treatments to help growers manage SDS. These seed treatments have proven to be an extremely effective management tool and up until this point, the standard product in the marketplace to fight SDS has been Illevo® by BASF.

However, a second seed treatment was approved by the EPA this fall called Saltro®, developed by Syngenta.



*Soybean plant affected by Sudden Death Syndrome (SDS)*

Syngenta is considered one of the leaders for their work in the seed treatment industry. In early September, Saltro® received full EPA approval and will be available for sale for the 2020 growing season.

Saltro® will bring many benefits to growers who are concerned about SDS, including offering high levels of SDS and soybean cyst nematode protection while reducing seedling plant stress. With the trend to plant beans earlier than ever, Saltro® will help offer plant safety in the early stages of development without the risk of phytotoxicity. Other treatment products can cause this phytotoxicity, which can weaken young soybean plants or disrupt plant growth. Soybeans treated with Saltro® benefit from an increase in the root mass below ground, which increases the plant's ability to absorb water and nutrients during the reproductive stage, ultimately increasing yield potential.

To learn more about our seed treatment options or Saltro® in particular, please contact your local Farmers Cooperative agronomy location. Thank you for your past and future business.



# OPEN COMMUNICATION IS THE KEY



**Rob Blahauvietz**  
Credit Manager

The 2019 season is complete and hopefully your financing needs for the 2020 year have been arranged. We would like to remind you of your cooperative's credit terms and policies. All monthly statements are due and payable in full by the last day of the month following the purchase. Any balance not paid at the end of the month will be considered past due and be assessed a finance charge at an annual rate of 16%. Any account

30 days past the due date could be subject to being placed on a COD basis.

If you will need extended terms from Farmers Cooperative,

please contact me to apply for additional financing.

We do have long term financing available through the Cooperative Finance Association for your crop inputs at a very favorable interest rate. If you have CFA financing, you will also receive any cash discounts available. This must be done as soon as possible and before the season begins. You must also have your 2019 crop inputs paid before any new inputs will be delivered.

The key to working with you is communication, so please contact me at the Dorchester office (800-642-6439) if you need assistance. Thank you!



## GET TO KNOW OUR PRESIDENT & CEO, **ALLAN ZUMPFE**

Allan was raised on a grain and livestock farm south of Friend, where his parents still farm, and graduated from Milligan High School in 1983. He attended the University of Nebraska – Lincoln and graduated with a bachelor's degree in agricultural economics in 1987.

Allan has been involved in the cooperative system for 31 years, most of which has been spent managing grain divisions in Nebraska. He was the President/CEO at Cooperative Producers, Inc., headquartered in Hastings, the past three years.

He and his wife Angie have been married 31 years and live near York. They have four children, Connor and his wife Alyssa are both physical therapists in Rock Springs, Wyoming,

Colton is a grain merchandiser for AGP in Aberdeen, South Dakota, Cade is a senior at UNL and will be a grain merchandiser for AGP upon graduating in May, and Carsyn is a sophomore at Nebraska Wesleyan.

Allan enjoys spending time with his family, outdoor activities, and good BBQ. Please help us welcome him to Farmers Cooperative!





# ADVANCE YOUR WHOLE FARM *with*

## *ProFarm* by Farmers Cooperative



**Wesley Hedges**

Precision Ag Manager

Four years ago, a service-based program was developed to help farmers take advantage of the data generated from the precision ag technology on their equipment. The program was named the Whole Farm Program because of the focus on improving yield and efficiency on the whole farm by utilizing variable rate technology.

The farmers on this program have experience levels ranging from just learning how to map yield data to producers who have been utilizing precision ag technology for years. One of our first customers on this program was Bill Slater, who said, "When precision ag started, the goal was to make the poor ground better. Make the poor ground do what the best ground did. We found that we made the poor ground

do better, but we made the good ground do fantastic. Precision ag has taken us to a whole new level. We are increasing our yields, we are saving money on our seed, we are saving money on our fertility and we are getting a better bottom line."

A primary component of this program is to help farmers put their yield data to work by accounting for their fields' variability within each individual field. Dialing in on the sub acre spatial yield potential of each field, we essentially combine yield data and the farmers' knowledge of their fields into prescription maps. These maps allow machines to variable rate inputs across the fields. Prescriptions are primarily generated from yield data and farmer knowledge; however, they can also include other data layers, such as satellite imagery, soil test results and electric conductivity surveys.

After several years of using the name Whole Farm Program, we have decided to rebrand with the new name ProFarm. We will continue to fine-tune the offerings within ProFarm as we lead the way in providing the latest and greatest precision ag technology. With ProFarm, we will continue to provide unlimited seeding and fertilizing prescriptions, planting and harvest books with yield analysis of products and satellite imagery. On-farm research of products, rates and placements are also included as it is being requested more and more by ProFarm customers. Exclusive ProFarm pricing is available on grid soil sampling, zone soil sampling and much more!

Contact your local agronomist or sales staff for more information on how you can get enrolled in ProFarm today!





# HELPING YOU GET BACK ON THE ROAD



**Brent Colgrove**  
Tire Manager

One of the biggest vehicle issues we hear every day is: "I think I need an alignment, my car or pickup is shaking." An alignment is scheduled and completed, but they still have a problem. Understanding what to ask for is the first step in diagnosing a vehicle issue.

Is your vehicle pulling to the left or right when you are driving down the road? If this is the case, you either need a front-end alignment, new tires or both. When we schedule a front-end alignment, our technicians will check for bad shocks or struts and will see if you need any other front-end parts. It is extremely important to replace bad parts on the front end of a vehicle because it can cause loose steering and irregular wear on a tire, which can ultimately cause premature tire failure. We cannot perform an alignment if your front-end parts are wearing out or are loose.

Does your car pull to the left or right when braking? When you are braking, does your vehicle shake? If you hit the brakes and there is a bad pull or grinding noise, this may mean you have a bad brake caliper or worn out brake pads. If you hit the brakes and your vehicle shakes, you may have warped rotors which can be resolved with new pads and brake rotors.

Does your car shake when traveling down the road? This condition is caused by out-of-balance tires and wheels or mud in your wheels, and having your wheels balanced may solve the issue. However, you could also have a separated tire if they have not been regularly rotated or balanced, or if the tire is six years old or older.

Did you know if you purchase your tires at Farmers Cooperative, we provide free rotation and balances for life? We want you to have a good experience, get the most mileage out of your tires and do all we can to make sure they last. We will also check your alignment for free with the purchase of four tires or by appointment. If we need to adjust anything, our tire technicians will ensure you understand the cost prior to any work being completed. Alignments are offered at our Beatrice, Plymouth and Fairbury tire locations.

The safety of our customers is a priority for us at Farmers Cooperative. One way we keep our customers safe is by hand torquing all lug nuts on any car or light truck when we reinstall a wheel on your vehicle and suggest you come back 60 miles later to recheck free of charge. This is done to ensure the wheel is secure within specifications and so we don't warp a brake rotor.

If your vehicle is shaking or pulling, give us a call and we will make sure to get you in, out and back on the road safe and sound. Thanks for the support and see you next time!

***Farmers Cooperative is Looking  
for Young Producers & Spouses***

## 2020 YOUNG

## MEMBER RETREAT

**Saturday, January 11, 2020  
Lincoln, Nebraska**



**COMPLIMENTARY MEALS**



**1-NIGHT STAY AT EMBASSY SUITES**



**TOUR OF MEMORIAL STADIUM**



**LINCOLN STARS HOCKEY GAME**

**Contact Your Local Branch if  
Interested | Limited to 25 Producers**



# Here For Your Hydraulic Fluid Needs



**Chris Forcee**  
"The Oil Guy"

I recently overheard at a local parts counter: "Why can't the heavy equipment builders agree on one kind of oil so I don't have to keep all these buckets of different kinds around the shop?" Whether we like it or not, a dizzying variety of lubricants is needed to keep today's heavy machines working. Hydraulic fluid used to be an exception to that rule; however,

new equipment continues to hit the field with increased horsepower, greater torque, higher hydraulic flow rates and higher operating pressures.

Even though the performance goals for each manufacturer hinge on essentially the same desired outcomes, each staff of engineers has a different approach to fulfilling their promises to the customer. If you own a few pieces of earth-moving equipment, you will eventually be on the hunt for some hard-to-find hydraulic oil. Often, you'll only find it at the dealership, specially priced for a captive audience.

If you've ever found yourself on an all-day whirlwind tour of the John Deere, Case and Komatsu dealerships, we may be able to save you some time. United has recently launched a new hydraulic fluid called Syn Hydraulic XT. This versatile new formulation can be used to replace some of the more recently developed specialty hydraulic fluids you need for a mixed off-road fleet.

United Syn Hydraulic XT ISO 46 is a full synthetic anti-

wear hydraulic oil made for all-season performance in a variety of late-model machines. Through its synthetic base oil, high performing viscosity index improver and premium additive package, United Syn Hydraulic XT is built to handle the extreme conditions commonly found within construction and other heavy-duty off-road applications. Its anti-wear package is designed to protect components against high pressure and increased stress placed on hydraulic and hydrostatic systems, and the shear-stable viscosity index improver helps maintain viscosity longer while also flowing quickly in cold climates and protecting components at high temperatures. It can also be used in applications requiring a readily biodegradable hydraulic fluid.

United Syn Hydraulic XT is engineered to:

- Lower energy consumption for the same amount of work
- Boost power output
- Increase pump flow rates to improve productivity
- Widen the effective temperature operating window for all-season performance
- Reduce overheating and risk of equipment shut down
- Reduce costs and shopping trips all over town

If you look at your owner's manual and realize your new machines are calling for some weird hydraulic fluids you've never heard of, give us a call at 402-742-3311 or visit us at [www.farmersco-operative.com/lubricants](http://www.farmersco-operative.com/lubricants). We just might have a solution for you!

## FIVE REASONS TO ATTEND PRODUCER MEETINGS

1. No Long Speeches
2. Exclusive Special Offers
3. Great Food
4. Fantastic Prizes & Gifts
5. Fun, Never Boring!

Coming to a location near you  
in **January and February!**

*Watch for tickets to the event*



# Plan Ahead for Efficient Winter Feeding



**Kevin Wittler**

Feed Manager

After a better-than-expected fall harvest, the cattle are now settling in area cornfields and their available nutrition is on a more level plain. Body condition scores appear to be a little light, but with continued help from Mother Nature and 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. Our delivery systems range from blocks and cubes to tubs and liquids, whichever fits your operation best. We offer several competitive lines, including:

- Crystalyx, MLS, ADM, Moormans & Rangeland tubs
- ADM and QLF liquids
- ADM and Purina range cubes
- Winter creep feeds
- Purina Intake Modifier Tech products (Accuration Range Supplement 33 and Finisher 44)

We continually research products and their availability which can improve your efficiencies and add to your bottom line.

This year, we are seeing diminished nutrient levels in available forage supplies due to the more-than-ample rainfall we received. Due to this, we need to improve the palatability and nutritional content of some of these lower quality forages. We see continued interest in liquid supplements and their use to enhance lower quality forages. If you are needing information on options to effectively increase the palatability and nutritional content, please contact your Farmers Cooperative beef specialist.

Reduced feed costs and adequate consumer demand for our livestock producer's products lets us remain optimistic looking ahead at an opportunity to garner some adequate and much deserved profits.

As you have worked your way through a busy harvest and hopefully a substantial amount of fall field work, we would like to ask that you remember your feed delivery employees by keeping access open to your bins during the upcoming winter storms. We would also like to express our appreciation for the advanced planning and ordering you provided last year during the holidays. Please attempt to place orders as far in advance as possible in order to allow employees a much-deserved holiday break with their families.

Your cooperative's producer meetings will be held in the beginning of 2020, so be sure to take advantage of the additional savings on your mineral needs offered only at this event.

Thank you for the opportunity to work with each of your operations. We sincerely hope you had a safe and productive fall season and can look forward to relaxing and enjoying the upcoming holidays with your respective families. We thank you in advance for your help in scheduling holiday feed needs and wish everyone a Merry Christmas and a Happy New Year.





# Eliminate the Unknown, Enroll in a Fuel Contract



**Tom Garner**  
Energy Manager

Thanksgiving is behind us and the new year is fast approaching. However, the time of year the energy department is gearing up for is fuel contracting season. Historically, the best time to contract fuel for the upcoming year falls between Thanksgiving and Valentine's Day. There is certainly no guarantee that it will happen that way every year, but the odds are in favor of it.

Many of our ag producers, construction companies and trucking companies contract their energy products during this time frame, not only hoping to buy on the low end of the market, but to establish a known cost for one of their inputs. Businesses from multinational corporations to small mom and pop operations use contracting for one very simple reason: to take an unknown figure and turn it into a known figure. While some agriculture usage may still be unknown, such as usage due to irrigation, the ground will still be worked, fertilized, planted, sprayed, harvested and possibly fertilized again during the contract period that runs from March 1st through November 30th.

The unknown irrigation piece is something we deal with every year and have an extremely fair settlement for unused gallons at the end of the contract period. Most expenses on every farm or business come with some risk. Eliminating or minimizing risk should be a part of everyone's plan for the new year and

fuel contracting can play a major role in that regard.

For those producers who have used fuel contracting in the past and have not contracted already, now is the time to start watching the energy markets closely. If you have not contracted fuel previously, I encourage you to consider making it a part of your overall business plan for next year. Please reach out to the energy department to gain an understanding of market dynamics for the upcoming year.

Farmers Cooperative offers 100% pre-paid, as well as 20 cent per gallon deposit contracts for both diesel and propane. With the minimum contract volume at 500 gallons, you don't have to contract everything at one time. Many customers write multiple contracts every year and work on an average price. It's a simple process and can possibly take some of the price risk out of your fuel needs for next year. Give us a call or visit your local branch for daily pricing.

Wishing you a blessed Christmas and a Happy New Year!



## BUTTERFINGER DESSERT

### INGREDIENTS

2 1/2 c. graham cracker crumbs	2 c. milk	3-4 Butterfinger candy bars
3/4 c. butter, melted	1 qt. vanilla ice cream, softened	
2 boxes instant vanilla pudding	8 oz. Cool Whip	

### INSTRUCTIONS

In a large bowl, combine the graham cracker crumbs and butter. Press 3/4 of the mixture into an ungreased 9x13 dish. Cover and refrigerate. In a large bowl, whisk milk and pudding mix for 2 minutes or until thickened. Stir in ice cream until blended. Spread over crust. Spread whipped topping over pudding layer. Chop Butterfinger candy bars and combine with remaining crumb mixture; sprinkle over whipped topping. Cover and freeze for at least 2 hours.



Farmers Cooperative Invites You To...

# Ladies NIGHT

DINNER & ENTERTAINMENT

Thursday, April 16, 2020



Greg Claassen, Ventriloquist

## THREE EASY WAYS TO RSVP:



Online at [fcladiesnight.eventbrite.com](http://fcladiesnight.eventbrite.com)



Email [sharre@farmersco-operative.com](mailto:sharre@farmersco-operative.com)



Call 800-642-6439

## Saline County Fairgrounds 4-H Building

(13th & Tuxedo Road, Crete, Nebraska)

**Doors Open at 5:15 pm**

**Event Starts at 6:15 pm**

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**RSVP'S Required (Space is Limited)**

Seats are Available from

**March 1 - April 6, 2020**







## “You’ve Got To Stand For Something!”



**Dennis Kenning**

Sales & Marketing Mgr

Back in the early ‘90s, country music artist Aaron Tippin released a song entitled “You’ve Got To Stand For Something.” The lyrics explain the importance of standing up for what you believe in, and that’s exactly what Farmers Cooperative does as we stand up for agriculture each and every day. We take great pride in providing programs to educate youth, adults and organizations about agriculture.

Some events we participate in to teach our youth include “Day on the Farm” activities, speaking to classes about careers at a cooperative, or showing how they can stay safe around farm machinery. During our education, we often pose the question, “Where does your food come from?” The common responses from our youth are McDonald’s, Burger King, or the grocery store, which doesn’t come as a surprise to many of us. In 2019, most Americans are four generations removed from the farm and are receiving misinformation about agriculture from the news, social media or anti-agriculture organizations. It is important we share with them facts and information that are correct. One of our feed consultants, Jim Damrow, provides

an excellent program that teaches students about the importance of swine production.

Farmers Cooperative also supports agricultural organizations such as 4-H and FFA and provides members with many opportunities, whether it is an educational tour of our facilities, talking to high school classes about careers, or providing assistance at county fair events. In October, our human resources and agronomy departments had the opportunity to host an ag career session for students of Fillmore County. The students were able to tour our Geneva agronomy center, ask questions about what we do as a cooperative and learn more about the education and training needed to obtain a variety of jobs in the cooperative system.

Education doesn’t stop with our youth, as it is important we help educate the adult learners as well. This past fall, Mike Spang at our Firth grain location hosted a foreign trade group. This group of Taiwanese DDGS (Distiller’s Dried Grain with Solubles) buyers were in Nebraska with the primary purpose of enhancing the relationship between Taiwanese customers and U.S. exporters. The event was hosted by the Nebraska Corn Growers Association and was made possible by Association President Dan Nerud of Dorchester.



We also had the opportunity to partner with Nebraska State Senator Tom Brandt of Plymouth to conduct an agricultural awareness tour. The tour was organized to educate urban state Senators about the many challenges facing Nebraska farmers. Five Senators attended, including Wendy DeBoer (District 10), Megan Hunt (District 8), Machaela Cavanaugh (District 6), Steve Lathrop (District 12) and rural Senator and farmer Myron Dorn (District 30). The tour included visiting the farm of Senator Brandt where they learned about livestock, crops and the issues facing producers, and also had a chance to drive farm equipment. Farmers Cooperative also helped Senator Brandt host 24 state urban legislative aids a week prior to learn about production agriculture.

For our company, standing up for agriculture does not stop there. It is our mission to continue to educate youth, adults and organizations in Nebraska and Kansas and tell the story about agriculture. We also partner with the corn, grain, sorghum and soybean boards and are involved with many livestock groups, as well as being proud members of Alliance for the Future of Agriculture (AFAN) in Nebraska.

As the song says, "You've got to stand for something or you'll fall for anything." We all have to take the responsibility of standing up for agriculture and informing those outside of our industry about what we do. Farmers Cooperative takes great pride in being proud supporters and promoters of agriculture.

*Please note: Farmers Cooperative does not endorse any political candidate. We do support activities and events that help tell the true story of agriculture.*



*Taiwanese DDGS buyers visited our Firth grain location in October*

## FARMERS COOPERATIVE STUDENT SCHOLARSHIP



**Taylor Collins**

Human Resources

The Farmers Cooperative scholarship program continues to award local high school seniors throughout the trade territory. As a company, we value the continued education in agriculture and understand the importance of our local youth's continued learning in college. A 2020 high school senior may end up being the local agronomist consulting on your fields, the sprayer applying your acres, the individual grading your grain, the person hauling your commodities, or really any position we have in the company.

The importance for skilled and educated labor continues to grow with advanced technologies and services we provide, and we are excited to provide an opportunity to allow area youth to continue to learn.

Each year we notify over 30 different area high schools about the Farmers Cooperative scholarship and send local guidance counselors our application and criteria for selection. This past year, we were thrilled to award 22 local high school seniors a \$500 scholarship to go towards their schooling.

To be eligible for this scholarship, the high school senior must be going into an agricultural-related field, as well as have an active patron family member. School foundations, guidance counselors and/or ag instructors are then responsible for selecting the recipient based on the criteria given. If you have a local senior graduating this May, please have them reach out to their guidance counselor for an application. We will continue to support our area students and are looking forward to awarding more scholarships this year.





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

# **\*Sign up for MyGrower and YOU MIGHT WIN A YETI COOLER!**

***You can sign up at  
[www.farmersco-operative.com/mygrower](http://www.farmersco-operative.com/mygrower),  
it only takes a few minutes.  
AND IT'S FREE!***



***View tickets, reports, invoices,  
pay your bill, prepay, view  
contracts, & more!***

\*5 people who sign up in December will win one Farmers Cooperative Tumbler each, winners drawn at the end of the month. Everyone who is signed up by December 31st, 2019 will be eligible to win the YETI® cooler. Actual cooler may not look like one pictured.

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