



## Challenges and Opportunities Your Company is Ready



**Dean Thernes**  
President/CEO

Fiscal year 2020-21 is in the books and Farmers Pride, your locally owned cooperative, had a very good year. I want to thank you, the member-owner for doing business with the company you own. Thank you to our excellent employees and management staff for all the hard work and dedication during the last fiscal year, and the board for the direction

they have given to your company. I look forward to sharing the results at our annual meeting, March 8th at Lifelong Learning Building at Northeast Community College in Norfolk. We will again have the educational breakout sessions, that continue to gain popularity.

Total sales for the fiscal year were \$218,141,866 compared to last year \$151,382,086. This increase was due to most volumes being up along with higher priced commodities. Service income was down slightly due to reduced grain on storage with the higher market prices. Payroll and other expense were up over last year as inflation affected both. Total local savings were \$3,200,599 compared to last year's \$784,248 with after taxes of \$7,324,884 compared to last year \$3,222,283. A very solid year for your cooperative. Your board has again voted to return 100% of the local profits back to you with 50% in cash and 50% as qualified equity. We will have the full details we will discuss at the annual meeting. Thanks to all for a great year!

Along with a good fiscal year, your board is investing in some new agronomy assets in Battle Creek and Osmond. In Battle Creek, a new 10,000-ton dry fertilizer building is in the construction process, this will be a state-of-the-art facility and will be the fastest loading facility in the industry. We look forward to an open house to show you when we get close to completed. In Osmond, we are upgrading the liquid plant and look forward to these new assets to better assist you the member-owner. Both projects are moving a little slower that we would like because of COVID delays with labor and just to being able to get the materials has been a challenge. These should be great additions to our asset base.

As we look forward to 2022, I believe we will continue to see many of the same challenges we faced last year. We are concerned about the availability of crop inputs this year with several products in very short supply. Particularly, Roundup and Liberty at this point seem the most difficult to get. Your agronomy team has done a great job to secure most products, so we should be able to meet most of your needs. It appears more important than ever to plan ahead and putting down a good pre-emergence program for both your corn and soybeans.

We look forward to partnering with you in the next cropping season, thanks for your support and we hope we can continue to earn your business and that we are your supplier of choice.

# 15 minutes with Nebraska farmer John Meier

Megan Schilling

article appeared in Successful Farming magazine

After serving 25 years in the military, John Meier returned to his hometown of Pierce, Nebraska, to take up farming with his father-in-law, Gerald Kruger, and begin the succession process. Meier and Kruger grow corn and soybeans in addition to hay and alfalfa for their stocker cattle operation.

“My father-in-law was ready to take it down a gear or two, and I was ready to take it up,” Meier says. “In 2016, my wife and I bought some land for the farm and began to make changes across the operation.”

Their changes have been successful and now the farm is 100% no-till, 100% cover crops after soybeans, crops are rotated, and they do rotational grazing. These strategies improve the soil, which is classified as highly erodible, and allow Meier to run on a limited but effective equipment lineup.

“One of my objectives is to efficiently generate positive revenue to invest back into my operation,” Meier says. “That’s why I try new things and farm differently.”

Meier has one more positive change in the works: enrolling through Farmers Pride in the TruCarbon program from Truterra LLC, the sustainability business unit at Land O’Lakes.

## What technologies make a difference on your farm?

When I first came to the farm we just had a yield monitor, but it wasn’t easy to do analyses. I’ve used Climate FieldView to conduct year-by-year comparisons and basically turn my farm into a test plot. We have implemented an intensive grid sampling program and variable-rate fertilizer across the farm.

I use RTK auto steer to do controlled traffic with the same size corn head, bean head, corn planter, and no-till drill. I can easily run and analyze strip trials and do population studies, which change how I farm. Row shut-offs on my planter are tied into the GPS unit, which lets me leverage my RTK subscription even further. All of these applications build on each other.

## How did you select a carbon program?

I’ve spent a fair amount of time doing research and looked for a well-organized, fair program. TruCarbon piqued my interest because it is offered in my area through Farmers Pride. It is complementary to no-till farming, which we do, because moisture is such an issue in the western Corn Belt. It was also important to me to work with someone I have a good relationship with, which I have with my WinField retailer Farmers Pride already. Unlike buying a bag of seed corn that has a known maturity rate, quantity, and price, carbon isn’t well-defined. We have to share information and work together to answer the questions we have.

## What do you think the future of carbon is?

I call farmers active environmentalists. I’m going to own this land for the rest of my life and pass it on. This is my family’s home. We drink the water here. We want to feed the world efficiently. Carbon programs offer a way to do all of these things, and it is incentivized. I’m glad to see carbon programs led by commercial efforts, because it generally makes the process faster and more efficient. There is more work to be done in carbon markets, but participating in a program like TruCarbon means there isn’t a barrier for me to get started.



The 2022 Truterra carbon and carbon market access program provides farmers a profitable way to get rewarded for their stewardship and includes opportunities for farmers who recently changed practices to improve soil health as well as for farmers who are just beginning their carbon journey. To learn more about this program, please contact your local Farmers Pride agronomist, or visit [truterraag.com](http://truterraag.com).





# Bob Pollack - 31 years at Farmer Pride

## Talk about Changes!



Battle Creek Sales Agronomist Bob Pollack didn't grow up on a farm. Yes, he has a farm today with corn and soybeans, but if you asked him back in the late 70's if he was going to be an agronomist and a farmer, he would've answered, not a chance!

41 years later, with 31 of those years at Farmers Pride, Bob Pollack retired from the business of advising farm producers in northeast Nebraska on January 6, 2022.

Bob's agronomic expertise has helped farmers increase their yields while seeing a positive return on their crop plan investments. Bob was known for great articles in our newsletters, but today, we get to read and learn more about Bob and his observations from a storied career.

Bob graduated from Norfolk High School and went off to college in Lincoln to be an engineer. Bob quickly found that being an engineer was not for him, so he switched majors to Agronomy/Ag Economics. Graduating in December 1981, Bob found himself doing agronomy sales for Farmers Coop of Platte Center. Bob dipped his toes in the ag-finance world with some time at FMHA and PCA/Federal Land Bank in Columbus.

Getting closer back home, Bob found himself at Battle Creek Farmers Coop in December 1990. Working in several roles at the coop, Bob has always held the desire of helping growers with their agronomy plans.

The advancements Bob has seen in the agronomic world has been startling as he looks back. "I have four computers on my desk-a laptop, iPhone, iPad, and a desktop unit. Thirty years ago, I had no computer!"

The rate of change the last 10 years has really

impressed Bob, and not only what those changes have brought, but what changes will occur the next 10 years-which he plans on seeing these developments on his farm between Norfolk and Battle Creek along Hwy 275.

But technology isn't the total answer for questions going forward in Bob's opinion. "I would recommend that farmers don't be totally dependent upon technology. Don't forget the human element is still needed to make good, sound decisions. You don't always need the latest and greatest item to hit the market; make decisions along with your trusted advisor and bounce ideas of him/her."

The greatest advancements Bob has seen over his career are the seed genetics and Bt Corn. Other notable improvements have been seeing the measured results from micronutrients and biologicals and what these have done for yield increases. The research trials from the private industry, such as the regional cooperative Winfield United and their storied Answer Plots, is the best source of independent data anywhere in agriculture.

The ability for operating plants that are built for speed and accuracy, to measure the fractions of an ounce for certain herbicides is another industry marvel according to Bob.

Bob's advice for today's growers; "Proper planning is a necessity with your advisor-soil samples, grid samples, tissue samples-they are all a part of making a great plan. Look at your crop; it usually will tell you what you need and by waiting to fix that problem, you lose yield faster than you think. Soil health is so important-use



your yield maps to go back and review what you did and how you can adjust for the next growing season. We never stop learning!"

Bob plans to continue to work his farm, learning how he can make it better. Bob and his wife Diane enjoy traveling the world-we will look forward to his "stories" as they trek the globe on their adventures.

Thank you Bob for all of what you have done for farmers and Farmers Pride-you've made a difference to many and will be missed!

# How to Repair Your Equipment for Free **REALLY..... for Free!**

Does this sound too good to be true? It might, but is absolutely true! And in today's market, if there is ONE program a farmer should take advantage of for their operation, it is the Cenex Equipment Warranty Program.

While this warranty isn't new (it's been used by farmers for over 50 years) it is the most underutilized tool used by our farmers today, and serves as the simplest and most effective "insurance policy" a producer could ever have for their farm equipment.

It can apply to both new and used equipment and even stationary power equipment.

- Depending on the type of oil you choose to use you can get up to 10 years or 10,000 hours of coverage.
- Coverage can include your diesel engine, injection pump, fuel injectors and hydraulic/transmissions.

- Send in oil samples when you change your fluid and receive a report of what is going on in your engine.
- This is a "no-fault" warranty-meaning you don't have to prove that the oil caused the problem.
- It is not a "pro-rated" warranty; unlike a tire or battery warranty.
- There is no deductible per work order for your repair; the entire bill will be paid.
- There is no need to purchase any extended equipment warranty package for your equipment.

Newer farm machinery repairs are costlier than ever, and in the time of tighter farm income, any and all unexpected expenses can really affect your bottom line. So, take a minute to check out this unique warranty ("insurance") plan designed to help you in your operation and get your units signed up today!

## **Reach out to our Certified Energy Specialists to learn more about the Cenex Equipment Warranty!**

**Robert Jurgens, Certified Energy Specialist**  
**402-640-5288**

**Tim Erickson, Certified Energy Specialist**  
**402-380-7545**





# Agronomy Department



**Bryan Hoffman**  
Agronomy Department  
Manager

The past year has made us more aware of how the world events and politics affect us in our daily lives. We have seen supply problems with all kinds of consumer products. Ships are waiting in ports all over the world to be unloaded. I am going to discuss how this has an impact on agriculture for the current cropping year of 2022.

First, we will cover some of the issues affecting fertilizer. Nitrogen being one of the main products we use to start with. Natural gas is the primary product used in production of nitrogen fertilizer. Europe saw natural gas prices get up to equivalent value of \$50 per MMBtu. Currently it is around \$30 per MMBtu, which relates to \$2 to \$5 per MMBtu in the US. With cost that high in Europe their nitrogen manufactures stopped producing product because they could not be competitive with pricing with other manufacturers in the world. With the lack of production, supplies get tighter and prices go up.

In 2020 we had a countervailing suit brought against some producers exporting phosphates into the United States. The DOC (Department of Commerce) assessed countervailing duties against Morocco and Russia phosphate products. Hence, we have less availability of phosphate and prices go up.

Now this year we have countervailing suit brought against some producers of UAN (liquid nitrogen) that export product to the US and the DOC has just come out with proposed duties. This will influence



*The new Battle Creek Dry Fertilizer warehouse project is starting to take shape!*

supply and pricing of UAN. Belarus is one of the major exporters of potash in the world and because of actions of their government the rest of the world is enforcing sanctions that takes away their exporting of potash. Again, this will decrease supply and increase price.

Looking at chemicals, one of the factors that is causing issues is that a lot of the tech product (the active ingredient before it is formulated in a useable form) is made overseas. Like I mentioned earlier, there are many ships waiting to be unloaded. Once unloaded, they need to be formulated so we can use them. Two products that have major supply concerns for this coming year are Roundup or glyphosate products and Liberty or glufosinate products. With these two products being some of our most widely used and effective post applied products we would



encourage producers to make sure they use a good strong preemergent chemical and a strong residual post applied product. With this approach if you are unable to obtain and apply these post products you will be able to keep weeds at bay and able to harvest a crop.

In closing I do not want to be the messenger of doom, I just want to share some of the outside factors that affect us in our operations. The best way to manage all these factors is to have a good plan. Your Farmers Pride agronomist is ready and willing to help make you farm plans with you. Thank you for your past business and we look forward to serving you in the future.

# Answering Lubricant Myths



When it comes to heavy-duty diesel engine oils some may find it difficult to separate facts from common myths. Many of these myths have existed for quite some time and have almost become accepted as common knowledge. Let's look at some of the common myths surrounding heavy duty diesel engine oil:

## **Myth: A Specific Oil Brand is Required for Warranty**

Some customers are under the impression that they need to use a specific brand of oil to maintain their warranty. This is one of the biggest myths of engine oils! Engine oil recommendations are based on engine oil API certification categories and a viscosity recommendation for specific engines. Do not rely on hearsay or opinion about how specific brands of oil support engine warranty. Cenex lubricants are designed to meet all equipment warranty requirements.

## **Myth: Never Switch Oils**

The old belief that if you start an engine on one brand/type of oil that you should stay with that oil is really part of a long-standing myth. There are many causes for increased oil consumption, and switching oil brands is not one of them. Changes in oil consumption and oil pressure are often associated with changing brands instead of actually diagnosing the root cause. Oil consumption and oil pressure are more accurately impacted by a variety of factors including oil filter condition, contaminant loading, engine component condition, engine oil contamination levels and even incorrect reading of oil pressure or add oil levels.



When changing brands, some engine manufacturers report through oil analysis that a harmless event can occur which may result in significant increases in some of the elements reported. For a short period of time some elements such as copper, potassium, lead and aluminum may appear elevated after changing oil brands or when breaking in a new engine. It is recommended to consult with your engine manufacturer and oil analysis provider to learn more about these harmless and temporary increases.

You may also switch between conventional petroleum-based motor oil and synthetic oil. If the oil meets the OEM specifications, you can switch between these products with no ill effects. In fact, semi-synthetic oils are actually a blend between conventional petroleum-based oil and synthetic oil.

## **Myth: Aftermarket Engine Oil Additives Increase Performance**

One myth is that external additives may boost the performance of the oil. Most reputable motor oils already contain optimized additives and any additional additives may upset the existing chemistry and even decrease the effectiveness of the existing additives in the oil.

## **Myth: You Can Determine Oil Condition at a Glance**

Another common myth is that you can tell the condition of the oil by looking at the dipstick. Oil is light amber when you pour it into the engine and then quickly turns a darker color. This does not mean the oil is dirty. It just means it is working the way the oil is supposed to, dispersing particles and holding them in suspension. However, there is some truth to this myth also. While they may not be able to determine the condition, they can notice items such as milky color, burnt odor and a gritty material. This is an old art that is greatly under appreciated. It is not a substitute for complete oil analysis, but it is good for technicians to know what to observe.





# Answering Lubricant Myths

## Myth: Oils Don't Wear Out, They Only Get Dirty

Contrary to some beliefs, oils do wear out and need to be replaced. There are a number of factors that limit the useful life of an engine oil. The accumulation of contaminants, like soot and/or fuel, is one of them. But, more commonly, it is actually the depletion of the additive system that triggers the need for an oil change. In fact, some of the additives used in engine oils are there specifically to control this breakdown, enabling the much longer oil drain intervals that are appropriate these days.

All oils wear out, but some faster than others. Oils can become contaminated with excessive fuel known as fuel dilution, dirt from the air induction system, oxidation, coolant leaks from various sources, excessive soot and the production of acidic or corrosive compounds that can enter the oil. Contaminants can damage the engine and render the oil incapable of protecting the engine. Routine oil analysis is the best diagnostic tool for detection when the levels of contamination become engine life threatening.

## Myth: The Heavier the Better

There is also a myth that heavier viscosity engine oils are necessary to protect large diesel engines. But in the on-highway markets there has been a transition to 10W-30 oils for improved fuel economy while still providing adequate protection. It is always recommended that end users consult with the equipment provider to confirm the specific recommendation for their engine type, operating environment and duty cycle.

Some falsely believe that a low viscosity engine oil is too thin. Licensed and approved lower viscosity oils are designed to perform well in newer engines to improve fuel economy and engine durability. It's necessary for engine oil suppliers to work with their customers and provide oil analysis along with technical support so they understand what's best for their equipment. Lighter viscosity oils may actually be more desirable. Beyond fuel economy, lowering viscosity from 15W-40 to 10W-30 can often bring additional benefits such as reduced warm up times and less wear at start-up due to better oil flow and pumpability regardless of the season.



## Myth: No Topping Off in the Field

Running equipment at the proper oil level is much more important than the effects of mixing brands of the equivalent viscosity and service grade. When different oils are mixed this can potentially throw off the used oil results and depending upon the amount of top-off oil added can lead to flagged results that can be misleading. Otherwise, typically mixing different heavy-duty engine oils with the same viscosity grade will not cause and incompatibilities if there are no other options.

## Cenex Lubricants

Cenex Lubricants are designed to work in any type or color of equipment. With market-leading technology to enhance equipment performance and extend engine life, Cenex premium heavy-duty diesel engine oils deliver dependable protection in the toughest conditions. Cenex tractor hydraulic fluids were born and raised in the dirt and are trusted to keep hydraulic pumps protected from extreme temperatures, dust, water and heavier loads. As a cooperative partner with Farmers Pride, Cenex manufactures 17 million gallons of product annually and distributes throughout North America with three lubricant blending plants in St. Paul, MN, Amarillo, TX and Kenton, OH.

# Energy News and Markets

## Up today, but for how long & how high??

Do you remember what crude prices were one year ago or two years ago, seven years ago? If you guessed higher, you are correct; if you guessed lower, you are correct. It has been nothing short of an up and down roller coaster in recent years. For those who like history, here is the close for NYMEX Crude Oil on 12/31 for the last seven years;

**2021-\$75, 2020-\$49, 2019-\$61, 2018-\$46, 2017-\$60, 2016-\$54, 2015-\$37**  
**7-year average \$54.56**

One might expect crude oil to trade around \$55 based on the above numbers. These numbers certainly illustrate how prices can go both above and below that range but at least this can give you an idea of where it can go. On February 4th, the price of crude oil was \$92 while last year at this time it traded at \$55. So, what happened??



- A year ago, there was talk of the 2020 election results moving to a world with less fossil fuels being used
- A year ago, Covid vaccines were being distributed and the economy started to ramp back up
- A year ago, one of the most severe cold fronts in US history crippled the energy industry in the south

Forward contracting has always been an option to lock in your cost and minimize the risk of it going higher. What is interesting again, and as was the case last year, is that the forward carry is not higher for the rest of 2022 and even into 2023. What does this mean? You can lock in your fuel costs for no higher price than the current market. This trend is very unusual.

### EIA forecasts U.S. crude oil production growth in 2022

In its January STEO (Short Term Energy Outlook), the EIA sees the annual 2022 WTI (crude oil) spot price averaging \$71.32 per barrel. Oil prices are further expected to decrease further in 2023, according to the EIA's January STEO, which projects 2023 crude at \$63.50.

### Here are some key statistics to keep in mind that the energy traders look at:

- Crude refining capacity and oil drilling rig counts
- United States' refineries are running 88% of capacity and that is 6% higher than last year's capacity. In April and May of 2020, this number was as low as 60%, an alarming low level-all due to less demand with Covid.
- U.S. Crude Oil and Natural Gas Rig Count is 604 units; an increase from 378 at this time a year ago but still down from a 5-year average of 772.

This trend favors that supply will catch up with demand and stabilize prices.

### What does all of this mean for you?

Energy prices started 2022 higher than a year ago but higher prices are not reflected in the future contract months for the remainder of 2022 and 2023. World events this year have got everyone excited with the prospect of a conflict in Europe and/or Asia and those have inflated markets for the mean time. But you can hedge against those future fears with forward contracting, so it might be worth checking that out.

The bottom line? One year ago, On February 1, Ruby Fieldmaster Premium Diesel prices were at \$2.09 per gallon. In February 2020 that price was \$2.03. This February 1st Ruby Fieldmaster was \$3.14 with future contracts at the same or less level, and inverted market if you will. Talk with us about locking in your costs for 2022 and beyond. We offer a variety of contracting programs to help you take advantage of these prices for up to the next 18 months.



As always, thank you for your business!

**Robert Jurgens, Northern/Western Sales**  
**402-640-5288**

**Tim Erickson, Southern/Eastern Sales**  
**402-380-7545**



# Human Resources & Safety

It feels as if I haven't written to all of you in a very long time, even though it has only been a few months.

So how are you doing? What's new with you??? Okay, I'm baiting you with the questions. Have you ever noticed the same thing when you run into an old friend or neighbor? What's the first thing we all say? "What's new?" "How's it going?" And what is our usual response: "Oh, going okay, nothing new."

Are you like me and tired of this boring and typical response? I call it our society's new faux pas. One online source defines it as "a socially awkward or improper act of remark." This probably doesn't qualify as improper, but has definitely become socially awkward to me. It's probably because to me it feels impersonal, routine, boring, etc. The reality is we probably have a lot to talk about.

Are we so removed from others that relationships are just given a pass? I propose a new question: "Hello - What's the best part about your day today?" This question surely gives the person another answer from the normal. An answer that will engage us, brighten their day and even ours. Wouldn't you rather hear about something positive from someone rather than just the okay?

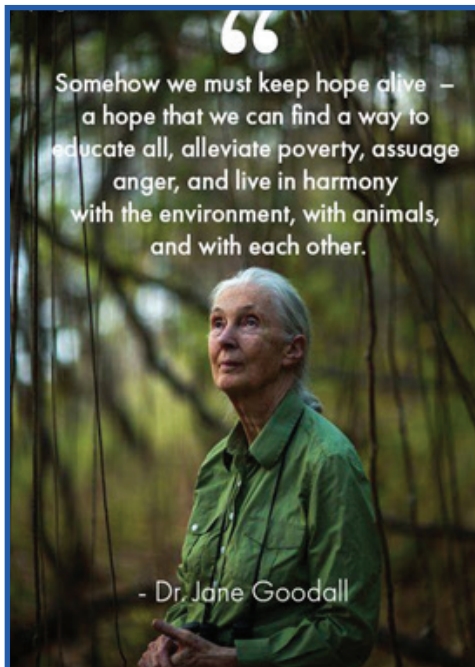
I recently watched a short video about Jane Goodall and a very special hug she received from chimpanzee Wounda upon her release back into the wild. To Wounda, everything was not just okay, nothing new. It was so much more basic for her, a life of happiness. Her appreciation and love for a new opportunity was truly moving. We see this with all animals. It's not about what we look like, what our job is, or what we do every day. When we come home to them at night, they are certainly always happy to us.

If they could talk, I'm sure they wouldn't give the "it's okay, nothing new" answer. To animals it's about basic love and hope for something good in a day.

As we endure the winter blahs, my mind thinks about the big picture. Maybe it is just my internal drive to make each day better, or maybe it's the effects of society today upon my social values. As a society, we are always in a hurry, so we just gloss over the basics as if they don't matter. I insist that the basic core of our everyday life does matter, just as it did to Wounda. Our lives are new every day, and every day isn't always just okay. Every day a new opportunity! Every day can be a lesson, an accomplishment, or overcoming a challenge.



**Dawn Pochop**  
Human Resource  
& Safety Manager



Jane Goodall's message is about hope. Jane can be quoted saying, "What you do makes a difference and you have to decide what kind of difference you want to make." I have this quote posted at my desk, to remind me that I can make a difference. In today's world we are adjusting to new ways in society, some good, some bad. But if we stick to basics in spite of all challenges and differences we face, we remember to use our voice to encourage. We use our heart to support, and we use our mind to appreciate and learn.

*"It is these undeniable qualities of human love and compassion and self-sacrifice that give me hope for the future. We are, indeed, often cruel and evil. Nobody can deny this. We gang up on each one another, we torture each other, with words as well as deeds, we fight, we kill. But we are also capable of the most noble, generous, and heroic behavior."*

*~ Jane Goodall, Reason for Hope: A Spiritual Journey*

# Grain Marketing 2022, the what, why & whens?



**Layne Bussey**  
Grain Marketing

## **What don't we know about next year: what our yields will be? How high the market will go?**

From a business viewpoint, do we need to know what the high price of December corn or November beans will be? No, we really don't. It is more important to know what our yields can be so we have an idea how many bushels we will have

to sell. We can't predict the weather, but our yield history has that historical value for us.

Last year we spoke of selling fewer bushels more often, so our average selling price would be higher. We also spoke about focusing on profitability and not just the price. Visit with your location's grain staff as to what type of contracts that leave the topside open.

Will it be an extended price contract, which generates cash and exposes us to futures market price moves, up AND down? Is it an averaging season price contract so you are marketing during a period of time that is historically higher than harvest? Or is it a standard fixed-forward price contract with no bushel minimum? The idea of "one size fits all" is not a marketing strategy;

that's why we offer so many contracts. We have one to fit your needs. At the upcoming annual meeting we will talk about several of these contracts and how they work.

Growers are going to do, what they want to do, when they want to do it: we always have, and we always will. That independence is what has always made us successful. Growers need to be able to do what needs to be done in a manner that fits them individually. That is why the "one size fits all" approach to grain marketing fails. Different cash flow needs, different risk bearing abilities, different personalities all lead to different strategies and to different grain contracts.

## **What do we know about the year in front of us?**

Inflation is higher. Interest rates are headed higher, but just how high? Input costs are higher. How high will they go? Commodity prices are higher-will they remain high? Historically, with these types of markets with prices at historic highs, don't last forever. The volatility we are experiencing "in the dead of winter" is near or at production summertime levels.

We know what the "average" seasonal price history is for December corn and November beans. We know why the market is doing what is; we know what the market is doing; and we know which contract to use in this market environment. Now, we just need to make the decision!

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## **Farmers Pride Scholarships!**

Farmers Pride will once again be awarding five \$400 scholarships to seniors in the Farmers Pride footprint. This scholarship aims to provide recognition to some of the most talented and deserving students in northeast Nebraska.

With the hope to aid a local senior enrolling in an agriculture-related program at an accredited post-secondary Nebraska college, Farmers Pride is offering scholarships to graduating seniors in Battle Creek, Bloomfield, Ewing, Laurel, Lutheran High Northeast, Madison, Neligh, Newman Grove, Norfolk, Norfolk Catholic, Oakland, O'Neill, Osmond, Pierce, Plainview, or Scribner/Snyder schools.

Students must complete an application form and write a 1-page summary explaining their outlook upon agriculture and the importance of cooperatives in their community, including specific ways that Farmers

Pride is able to assist them/their family in their farming operations, and submit to the vocational ag instructor or guidance counselor of their school, who will pick the top two applicants from each school and send to Farmers Pride by March 4, 2022. Farmers Pride will make final winner selections by April 1st, 2022.

Copies of the scholarship application have been sent to all schools listed.

For any questions, or to get a copy of the criteria and an application form, please contact our HR team (Dawn or Tristan) at 402-675-2375.

Good Luck!





# The Race has Started!

**Jerome Irlmeier**  
Sales Manager

The outcome of the calving and breeding season and fall weaning results are heavily influenced by the nutritional status of the mother cow at calving.

Proper supplementation of available nutrients, especially protein, are required to facilitate rumen function and microbial fermentation. Energy in the diet must meet the needs of production and in all animals there is a priority for nutrient use. The most economically important function of the beef cow, reproduction, is the last function to be supplied with energy. In addition, energy requirements increase significantly during the last third of pregnancy and while the cow is producing milk.

Low energy intake during late pregnancy can result in:

- slightly lowered birth weights
- higher death rates in newborn calves
- lower milk production
- lower weaning weights
- increased days to first heat
- reduced conception rates

Without adequate amounts of protein in the diet, daily feed consumption drops off, feed passage rates decrease and overall digestive efficiency declines. A lack of protein in a diet can create a cyclical problem that magnifies itself.



Remember that most of the transfer of antibodies from colostrum to the calf happens in the first 6 hours. The first day sets the stage for the rest of his life.

Lastly, one must always remember that the mineral program during the period of calving through breeding



is very important for maximizing first service and total conception rates. Each cycle a cow doesn't breed will decrease weaning weight by at least 50 pounds and each cow that ends up open would have bought a lot of high quality mineral.

In many situations, mineral supplementation may be the most neglected program. Increased genetic potential for performance requires the need to maximize nutritional inputs in order to maintain economic sustainability. Progressive Nutrition mineral is designed to balance the inadequacies of the forage and is likely the least expensive supplement that a rancher will buy.

Your PN Feed Consultant is highly knowledgeable in all aspects of cattle nutrient requirements and product supplementation. Those recommendations may include Progressive Nutrition Mineral, Cubes, Tubs, or Liquid supplementation. Use these professionals for all of your forage or water testing and supplementation recommendation needs.

- Rumensin can be fed to breeding cows up to 200 mg per head per day. It helps prevent the cow from shedding coccidiosis that can harm the calf as well as helps her be more feed efficient.
- Bio-mos has been shown in trials to improve the immunoglobulin level of colostrum. This helps the calf develop a strong immune system.
- Provide cows with adequate amounts of free choice white salt.
- Make sure cows have adequate space to all receive their portion of the diet including adequate water. If you limit this space too much, boss cows will cause the more timid cows to receive inadequate nutrition.

**Contact one of our Nutrition Consultants for expert advice!**  
**Chad Schomberg**  
**Stephen Wattier**  
**Cody Sitz**  
**Greg Schulze**  
**Dan Stark**



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PERMIT NO 776

*We are a locally owned Agricultural Marketing Cooperative with the mission of strengthening the well-being of Agricultural Producers, Employees, and their Communities.*

## ANNUAL MEETING

**Please Join Us at the Northeast  
Community College Lifelong  
Learning Center!**

Date: Tuesday, March 8, 2022

Time: 9:15am Informative Sessions  
11:30 Meeting  
Lunch to follow

*Join us for this year's informative sessions:*

### **Carbon Credits-The How & Why's**

Mariah Murphy, TruTerra, Manager of Owner Engagement

### **Weed Management in Short Supply Season**

Mark Heinemann, Winfield United, Regional Agronomist

### **Grain Markets**

Kevin Gonnerman, Stone X, Grain Analyst

### *Agenda:*

Welcome & Board Chairman Report

-Dennis Kuchar

Nominating Committee Report

-Tim Spatz

Financial Report

-Paul Heybrock

President's Report

-Dean Thernes

Legislative Issues for Agriculture

-Rocky Weber, Nebraska Coop Council

### **Fertilizer Markets**

Troy Bowman, Winfield United, Director Crop Nutrients

### **Do's and Don'ts of DEF Fluid**

Larry Walderbach, Brenntag, Regional Sales Representative

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