



UNITED FARMERS COOPERATIVE'S MISSION STATEMENT

"To Provide Innovative Services, Products and Knowledge, for the Benefit of our Members, while Exploring Opportunities for the Future"

Tough Situations Build Strong People



by John Pruss, general manager

What a winter we had this year, from the tremendous snow to days of bitter cold and fierce winds. While we're glad spring is finally here, it's shaping up to bring its own set of challenges. When you work in agriculture, though, you don't back down from a challenge.

The first day the thermometer hit 20 degrees below zero this winter, your United Farmers Cooperative (UFC) team members were loading a shuttle train in Red Oak. The next day, other UFC team members loaded rail cars in Osceola. Even on the worst days this winter, UFC continued to haul 100 loads of feed a day to hungry livestock in our trade territory.

No matter what Mother Nature or the economy throws at us, the managers and directors of your cooperative step up to the plate to position your cooperative for success. This February, we held our annual board retreat. We invest this time to look at where UFC has been, where we are at now and how we can move forward to serve you effectively and position UFC for long-term success.

We're excited about changes we're implementing to offer more value for you. We've hired Tony Hoskins as our feed ingredient manager/grain origination manager. He brings 25 years of grain industry experience to this role and is our in-house specialist to help you with grain contracts, grain marketing plans, and understanding how

BOARD OF DIRECTORS REORGANIZATION

United Farmers Cooperative's board of directors recently completed a reorganization process. Leadership now includes:

- Kent Swanson, board president
- Larry Weis, vice president
- Steve Hefflefinger, secretary
- Brian Fuller, assistant secretary



global markets affect local markets. Learn more about Tony on page 4.

We're also excited about new tools we're using in agronomy, including software to help with efficiency and profitability. Read more about this on page 3.

In our continuing review of all facets of UFC's business, we made the decision to seasonalize some UFC locations, including Macksburg, Morton Mills, Shenandoah and Hamburg. We'll continue to assess all areas of the business as we look to maximize resources efficiently and focus on profitability and growth.

While agriculture has faced some tough times lately, from the harsh winter to low commodity prices, tough situations build strong people. They can also build strong cooperatives, if you make the right decisions. We try to make the best decisions every day so UFC is here for you, now and in the future. Thanks for your continued support. 🌱



HURRY UP CAN HURT:

3 Tips to Stay Safe when Using Anhydrous Ammonia

by Marty Cameron, safety and compliance director

When that little voice says, “I wonder if this is safe to do,” it probably isn’t—especially with anhydrous ammonia.

- 1 Use personnel protective equipment (PPE).** Must-haves include gloves impervious to anhydrous ammonia that are rolled up at the cuff, and safety goggles. Never wear contact lenses when handling anhydrous. Also, wear a long-sleeved shirt and pants when working with anhydrous.
- 2 Tow nurse tanks safely.** A fully loaded, twin nurse tank running gear weighs at least 15,000 pounds. It’s recommended that you use nothing smaller than a 3/4-ton pickup to pull these tanks. When pulling tanks in the dark, you must have a flashing light on the back tank. Travel no faster than 35 miles per hour, slow down for curves in the road, and stop at all railroad crossings.
- 3 Follow proper first aid.** If you get anhydrous on your skin or in your eyes, flush the exposed area for a minimum of 15 minutes or more after exposure. If the exposure is severe, seek medical attention as soon as possible. 🌊

Meet

Ashley Dillon

Energy Department
Accounting Manager



If you have any questions on your energy bill, Ashley Dillon is the person to call. She came to UFC through the merger with Tay-Gold Cooperative, and she's based in our Creston office.

Ashley handles all the fuel cards, assists customers with billing issues, writes fuel contracts and helps recruit new UFC energy customers. "We've picked up a lot of new business in UFC's east territory, which is great," she says.

Q: What's your background?

A: I grew up in Corning and earned my bachelor's degree from Northwest Missouri State in 2008. I worked for Tay-Gold for 10 years, where I was in charge of accounting and human resources.

Q: What do you like about agriculture?

A: Farmers are entrepreneurs who provide essential

products. We try to give them the best tools possible to run their own businesses successfully. These farmers also own UFC, since we're an ag cooperative. I like the fact that cooperatives are community-minded. They care about their employees and the people they serve.

Q: What keeps you motivated?

A: I enjoy agriculture and accounting, and want to keep learning more. In 2017, I returned to Northwest Missouri State on a part-time basis to earn my master's of business administration (MBA), which I'll complete this May. I'm excited to help grow UFC's energy business. If you have any energy-related questions, contact me at 641-782-7202, or adillon@united-farmers.com.

Focus on ROI Per Acre Per Field

by Dave Shields, information technology systems manager

While we've seen nearly a 60% adoption rate with precision ag technology, it doesn't mean this data is helping drive farm management decisions. Today, maybe 30% of growers are using multiple data layers to make decisions. This tells us that obtaining, using and evaluating data to drive decisions for the best return on investment (ROI) per acre and per field has a long way to go. That's why your cooperative is investing in FieldAlytics® software to help you make the right decisions for the best ROI. This powerful technology will allow us to:

- **Create field profiles and combine data layers.** Your UFC agronomist will work with you to enter field boundaries and other key data in the system. The technology will compile the data of actions to fields, and then be available for margin evaluations. Whether you need us to spread straight rate fertilizer or need more complex Rx services on your acres, FieldAlytics will allow us to do many things within the same system.
- **Manage work orders efficiently.** Logistics management will also allow us to easily track our application equipment and plan jobs more efficiently for the grower and the coop.
- **Develop management zones for you.** These zones will be created based on soil type, previous yield, satellite imagery and other data, plus these zones are connected to other precision ag tools like WinField's R7® Tool and Climate FieldView™. All these resources work together to help streamline variable-rate seeding, fertilizer and other applications in these zones and provide a record of all things done to a field.

We look forward to putting this new technology to work for you for your best ROI per field. 🌱

Meet Tony Hoskins

Feed Ingredient Manager/
Grain Origination Manager

Risk management is a key to success in any farming operation, but there's a lot to learn, especially when it comes to grain marketing. That's why we've added Tony Hoskins to the UFC team.

Tony serves a dual purpose. He assists K.C. Nash, UFC's grain department manager, with grain origination. He's the in-house specialist who helps UFC's employees, members and customers better understand the grain contracts.

On the commercial feed/grain processing side, Tony helps Jason Delay, UFC's commercial feed department manager, with merchandising and inventory management of soybean meal, distillers dried grains, soyhulls and other ingredients used in UFC's four feed mills.



Q: How can you help me with grain marketing?

A: I'm available to help answer your questions, help you better understand the marketing tools available, and create a marketing plan to help you diversify your risks in today's cash marketing environment.

Q: What's your ag background?

A: I grew up in north-central Nebraska. After graduating from O'Neill Public High School, I earned my bachelor's degree in ag business from the University of Nebraska. Since then, I've spent 25 years in the grain business, where I've handled grain accounting, grain merchandising and grain origination. I've also served as a grain marketing advisor to producers.

Q: What do you appreciate about the cooperative system?

A: I've worked for companies ranging from Cargill to Cooperative Producers, Inc., so I've seen a variety of different business structures. Since co-ops are locally owned by farmers, this gives key insight into members' unique needs.

Q: What opportunities do you see for UFC?

A: We continue to make progress on the new addition at our Creston 2 location. The new bin site and scale will be completed in June 2019, creating new opportunities for our grain patrons and improved efficiencies for UFC. We're also looking at developing more grain marketing contracts to give you more options. We'll continue to identify more market opportunities to add value to your grain, as well.

Q: Where might the corn and soybean markets be going?

A: The market continues to deal with huge soybean stocks domestically and globally. I recommend cashing out old-crop beans and adding the \$1.65 EMP payment. For new-crop soybeans and corn, have offers in place to start making sales when opportunities arise. We're approaching the time of year when the best opportunities to market new-crop grain occur. Talk to your UFC location about the tools available to help manage risk and diversify your marketing plan, including hedge-to-arrive (HTA), basis and minimum price contracts.

Q: How can I contact you?

A: My direct number in Red Oak is 712-829-7422. My number in Afton is 641-347-8827. I look forward to hearing from you. 🍀

Premium is Premium, Right?

by *Tianna Fisher,*
certified energy
specialist



With almost no regulation around the word "Premium," it's easy to see why there's confusion in the marketplace.

To be "Premium," a vendor must add "something" to the fuel that wasn't there before. That something is the difference between a complete seven additive package or not. It is also the difference in the perfect treat rate. Did you know that in order to get the same detergent treat rate (to clean up and prevent injector fouling) as Cenex® RoadmasterXL or Ruby Fieldmaster®, you would need to use more than three times the treat rate as an off-the-shelf brand contains?



The problem is, too much of the other additives can start to do more harm than good. Our diesel is precisely injected at the terminal. Don't play chemist when it comes to the fuel that helps run your operation. No more guess work. No more "glugs".

It's important to look for it by name, as some Cenex locations also carry nonpremium diesels. UFC is proud to offer only the "Premium" Cenex Roadmaster XL and Cenex Ruby Fieldmaster diesel at our pumps, as well as on our bulk fuel tank wagons.

Yes, that's right --bulk premium highway diesel is now available to our customers in the Clearfield/Lenox area! Need help with securing a tank for it? Call or stop in for details! 🍀

JOIN UNITED FARMERS COOPERATIVE'S HIGH-YIELD CORN AND SOYBEAN CONTEST!

\$500 cash prizes will be awarded to each of the top three corn and top three soybean growers who are the UFC agronomy customers with the highest whole-field average corn or soybean yields. Data must be documented with both yield-monitor data and elevator grain scale ticket information submitted to your UFC agronomist by Nov. 15, 2019. The field must be at least 20 acres in size.

Can Early Planting Bring Back Soybean Profitability?



by *Stephen Eschenbach,*
seed agronomist

If you're like most growers in our area, you plant corn first and soybeans second. However, I've attended several meetings in the last two winters that have challenged my thinking on this.

Many of you have heard about the 2018 planting-date study we conducted here at UFC. It confirmed better yields in general in southwest Iowa from early soybean planting, compared to "normal" or later planting dates.

Not only did we see the best yields with early-planted soybeans, but we also had sufficient (greater than 100,000 plants per acre) stands of soybeans planted on

both April 12 and April 23. Remember that April 2018 broke records as the coldest April in 123 years of Iowa weather records.

While those early-planted 2018 beans took several weeks to emerge, once they came up, they were able to spend more days harvesting sunlight, creating more nodes where pods could attach, and producing larger soybeans, which led to higher yields.

Counting the cost of delayed planting

On the flip side, our data suggest that for each day of delayed planting after the first planting date, there was a 0.22 bushel-per-acre decrease in soybean yields, on average. This equates to \$1.98 per acre per day when soybeans are \$9 a bushel.

Note that corn has more to lose than soybeans when planted into cold soils. Uneven emergence or lost stand will hurt corn yields significantly, while soybeans can better tolerate stand unevenness and even low densities.

Data from Iowa State University on corn planting dates show 98% of maximum yield potential can still be achieved with planting dates from April 17 to May 8. Also, 95% of maximum yield can be achieved from planting between April 11 and May 13.

There are many geographies, including Illinois, where farmers are profiting from planting soybeans first. Rather than shoving our corn in the ground in a hurry, we'd be better off planting beans first and waiting to plant corn until conditions are better. This will give us an opportunity to put soybean profitability back in the black without hurting corn yields. 🌱

AVERAGE YIELD BY PLANTING DATE RED OAK, IOWA 2018 PLANTING DATE STUDY

April 12	54.7 bu/acre
April 24	50.3 bu/acre
May 8	48.6 bu/acre
May 18	46.8 bu/acre
Yield Loss from Earliest to Latest Planting Date	7.9 bu/acre or \$71/acre (\$9/bu)



PO BOX 19 • 196 E Railroad St
AFTON, IA 50830-0019

PRSRT STD
U.S. POSTAGE
PAID
VISTACOMM

AFTON 641-347-8428	CORNING 641-322-4310	DIAGONAL 641-734-5303	HAMBURG 712-382-2016	MOUNT AYR 641-464-3821	SHENANDOAH 712-246-2474
ANITA 712-762-3217	CLEARFIELD 641-336-2311	ESSEX 712-246-2474	LENOX 641-333-2202	OSCEOLA 641-342-2139	STANTON 712-829-2117
ARISPE 641-347-8428	CRESTON FEED RETAIL 641-782-7202	FARRAGUT 712-385-8176	MACKSBURG 641-768-2436	RED OAK 712-623-2575	VILLISCA 712-826-2232

How Far Will You Drive for Superior Customer Service?



by Mark McCaffrey,
retail manager

Last summer, I got a call from a gentleman near Ashland, Nebraska, who was looking for a specific decking product. He had seen UFC online and wanted to know if we carried MoistureShield composite decking. When I said yes, he told me more about his project.

He runs a lake dredging business out of Nebraska and also has a home in Canada. He wanted to build a boat deck at his place in Canada and was having a tough time finding MoistureShield, which comes out of Des Moines. He told me he hates dealing with big-box stores and was thrilled we carry this product.

He was so pleased, in fact, that he placed a very large order. While this might have been a once-and-done job, especially since he lives quite a distance

from our Red Oak store, there's more to the story. He has chosen to do business with us a number of times since then and has brought his wife along to meet the folks at our store. He said he really appreciates the personalized service and the way it's easy to do business with us.

To us, this is what taking customer service to the next level is all about. It means making your life easy, whether you are building a new deck, a new house, or you just need parts for your livestock waterers or a bag of show feed. We tailor our product line to things local people need, and we can handle special orders, too.

If you haven't checked out our Country Stores in Red Oak and Mt. Ayr, I invite you to stop in soon. We appreciate the chance to earn your business. 🍀



Remember us for all your Ritchie and Bohlman waterer repair parts.