



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"

Lessons Learned from the Crazy 2019 Anhydrous Season



by John Pruss, general manager

There's nothing like family to keep you humble, right? I was reminded of this one night this spring when we were in the mad rush of the 2019 anhydrous season. It was all hands on deck, so I pitched in to get the job done.

When I came home that night after a hectic work day, I was telling my wife, Michelle, how we were putting out a year's worth of fertilizer in a little under two weeks. I've been in this business more than 30 years and have never seen an anhydrous season like this.

Her comment? "Well, back in February you should have hit the treadmill."

I didn't see that one coming.

The more I thought about it, though, she was right about the value of preparation. You can't manage the busy spring season at the cooperative or on your farm if you don't start preparing months in advance.

Positioning UFC for long-term success

When our agronomy team was working around the clock to get fertilizer applied this April, other team members unloaded 27 railcars of anhydrous, which equates to 108 truckloads. We also pulled anhydrous out of Sioux City, Fort Dodge, Creston, Blair and Beatrice, Nebraska; Woodward, Oklahoma; and Arkansas.



In addition, our grain team loaded a shuttle train, and our feed team produced 2,200 tons of feed each day in April. I'd like to thank all of United Farmers Cooperative's (UFC) team members for their hard work and dedication, along with your patience this spring.

None of this happened by accident. We value teamwork, trust, and planning at UFC. Our goal is to keep things running as smoothly as possible to serve you, no matter what.

This is why we invest resources strategically to position UFC for long-term success. The anhydrous bulk plant we invested in at Mt. Ayr, for example, let us run three to five days longer before we ran out of supply.

We'll continue to look for ways to invest resources in UFC to serve you efficiently and keep your cooperative strong for years to come. I appreciate your ongoing support. 🍀

"WE'LL CONTINUE TO LOOK FOR WAYS TO INVEST RESOURCES IN UFC TO SERVE YOU EFFICIENTLY AND KEEP YOUR COOPERATIVE STRONG FOR YEARS TO COME."

Combat Fear with Firm Offers



by **Tony Hoskins, feed ingredient manager/grain origination manager**

If there's one word that seemed to define many farmers' attitudes towards the grain markets this spring, it was fear.

At best, the markets were humdrum, with little to spark any rallies. There has been plenty of negative news. Burdensome supplies of soybeans remain. Tariffs continue to drive America's ongoing trade war with China. African Swine Fever is spreading across China and beyond, with more than 40% of China's swine herd destroyed, according to some reports.

The commercials are at a record long position. If the funds would come in and start covering their shorts, we could potentially see a 20-cent rally in corn. Soybean prices tend to follow corn, but huge supplies remain a challenge.

What's a farmer to do? I'd like to see more of you use firm offers for old-crop and new-crop. Have your target offers in place for if and when the market rallies, and you'll have one less thing to worry about.

Firm offers are a great choice for any grain marketing plan and work for you 24/7. Firm offers fill automatically, even during overnight trading. It's not unusual for market highs to occur overnight. If the price you set hits, you've got a guaranteed sale and incremental profits. If it doesn't, you're under no obligation.

A firm offer is a great way to add some discipline to your marketing and free you from fear. If you'd like to learn more about using firm offers to boost your profit potential, contact me at 641-247-1126. I look forward to working with you. 🍀

Meet Tony Holder

Agronomy Department Manager

You just never know where your first job can take you. Just ask Tony Holder, the new agronomy manager for UFC.

Q: What's your ag background?

A: I grew up in Rockwell City, where one of my first jobs was working on a bean walking crew when I was 12. I earned my ag business degree from Iowa Lakes Community College and have spent my entire career in agriculture. For nine years, I worked at a northern Iowa cooperative, first operating a floater and then as an agronomist. Then, I served as a district sales manager for a seed company in western Iowa/eastern Nebraska. I managed the chemical and seed departments at Agriland FS in Winterset for the past seven and a half years before I joined UFC this spring.

Q: What do you appreciate about the cooperative system?

A: The customer is the owner here. I also like the way a cooperative has a family feel, rather than a corporate feel. The co-op touches every part of a farmer's operation, including agronomy, grain, feed and energy, so we're all in this together.

Q: What opportunities do you see for UFC?

A: We're striving to be a premier co-op and continue to look for ways to invest resources in UFC and keep your cooperative strong for years to come.

Editor's note: Outside of work, Tony likes to spend time with his family, including his two grown daughters who live in Des Moines and Kansas City, and his a 16-year-old son, who enjoys playing sports. 🍀





This new 350,000-bushel bin and 15,000-bushel-per-hour grain leg will soon be operational in Creston, across from the feed mill.

New Grain Bin Takes Shape at Creston Feed Mill



*by Jason Delay,
commercial mill operations manager*

There are lots of big changes ahead for our Creston feed mill that will benefit you, since we'll be able to receive corn directly off the farm.

North of the feed mill we've added a new 300,000-bushel bin and a 15,000 bushel-per-hour grain-receiving leg. A conveyor roughly 130 feet in the air is being constructed across the road from the new grain complex to the feed mill. We're also adding a new office at this grain complex, along with a new scale.

We plan to have this new facility operational by early this summer. There will be a new scale entrance and delivery route around our Creston feed mill. Watch for more details.

More efficiency equals more feed

UFC is currently grinding about 20,000 bushels of corn a day for feed. Having corn delivered directly to the new grain complex will save your cooperative about \$1,000 a day in trucking costs.

We're also changing how we receive ingredients at the mill. We'll be able to receive two ingredient trucks at the same time instead of just one. This will cut our total ingredient receiving time by 50%, which will allow us to speed everything up.

While it currently takes us about 20 minutes to make a truckload of feed, we're getting close to cutting this time in half. We'll soon be able to mix 24 tons of feed in seven to nine minutes. This equates to roughly five more truckloads of feed a day.

Our goal is to make more feed with less labor, and improve your bottom line by providing more markets for your grain. Thanks for your continued support of UFC. 🌾

COW RESCUE R40



- Rumen Friendly (Complements Grass)
- 12% Protein
- Good Source of Added Energy
- Pelleted

Feed
4 - 10
pounds per
head per day

***\$155.00/ton**
Bulk FOB
Creston, IA
3 ton Minimum for Delivery

Reasons to Supplement Cows and Developing Heifers:

- Increase Body Condition
- Improve Immue Function
- Flushing Before Breeding
- Increase Conception Rates

Turn this



Into this



United Farmers Cooperative is also currently taking bookings for our Framemaker Creep. Get your needs covered today at our low booking cost. Call for Pricing. Price and Booking are for the period May 1st through Sept. 30th, 2019.



For more information, call
Randy Pettit at 641-347-7093 or
Troy Goretska at 641-344-2087.
Or stop by and visit with our sales staff at
any of our 6 retail feed locations.

Prices subject to change. No warranty of results is made due to differences in environment, genetics, health and management. This product is made in a feed manufacturing facility that does not handle or store products containing animal protein prohibited in ruminant feed.

Welcome Blaine Steffen, Red Oak Country Store's New Lumberyard Manager

As Mark McCaffrey prepares to retire from the Red Oak County Store and lumberyard after 41 years of service to the co-op, we're please to welcome Blaine Steffen, who joined UFC in early May 2019. Blaine brings a wealth of practical experience and has appreciated the chance to work with Mark, who will retire in June.

Q: What's your background?

A: I'm a southwest Iowa native who grew up on Griswold. I earned my degree from Central College in Pella. When I was right out of college, I blew the motor in the 1989 Pontiac Grand Am I'd driven since high school. I needed a job to pay the bills and started working at Menards in Council Bluffs. What started as a part-time job grew into a full-time job I had for five years. Then I started working for Akin Building Center for 11 years and managed the Atlantic store before joining UFC.

Q: What do you appreciate about a locally-owned business like UFC?

A: I appreciate the friendly people, and I like getting to know the contractors who stop by every day.



Q: What do you enjoy about the lumberyard business?

A: This is a fast-paced business, since there are always new building products hitting the market. I like to learn and keep our customers updated.

Editor's note; Blaine is a father of four, including a 19-year-old son, a 10-year-old daughter and twin 4-year-old boys. He enjoys coaching t-ball in his free time. 🍀

Thanks for the Memories



When Mark McCaffrey was in college studying the building trades, he thought he'd be a carpenter or contractor. He started to wonder, though, if he was really cut out for this kind of work. Then a chance meeting with the Lumbermen's Association of Iowa president changed everything.

"I met this guy through dumb luck," Mark said. "He asked if I'd be

interested in getting on the other side of the counter."

That simple conversation prompted 20-year-old Mark to accept a counter sales job at a lumberyard in Grinnell. "It just stuck," said Mark, speaking of his 46-year career, which ends in June when he retires from UFC.

When Mark accepted a new job in February 1978 at United Farmers Mercantile Cooperative, he thought Red Oak would just be a stop-over along his career journey. After all, those were the days when most small towns had at least one lumberyard, and some had as many as three. "I really enjoyed the co-op, though, and raised my family here in Red Oak," said Mark, who grew up near Manilla.

While there have been dramatic changes in the lumberyard business through the years, largely driven by computer technology, the basic keys

to success never change. "This is a relationship-driven business," said Mark, who has built many long-term personal relationships with clients and vendors. "How you treat the customers has become more relevant than ever."

While Mark will miss many of the clients and vendors he has worked with through the years, he's grateful he had the chance to grow his career at UFC. "The co-op has been good to me."

Editor's note: Mark's wife, Jan, and the couple's daughter in Council Bluffs already have a list of home improvement projects for Mark to work on after he retires. Mark also looks forward to helping his brother Roger, who farms near Manilla. 🍀

Propane Safety: We Care About You!

Propane is an economical, clean burning and efficient by-product of crude oil production that, when handled correctly, is a safe method to provide energy to your home and agricultural operations.

As your trusted propane supplier, it is our responsibility to annually educate, inform and warn our customers about the dangers associated with the improper use or handling of propane gas.

A propane purchase from United Farmers Cooperative within the last year will guarantee that you will receive a propane safety information letter in the mail that will explain important information regarding propane. Some content includes a copy of our propane delivery policies, a scratch-n-sniff area to sample what propane smells like, information on carbon monoxide poisoning and, most importantly, what to do if you smell gas in your home. If you suspect a propane leak in your home, immediately leave the building without doing anything to cause a spark. Do not even put on a coat until you get outside (static spark) or turn on/off a light switch. The next step is

to shut off the service valve on the propane tank to stop the flow of gas into the building.

Then, first call your UFC propane contact person or office, and then, if no answer, me, Darin Schlapia, at 641-202-1403. If you cannot reach anyone just mentioned, dial 911 immediately.

A common cause of a strong odor of propane in your home is caused by a very dangerous condition called "out of gas" when the storage tank outside runs empty, most likely because the customer is not on a scheduled delivery program. Keep your family safe and utilize our reliable scheduled delivery system as a tool to help us help you keep your tank full so this dangerous condition does not happen to you. Please look forward to receiving your propane safety information in the mail and in the meantime, type this link into your web browser for some great safety videos and information about propane and propane systems: <https://propane.com/safety/safety-series-videos/>. 🌊



Watch for Your Propane Contract

Aren't you glad the cold winter is over? We figured the average homeowner in our trade territory used 80 to 90 more gallons of liquid propane (LP) this past winter than the previous winter to heat their homes.

Everyone who purchased LP from us last year will be getting a new contract offering in the mail for the upcoming 2019-20 heating season. Your contract will note the last two years of your LP usage to help each customer determine the amount of gallons to contract. The ability to see your actual historical usage is great tool to remove confusion from the contracting process and help customers lock in the appropriate amount of gallons needed.

Along with our deposit and pre-pay program, did you know we have an awesome program to help you manage your money when it comes to your energy bill? It's called budget billing. You make 12 even monthly payments,

Know the location of your shutoff valve

In the event of a propane leak, it only takes a small flame or spark to ignite the fuel. That's why it can be very helpful to close your shutoff valve — if you stop the flow of propane, you can help make the situation much safer until qualified professionals arrive.

Take a moment to become familiar with your shutoff valve now, then rest easier all year long!



The main shutoff valve is located at the top of your propane tank.



by *Darin Schlapia*,
energy department manager

there's no deposit, and the contract is automatically renewed each year.

Regardless of the contract type you choose, all contracts include and require our scheduled delivery provision, which means you don't have to worry about running out of propane. The investment we have made to install and maintain in-truck computers helps our propane specialists determine when to come fill your tank and provides easy-to-read, information-packed delivery tickets to keep everything transparent to our customers.

Our energy business continues to grow, thanks to loyal customers like you. Thanks for choosing to do business with us. We look forward to serving you. 🌊

3 Ways the Wrong Fuel Could Hurt You



by *Tianna Fisher*,
certified energy specialist



Do you have a copy of your last fuel invoice? Have you really looked at it or know what it means? It pays to know what you're buying, especially with diesel.

Some suppliers promote "premium" fuel, but that's a very loose term with no clear definitions. What you don't know could hurt you by:

1 Lowering fuel economy and performance. Without the right additive package, diesel may not give you the best fuel economy or high cetane levels, leading to lower fuel efficiency, slower starts, and less power.

2 Shortening fuel equipment life. Cheaper diesel without the right detergent package may not prevent costly fuel injector failure or extend the life of injectors and the fuel pump.

3 Costing you more in the long run. While some of our competitors' prices seem lower, we've seen cases where people paid up to 5 cents a gallon more than the initial price, due to extra handling and HAZMAT fees the supplier didn't mention up front. We don't do that. Our prices are competitive—and are sometimes lower than other suppliers' prices—when you count all the costs.

We carry full premium diesel year-round, including Cenex® Ruby Fieldmaster® (off-road diesel) and Cenex Roadmaster XL, plus we seasonally blend for cold-weather performance. Count on us to supply high-quality diesel that keeps you running. 🍃



Meet Rachel Bergren, Retail Feed Sales Specialist

Rachel Bergren is one of our newest employees at the Country Store in Red Oak, but she's no stranger to the local area or UFC.

This Villisca native interned in feed sales at the co-op about 10 years ago. "I enjoyed working with the team and learning more about our customers' needs," said Rachel, who earned her bachelor's degree in animal science from Iowa State University.

UFC carries a variety of animal feed and supplies and can handle special orders, Rachel added. "We're happy to help you find the right feed for your needs." 🍃



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CORNING
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HAMBURG
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MOUNT AYR
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SHENANDOAH
712-246-2474

ANITA
712-762-3217

CLEARFIELD
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ESSEX
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LENOX
641-333-2202

OSCEOLA
641-342-2139

STANTON
712-829-2117

ARISPE
641-347-8428

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RETAIL**
641-782-7202

FARRAGUT
712-385-8176

MACKSBURG
641-768-2436

RED OAK
712-623-2575

VILLISCA
712-826-2232

Ed Booth Joins UFC's Energy Department

Ed Booth isn't new to UFC, but he is taking on a new role—propane delivery driver and propane sales for the eastern territory.

"I know a lot of people from Mt. Ayr to Macksburg, and Creston to Osceola, and I look forward to working with them," said Ed, who began working for Farmers Cooperative Company in October 1994.

He's been a custom applicator, location manager at Osceola and Macksburg, and has run the fertilizer shed at Mt. Ayr. "I go where I'm needed," said Ed, who has a cow-calf operation south of Murray.

Ed looks forward to helping grow UFC's energy business. "I like how the cooperative is focused on helping local farmers. I hope we always stay that way." 🌿

