



Crews loaded a grain train in May at Red Oak.

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"

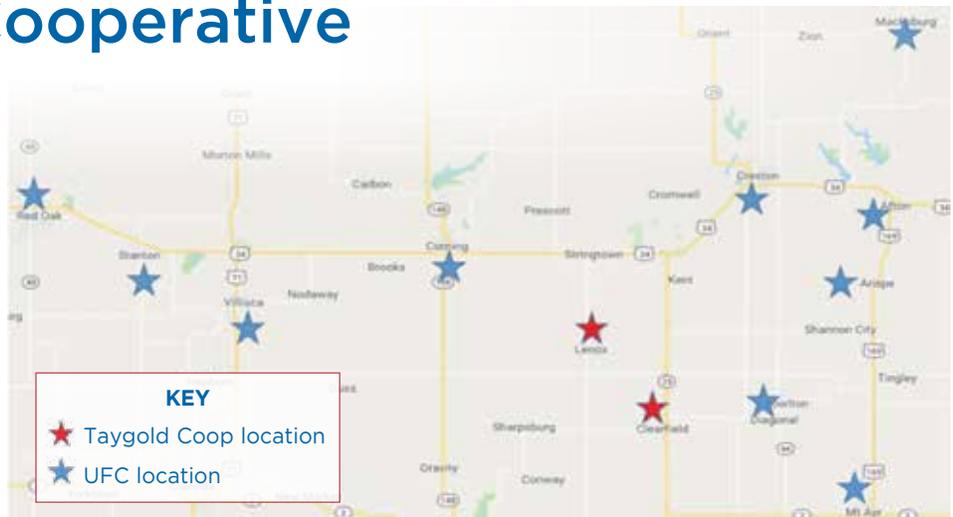
Selling Elwood, Seeking Opportunities with Taygold Cooperative



by John Pruss, general manager

As we define your cooperative's core businesses and core values, it was clear that it's time to reassess some parts of United Farmers Cooperative's (UFC) business. That's why we decided to sell our Elwood, Kansas, feed mill this spring.

As we studied the Elwood location, we struggled to justify the volume of feed manufactured and the associated operating costs.



With Elwood so far out of our trade area, we were not able to gain the efficiencies needed to justify maintaining the location.

When a pet food manufacturer made an offer to buy this location, we took it. Selling this location will not reduce our ability to serve our retail feed customers and UFC members.

What's next with the Taygold Cooperative?

UFC is also looking at a new opportunity to unify with Taygold Cooperative in southwest Iowa. If the members of Taygold approve this

vote, the two-location cooperative will become part of UFC by late-summer 2018.

Taygold has locations in Lenox and Clearfield, and the business is strong financially. The cooperative is also strategically positioned near UFC's locations in Corning, Diagonal, Creston and Mt. Ayr. Watch for more details soon about the Taygold unification opportunity.

Thanks for your continued support of UFC as we grow and evolve to serve you as efficiently and effectively as possible. We appreciate your business. 🍃



**TAKE A NEW LOOK
— AT US ONLINE —**

When you log onto www.united-farmers.com this June, things will look a little different—and we think you'll like the change. We've revamped our site to make it even more user-friendly and offer you more ways to connect with UFC, from grain bids to online bill pay. Check it out!

How UFC's Four Core Values Impact Our Six Core Businesses

by John Pruss, general manager



As UFC makes key business decisions, your board of directors and UFC's managers are always guided by UFC's four core values, including:

- 1 PROFITABILITY
- 2 GROWTH
- 3 EFFICIENCY
- 4 ADDING VALUE FOR OUR MEMBERS

UFC Launches Cenex Bulk Oil Service

Time is money on the farm, and we're pleased to offer Cenex bulk oil delivery to help save you time. These big totes offer convenience and a more competitive price than the smaller packages.

We're with you when it comes to reducing maintenance costs. That's why we carry Cenex® premium lubricants, uniquely formulated to withstand the intense challenges of today's high-tech engines.

Also, when you use Cenex lubricants and Cenex® Ruby Fieldmaster® premium diesel fuel together, you can enroll your equipment in the best warranty protection in all of agriculture – for up to 10 years or 10,000 hours. (Visit cenex.com for proof from many growers who have avoided the expense of major engine overhauls thanks to the Cenex® Total Protection Plan® warranty.)

For more information, contact our energy sales specialists Tianna Fisher, 712-370-8051 or Ernie Abell 641-202-2305. 

Our core values are incorporated into each of UFC's core businesses, which include:

- 1 **Grain.** We specialize in handling and marketing our members' grain, investing in modern facilities and working hard to provide competitive bids. Our goal is to provide the most competitive markets possible for our members' grain. We do this by connecting our members with markets that they can't reach on their own. That's the purpose of our railroads and shuttle.
- 2 **Commercial feed/grain processing.** We also create new markets for our members' corn, including corn processing through our feed mills to supply large hog owner/integrators. We create grain markets for our members by processing corn.
- 3 **Crop production.** We want to be a trusted source for agronomy and seed products, information and service. We will provide superior crop production expertise, equipment and services to our members, thanks to our skilled, knowledgeable team members who are motivated to serve producers and offer customized recommendations. Better facilities and equipment allow us to be more efficient than others in our market. This helps us provide better service, from spraying to fertilizer spreading.
- 4 **Retail feed/animal nutrition.** Our goal? Offer the best possible nutritional information and products to our members who produce livestock. We deliver results through the expertise of our own team and through our affiliates (Land O'Lakes™/Purina®, Cargill®, Great Plains, ADM Animal Nutrition™, etc.). All this helps us provide the highest-quality service and products, including bagged and bulk feed, to our producers. We also apply the knowledge gained from large, integrated livestock production in ways that can make smaller producers more efficient.
- 5 **Energy.** Our energy specialists are committed to providing our producers with the energy products and services they need to farm and to heat their homes. Our mission is simple. Be competitive, and never let the customer run out of fuel. That means going the extra mile, using new technology, better equipment, adequate storage and dedicated, skilled employees to serve our members. UFC offers premium products we stand behind. We also strive to lower our costs by growing and consolidating routes, trucks, people, etc.
- 6 **Rural retail.** UFC strives to offer the selection and convenience of larger city shopping to our rural areas. We offer lumber, hardware, convenience store merchandise, auto parts, pet foods and general farm store merchandise. We maintain and expand those product offerings and facilities that have demonstrated growth, profitability and convenience to our members.

Thanks for being part of UFC. We value your business. 

Are You Getting Your Money's Worth?



by **Kevin Rugaard**,
agronomy manager

When margins are tight, you need to make the most of your agronomy inputs to make the most of your crop's yield potential. Here are two things to help to maximize your investment:

- **Consider top-dressing nitrogen (N) on corn.**

First, ask if extra N is needed. Consider what the weather has been doing. Also factor in the hybrids you've planted. Some hybrids need extra N, while others don't. The main thing is not to throw fertilizer on your acres without assessing your crop's specific needs.

Work with your UFC agronomist to find the right options for your acres and get your money's worth. We add ammonium sulfate with N applications, since it helps with uptake. Also, a treatment of urea gives us time between application and rainfall to keep the N from volatilizing.

- **Select the right fungicide.** The time to apply preventative and curative fungicides is early July. Some hybrids are responsive to fungicides, while others aren't, so work with your UFC agronomist to see what makes sense for your crop. Just picking the cheapest fungicide might cost you more than you realize. Did you know the difference between the older chemistries and the newer chemistries can be 100%? While older chemistries might give you 8 to 10 bushels more per acre, newer chemistries can double this yield advantage, more than covering the additional \$3 to \$6 per acre cost of the newer chemistries.

Plan ahead

Making the most of your crop protection investment dollars is essential, now more than ever. The bottom line still drives this business, and you can't save your way to prosperity.

By July and August, we'll be starting on fertility plans for the 2019 growing season. Let us help you get a jumpstart on your fertilizer needs this fall so you're ready to plant next spring.

Contact your UFC agronomist for details. We appreciate your business and look forward to serving you. 🌿



GET YOUR LAWN, DECK AND HOME READY FOR SUMMER

Summer is here, and it's time to enjoy spending time outside. Our country stores in Red Oak and Mt. Ayr carry all the supplies you need to make your lawn, garden, and deck, porch or patio an inviting place to relax.

We offer:

- Grass seed, weed-and-feed, insect control and more
- Durable garden tools
- Decorative, solar-powered garden décor
- High-quality Penofin® wood stains and wood care products for decks and more

Enjoy convenient, one-stop shopping locally. Contact us in Mt. Ayr at 641-464-3821, and at our Red Oak Country Store at 712-623-2575. 🌿

MEET

Michael Christiansen

energy specialist



UFC is pleased to welcome Michael Christiansen as our new energy specialist and propane delivery driver. Christiansen brings a number of years of energy business experience to his new role, and he has built his career in southwest Iowa.

He replaces Duane Hardee who retired this spring after working as a propane delivery driver for 30 years and serving co-op members for 38 years. 🌿



Avoid “Inexpensive” Repairs the Easy, Affordable Way

by Tianna Fisher, certified energy specialist



When it comes to farm equipment, there’s no such thing as an “inexpensive” repair—and there’s no time for downtime.

That’s why I recommend the Cenex® Total Protection Plan® Warranty. It gives you unsurpassed coverage—with no deductible—for up to 10 years or 10,000 hours on tractors, combines, telehandlers and more. Plus, you’ll be protecting your equipment with Cenex premium fuels and lubricants. Did you know you can even get the Cenex Total Protection Plan for your used equipment?

This unbeatable warranty is only \$399, plus you get \$200 back in rebates. (Note: In order for the warranty to be valid, you must use Ruby Fieldmaster diesel and Cenex lubricants.)

When you trade in your equipment, your warranty transfers with the equipment. Questions? Contact me at 712-370-8051. 🍃

Your OPINIONS



Allen Norman (right), who farms in Decatur County, delivered corn in mid-May to the new grain bin and dump pit at UFC’s Afton location. He also visited with John Pruss, UFC general manager.

“I like the convenience of this new grain facility and like doing business with UFC,” Norman said.

ATTENTION Cattle Producers!

by Dan King, Creston location manager

With breeding season coming up, it’s the most important time of the year to have your cattle herd on a good mineral program. Filling your cows’ mineral and vitamin needs at this time can be the difference between a successful breeding season, and late calves and costly open cows.

Creep feeding season is also right around the corner. UFC has multiple creep feeding options to help you increase weaning weights and stretch your pastures.

Stop in to your nearest UFC location. Our team is ready to help you choose the products that will suit your cows’ nutritional needs and fit your management needs. 🍃

Watch for Our New Feed Truck



by Doug Hays, retail feed manager

To better serve you, we’ll soon be adding a new route feed truck for on-farm delivery beginning in early July.

This new truck will feature a soft side body and an attached fork lift for unloading your orders. This will eliminate the need for someone to be present to unload the truck. This truck will serve the eastern side of our trade territory, from the Creston area east. We are currently finalizing feed route details.

If all goes as planned, we’ll add another similarly equipped route truck to service the western side of our trade territory.

If you have any feed-related questions, please contact your local UFC feed specialist, or call me at 712-370-8030. We thank you for your business and support! 🍃



Save on Propane



by *Darin Schlapia, energy department manager*

Your 2018-2019 propane contract (September-April) is coming soon, and you'll notice the deposit contract will require a 10 cent non-refundable deposit. When we deliver the propane, you will be invoiced for 10 cents under the full contract price. Any deposit not used by the end of the contract period will be forfeited. This is a risk management tool to help the co-op offer the most competitive values possible. We will

include your past two years of usage volume on the contract to help you decide how many gallons to contract. Another option is our budget contract. This is a great program because it spreads your payments over 12 months and does not require a deposit.

Save the most with our full prepay contract. Unused prepaid dollars remaining at the end of the contracting period are refunded.

All contracts will include a delivery at our special summer fill value; so when determining the amount of gallons to contract, keep in mind your tank will be full heading into the winter contracting period. All contracts also receive

the benefit of scheduled delivery; let us be responsible for making sure you have propane, and, most importantly, it saves you money!

Watch for new will-call policy

While the business is appreciated, will-call LP orders pull our drivers off their routes and reduce our efficiency. We can improve efficiency if we can deliver those orders while we are in the area. Moving forward, there will be extra fees associated with domestic will-call LP orders with less than a 72 hour notice. Watch for this new policy, along with our LP safety policy included with the 2018-19 LP contract in your mailbox soon.

Thanks for your business! 🍀

Thanks FOR YOUR DEDICATED SERVICE

UFC would like to thank our recent retirees. Dave, Duane and Roger each provided more than 30 years of dedicated service. Esta provided 13 years.

DAVE COLLINGS

MACKSBURG AND AFTON LOCATIONS

DUANE HARDEE

PROPANE DELIVERY DRIVER

ROGER CHEERS

AFTON LOCATION

ESTA DUVAL

RED OAK ACCOUNTING

Think Diesel Is Just Diesel?



by *Tianna Fisher, certified energy specialist*

If you think all diesel fuel is created equal, think again. Times have changed, especially in the past decade, and you might be opening the door to costly downtime and equipment repairs if you're not careful about the diesel you use.

Today's diesel engines use high-pressure, common-rail (HPCR) direct-injection technology for significantly greater efficiency than conventional diesel engines. The high temperature and pressure these

engines operate at can literally cook typical #2 diesel, resulting in fouled fuel that can damage engine parts.

Cenex® Ruby Fieldmaster® premium diesel fuel provides a proven solution for today's high-tech engines, including those meeting the Tier IV Final EPA emission standards. This isn't just #2 diesel with red dye. This is the only farm diesel we deliver to the farm, because we see the tremendous value it offers.

Want to see how Ruby Fieldmaster can benefit your operation? Contact me at 712-370-8051. I appreciate your business and look forward to hearing from you. 🍀



DISCOVER THE CENEX PREMIUM DIESEL ADVANTAGE

Cenex premium diesel fuels from UFC are formulated to optimize performance with a complete,

balanced additive package that:

- Improves fuel economy by as much as 5%
- Increases power by up to 4.5%
- Boosts fuel lubricity 10% to 15%
- Lowers maintenance costs
- Extends life of injectors/injector pumps

Contact your local UFC fuel specialist for more details.

**IF YOU THINK DIESEL
IS JUST DIESEL,
THINK AGAIN!
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AFTON
641-347-8428

CORNING
641-322-4310

ELWOOD, KS
913-365-8041

HAMBURG
712-382-2016

MOUNT AYR
641-464-3821

SHENANDOAH
712-246-2474

ANITA & WIOTA
712-762-3217

**CRESTON FEED
RETAIL**
641-782-7202

ESSEX
712-246-2474

INDIANOLA
515-961-6300

OSCEOLA
641-342-2139

STANTON
712-829-2117

ARISPE
641-347-8428

DIAGONAL
641-734-5303

FARRAGUT
712-385-8176

MACKSBURG
641-768-2436

RED OAK
712-623-2575

VILLISCA
712-826-2232

Managing Through Times of Uncertainty



*by K.C. Nash,
grain department
manager*

If there's one word defining the grain markets right now, it's "uncertainty." It's everywhere, from America's trade situation with China to South America's crop challenges.

All this has happened since the first of the year, and these dynamics are reflected in the market. By mid-May, corn prices were 50 cents higher per bushel than they were in January 2018, while soybeans were 60 cents higher.

The good news is world corn supplies are finally coming down. It all started with Argentina, whose corn and soybean supplies are lower.

More uncertainty entered the market from President Trump's "trade war" with China, which I think is really just a negotiation. While we need China, they also need us. I suspect these trade issues with China will be resolved between now and October.

One of the biggest uncertainties going forward is weather. While it doesn't feel like a weather market, if we have any hiccups with weather or even the perception of weather challenges this summer, it will impact the market.

Consider forward contracting

All this drives the potential for more market volatility ahead, especially since it appears global corn and soybean supplies have peaked. Think about forward contracting for new-crop grain.

It's a good idea to have price targets in mind. UFC can work with you to set these targets and keep an eye on them for you, so you have one less thing to worry about.

Why not do some scale-up

selling and get a little more peace of mind during these times of uncertainty? I encourage you to contact me at 712-623-2575 with any grain marketing questions. As always, we appreciate your business. 🌿

UFC offers a variety of marketing programs, including hedge-to-arrive (HTA) contracts, basis contracts, minimum price contracts, price-later contracts, minimum price contracts, deferred payment contracts and more. Contact your nearest UFC location for details.

