



Central Prairie Co-op

Today's Technology Yesterdays Values

NEWSLETTER

Central Prairie Co-op | P.O. Box 159, Sterling, KS 67579 | www.cpcoop.us

WINTER 2014



We will be closed on
Saturdays during the months of
**December
thru February**

with the exception of
**Hutchinson, Lyons,
Sterling Station, and
Sterling Farm Store.**

These locations will
operate regular Saturday hours
8:00am - 12:00pm

From the Manager - Joe Schauf

Change

Several months ago one of our department heads gave me a book to read that was titled, "Who moved my cheese". It was a short read so I read the book and was amazed at how closely it pertained to our current situation with our co-op. The book was about how we deal with change. Change is usually not an easy thing to do. For some, it is harder to accomplish than for others. One of the things the book forced the reader to do was to think about what category he or she fits into. We can embrace change or we can defy it or we can be somewhere in between. Change can be rewarding if we accept it. It's our choice.

Over the last several months we have had to deal with a lot of change at the co-op. Not only for you the producers but for the employees as well. There have been major changes and there have been minor changes. I appreciate all of you for your patience with the changes and I am very proud of the employees for accepting some new ways to accomplish our goals. ...[Continued on next page](#)

Continued from previous page

We have most of the consolidation behind us with the exception of a few tasks that are behind the scenes. We have all of the equities of the members brought into the new company but we still have to put them into the new categories. We are also beginning work on the actual acquisition and how that will affect things. Work on the new card-trol systems continues and hopefully will be done before the end of the year.

Your board of directors continues to spend time working on ways to improve your cooperative. We are starting our process of gathering information on updates needed at the locations so that the board can prioritize and plan at our board retreat in January. I have heard from many of you on ways to improve our locations and we will take all of these recommendations into consideration. I am sure that we will not be able to accomplish these improvements as fast as you would like but I can assure you the board and management will do their best to make improvements where and when we can. We cannot do this without your continued support and I would like to say thank you for that support.

In closing, I would only make this statement. There will be more changes to come. Some will be driven by our choosing. Some will be driven by things out of our control such as government regulations. As someone named Bruce Barton once said, "When you are through changing, you are through".

FROM THE BOARD

Tony Heitschmidt

I hope at this reading that you have finished up a safe and profitable fall harvest. I would like to thank our employees for the dedication and hard work they have done during this year of change. I would also like to thank our patrons for their continued support, allowing Central Prairie Co-op to provide you the products and services you want and need. I also appreciate the ideas and suggestions that might help make this a better Co-op for everyone.

For most of us change is a difficult thing to deal with, but as farmers, we manage to deal with changing circumstances every day. We have worked through many challenges and will continue to make the best decisions possible as new challenges present themselves. The Co-op's goal is to be a place in which you choose to bring your business.

It is an exciting time in our area for farmers with all the changes that have been made. Farmers have numerous choices in front of them to give them the tools they need to be successful and profitable. Central Prairie Co-op is working to be that choice.

Thank you for your continued support. It is much appreciated, and I hope you had a blessed Christmas and a Happy New Year.

FROM THE GRAIN DEPARTMENT

Lee Burgess

With this being my first newsletter as the grain department manager for the Central Prairie Co-op I would like to take this opportunity to introduce myself. My name is Lee Burgess and I was a 31 year employee of the Farmers Co-op Union having worked in grain, fertilizer, safety and accounts payable before taking over for Jeff Lipp as the grain merchandiser when he retired in March of 2013. After the merger in March of 2014 I became the grain department manager for the Central Prairie Co-op and I am here to help our producers and staff in any way I can.

Because of our partnership in TMA many of our producers have grain marketing opportunities that were not available to them before. We now have knowledgeable field staff available to help inform you of these opportunities. We also have crop insurance specialists that will come to your farms and assist you with all your insurance needs. This is especially helpful when you are trying to work through all the new changes in the farm bill. If

you need contact information for the field men in your area please let me know.

With the completion of wheat and fall harvest I hope that some of the issues we experienced during the harvests are behind us and we have less problems moving forward. If anyone has any concerns that they would like to share I am more than willing to listen to them and try to resolve them if I can.

I am very excited moving forward with the new Central Prairie Co-op. The changes we have made and the upgrades to our facilities that are in progress will help address the speed and space issues that we have and will better serve our producers. The Chase project being the first major upgrade after the merger will greatly improve service to our patrons in that area. Many more projects are on the wish list but they all take money and time to complete.

Again if I can help in any way please contact me.

Thank You!

A BUSINESS RELATIONSHIP WITH VALUE

Devin Schierling

As we near the completion of one of the most volatile crop years in recent history, it's important to reflect on and further develop the vision of our company's risk management division.

Regardless of the direction of the grain markets or the size of the crop, our focus is building long term, value-added business relationships to help our customer's manage their farm's revenue potential throughout the year. While the business relationship we strive to have with our customers is uniquely different and based on the individual needs of each customer, TMA focuses on grain marketing and crop insurance.

The quest to identify the high of today's volatile grain markets is one of the most frequently discussed topics throughout the nation. TMA focuses on helping customers identify opportunities in the market place and executing risk management strategies that fit their needs. Often times these opportunities may be 18 months in advance of a crop year's harvest and we know a lot can change during that time. TMA's grain marketing specialists focus on helping producers manage their farm's revenue potential throughout the year, allowing us to add more value back to their operation in volatile markets.

Navigating through the ever-changing and increasingly complicated farm programs of today runs a close second in topics discussed amongst agricultural producers. Not only does TMA focus on providing customers with the education and information they need to make decisions about government programs, we understand how these decisions will impact the future of our customer's operation. By staying focused on customizing each customer's crop insurance and government program decisions, our crop insurance specialists are truly working for the customer, maximizing their farm's revenue potential.

Just like other valuable long-term relationships, there are going to be highs and lows. However, TMA's focus will always be to provide our customers with the service, knowledge, and execution they need to be successful. The relationships are based on a genuine care for the customer and love for the agriculture industry.

Every crop insurance and grain marketing specialist is as unique as the relationship they have with their customer. Recognizing the value of the relationship is what sets TMA apart from our competition.



OFFICE NEWS:

David Cornelius

As I write this article, I cannot believe that it is the end of December already. Where has the year gone? Then I start to think of everything that has happened in the past year, and wonder how did it all happen in less than a year? It happened because of a great office staff and their willingness to do whatever it took to make it work. They were open to sharing ideas, ready to learn a new accounting system, go through an office remodel project, work long hours, much more and still have a smile. I have been blessed to inherit a wonderful staff and they will not know how much this has helped me get through the past year. The following people are located at the Administrative Office in Sterling.

Joe Schauf—General Manager, Lee Burgess-Grain Manager, Connie Lacey-HR/Payroll, Michele Mans-Accts Payable, Felecia Davis-Accts Receivable, and Peggy Reynolds-Receptionist.

There are many more that I want to thank for making this merger a smooth transition (as smooth as any merger could be in my opinion). I remember the very first week of March with grain prices up the limit and products still needed to be loaded in the system, it could not have been a more trying time for all of us. We all hung in there and bit by bit the pieces came together. I feel this Co-op has a very bright future with much success. I hope you feel the same way. Thank you for your patience through the past year and thank you for your business.

FROM THE AGRONOMY DEPARTMENT

Allen Shive

Starting off I want to introduce myself. I am Allen Shive and I am the agronomy manager at Central Prairie Co-op. I have been involved in agriculture on all levels for almost 30 years. I live in the eastern end of our trade area with my wife and 2 high school age daughters. I am very excited about my role with Central Prairie Co-op and look forward to the many opportunities that are ahead of us. As we are winding down 2014 and looking forward to 2015 I am always surprised how fast the year has sped by especially this year with the merger. The fall crop reports indicate yields were average to above average depending where your farm is located in our trade area. The wheat is in good shape but we are starting to see some aphid pressure and some fertility issues with some of the earlier planted wheat. It really looks better at this stage than it has in a few years. Back to what's going on in the field. Right now would be a great time to evaluate your wheat fields and see what types of weeds are present. We have sprayed quite a few fields this fall for cheat but I know with all the wheat that has been planted there will be plenty of cheat around come spring. Olympus and Powerflexx are still the products of choice to use for cheat control. We are doing some spraying now for control of cheat and rye with Beyond on Clearfield wheat. We have had tremendous success using a fall application in either Gene 1 or Gene 2 wheat. The difference being you can use a MSO for the Gene 2 wheat that really enhances herbicide performance. For a winter wheat herbicide program, Finesse plus MCPE is still an economical and reliable residual herbicide program. We have another residual wheat herbicide called Rave. It is a SU herbicide with dicamba for some of our harder to control winter annuals. For non-residuals Huskie, Harmony, and MCPE plus Sterling Blue still offer excellent performance. One thing to be thinking about through the winter months is plans for a spring crop herbicide program. We offer numerous options and different programs that return dollars to you the producer. Stop by any Central Prairie Agronomy location for details and we will help you get a program that will best fit your operation.

I want to talk a little bit about alfalfa. Velpar, Diurion, Dimetrics, Treflan and Alfalfa-Max Gold can be used on conventional alfalfa or Extreme which is Glyphosate plus Pursuit for a residual on RR Ready alfalfa. Some of these herbicides need to be applied when the alfalfa is dormant so be

thinking of spraying alfalfa in that January or February time frame.

There are still good opportunities for locking in prices for wheat top-dress and spring fertilizer needs. Give us a call and we will try to answer any fertilizer questions.

One of our goals is to keep all of the fertilizer and seed handling equipment in good operating condition and returning them timely is greatly appreciated. Also everyone that has purchased direct fertilizer and is getting ready to start applying, it would be very beneficial if we could get a few days notice so there is no confusion or problems getting the product when and where it is needed

Myself and the agronomy team at Central Prairie Co-op are very excited about the future and want to say Thank You for the business this year and hopefully more in the upcoming year. Anything we can be of service please let us know. The future is bright.

Best wishes for 2015!!!!!!



THE FEED DEPARTMENT

Verton Miller

What an unusual year in the feed industry. The by-product market has stayed unusually high. Normally there is a soft spot in the summer to contract ingredients, unfortunately that just didn't happen as they remained in short supply and are still that way. Grain is cheap and the products are strong.

What a great time for our producers to feed cattle... relatively cheap grain and high priced cattle! Milk is working its way down but with high cull prices it may just be the quickest correction in history.

A few Product notes:

- Soy 30 + is still working great on wean calves and incoming cattle with outstanding gain ratios.
- SmartLic Hi Pro 40 Tubs used on corn or milo stalks makes a lot of sense as they can utilize the stalks and actually increase the intake and they should eat around $\frac{3}{4}$ lb. P/H/D.

With the winter weather here keeping your feet dry and warm is a must! We have a great selection of Bog Boots in stock! (They make great gifts!)

Thank you for all your business!

FEATURED LOCATION CHASE

Paula Gabehardt

We are starting a newsletter up again and guess what, I got picked to be the first one to give all of you the news. I will try not to be too boring. Chase is booming right now with a good harvest and our new flat storage building is going up. It's definitely making our lives exciting here.

Harvest is on the downhill slide. So far we have taken in 341,952 bushels of milo, 64,236 bushels of soybeans, and 75,388 bushels of corn this fall, so it's keeping us busy moving grain. It's been a great harvest and a BIG thanks to all our employees for making it go smooth.

The new flat storage building is coming along really fast now. We started with the old building being torn down, the land leveled and huge holes dug. Now we have a tunnel, a leg pit, a dump pit and they are forming up the walls. It has been very interesting watching the whole process and I would suggest if you haven't driven by yet, come over and look at the progress. Macon (building contractor) is hoping to have the cement work done in the next few weeks provided the weather warms back up.

I'm done boring you for now, but wanted to say a BIG thanks to the farmers for their patience and support they have given us. Also a BIG thanks to all the employees for their hard work. Happy New Year everyone!

OPERATION NEWS:

Max Mobley

This year has been full of new and exciting changes for Central Prairie Co-op and the grain department is no exception. We have completed many new projects of the past year that have increased efficiency, speed, safety, and grain quality. Below is a brief list of some key projects that were completed

Completed Projects

- Partridge outside leg, drag, dump pit, grain probe, and office
- Claflin, Bushton, Frederick completed grain bin lining projects
- Nickerson put in a new scale
- We put new roofs on multiple buildings across the Co-op
- We added new dust systems and piping to Frederick, Lorraine, and Chase
- Digital scales in the Feed Mill in Sterling
- Point of Scale computers and MCI Kickers were installed at all of the old Sterling Locations

Many of you may have noticed the construction going on at our Chase location where we are building a new bulk storage shed. The new shed will hold over 1.1 million bushels of grain and will be equipped with a 20,000 bushel an hour elevator leg and conveying system. The leg will be accompanied by a double hopper truck pit that will hold an entire semi load of grain, thus

improving the speed of dumping grain significantly and decrease the time back to the field.

In addition to new equipment we have a few new managers who were promoted or hired into management positions within Central Prairie Co-op in the past year.

New Location Managers are:

- Geneseo – Eric Vedder has filled a new manager position that was created
- Claflin- Vicki Miller has filled a vacated spot
- Nickerson- Amy Theis has filled a new manager position that was created by the merger
- Alden- Daniel Gaeddert has been training under Gerald Oberle to become a manager when Gerald retires at the end of the year.

The grain and feed department as well as TMA have been working on the "Food Safety and Modernization Act" over the past year to help prepare the Co-op for the future FDA laws which will likely have a significant effect on how the food chain does business not only at the local level but across the world. More to come in future newsletters.



Central Prairie Co-op

Todays Technology Yesterdays Values

1775 State Rd | Sterling, KS 67519

FROM THE PETROLEUM DEPARTMENT

Gordon Roth

Greetings from the petroleum department from your Co-op. Hope fall harvest went well for everyone. Hope everyone had a nice Thanksgiving with your families.

If you have been buying oil from your equipment dealer because you thought, your warranty required you to use a certain brand of lubricants, check your owner's manual. You will be happy to learn that you do not need to use lubricants from your manufacturer- you just need to select products that meet the required grade specifications.

We offer a full line of premium Cenex lubricants to meet the grade specifications for your equipment. These are premium quality products, uniquely formulated to withstand the intense challenges of today's high-tech engines.

Speaking of warranties, when you use Cenex lubricants along with your Cenex Ruby Fieldmaster premium diesel fuel, you can also enroll your farm equipment in the Cenex Total Protection Plan warranty for up to 10 years or 10,000 hours (8 years or 8,000 hours on used equipment). This is unparalleled coverage that goes beyond your equipment manufacturer's warranty. When you have a couple of free minutes, visit cenex.com to see testimonials from farmers that have received valuable coverage from the Cenex

warranty. Then give us a call. Our energy team will help find the right lubricants and warranty protection for all your equipment.

At this time, I want to thank Lori Engelland for her help to me and the rest of the fuel department. She decided to step down and be at home with their children. I am happy for her and Brett.

In the meantime, I want to welcome Mandy Schwertfeger to our staff here in Nickerson. She has a lot of knowledge in the Co-op world. She came from Cairo Co-op in the Penalosa area. In addition, I want to welcome Lance Buckman, Dale Rose, and Danny Schmitt to our combined staffs of Central Prairie Co-op. Lance, Danny, are running propane trucks in the winter and fuel trucks in the summer. Dale is our part time person who has a wealth of knowledge in the propane business. He does our tank checks and installation duties. Rex, Al, and I are still based out of Nickerson. We will help out each other where needed. Give us a call if you need something. We have a great team put together. Thanks to them for this transition time. Also thanks to the producer in this time. We want to wish everyone a Happy New Year.

Again, thanks for your business.

Mandy, Lance, Danny, Rex, Al, Gordon

