



Central Prairie Co-op

Today's Technology, Yesterday's Values

NEWSLETTER

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**New road at Lorraine
will speed things up
for farmers.**

See page 6



A YEAR OF SAFETY

JOE SCHAUF, GENERAL MANAGER

We've been enjoying the seasonable weather and hope everything is going well for you, our members. It has been nice to see moisture in the area, and things are greening up as they should.

As I write this article, we are in the middle of our audit for fiscal year 2015. Preliminary numbers are showing over \$1 million in net profit. As expected, we had some large expenses due to the merger. With a short wheat crop and no carry in the grain markets, our local income was down from the combined totals of the co-ops in the previous year.

As I stated in the last newsletter, the board of directors met in January to determine the capital improvements they would like to have accomplished this year, in three years, and in five years. The list of short-term items includes more fertilizer storage and warehouse space at Bushton, new leg and pit at Lorraine, more aeration at some elevators, upgraded scale at Saxman, and the continued upgrade of application equipment and trucks as needed. We're also looking at speed and storage issues in

the grain department, as well as storage for dry fertilizer. We will do as many of these projects as possible.

Our staff continues to evaluate repair and asset needs at all Central Prairie Co-op locations. This is critical, as the Occupational Safety and Health Administration (OSHA) continues to inspect elevators across the state. The board directed us to keep safety in the forefront this year, so we're conducting mock OSHA inspections to determine needed equipment and repairs. While we want to protect Central Prairie Co-op from unnecessary risk, our primary concern is sending our employees safely home every day.

Agriculture can be a very dangerous occupation, and sometimes we can get in a hurry and sacrifice safety. That is usually when accidents happen. Please be careful, and have a safe harvest. We thank you for your patronage. ☺



EMPLOYEE NEWS

At Central Prairie Co-op, we strive to provide our patrons the best services possible, and employee training is necessary to do so. Recently, Alden Location Manager Dan Gaeddert participated in a peak performance class from the Kansas Farm Service Agency. This managers' program included training on employee accountability, customer service, team building, communication skills, and ethical decision-making. After completing 64 hours of class time, he was presented with a certificate. Congratulations, Dan! Thank you for investing your time to better our cooperative.

We would also like to congratulate Loren Harris, who was promoted from manager trainee to location manager at Geneseo. Loren has proven to be a quality employee and valuable resource for Central Prairie Co-op. We're glad that he's with us to serve our members in the Geneseo area. ☺

WE HAVE LARGE VARIETY OF SYNTHETIC OIL

GORDON ROTH, FUEL DEPARTMENT MANAGER

Central Prairie Co-op carries a full line of synthetic oils—both motor and hydraulic—to keep you going in the field and on the road. We have four different weights of synthetic oil for gasoline engines as well as 5W40 synthetic oil for diesel. Some pickups require synthetic oils and some do not, so check your owner's manual. Equipment oil comes in various sizes, from 2½ gallon jugs up to bulk. We can get quarts for motor oil, too.



As you prepare for harvest, remember to change your oil and fuel filters, including the filters on your farm storage tanks. These are available at all locations. ☺



REVIEW GRAIN ACCOUNTS BEFORE HARVEST

LEE BURGESS, GRAIN DEPARTMENT MANAGER

With harvest just around the corner, now is a good time to make sure your grain accounts are correct. Stop by or call your Central Prairie Co-op location soon to do so. When you maintain good communication with us, we're able to ensure we are there when you need us.

We've been busy preparing our employees for the upcoming harvest season so things run smoothly. New employees have attended training sessions for our grain software program and scale. Our seasoned help also attended the training to get a refresher.

I encourage you to sign up for TMA grain

patron access. You can see how much grain is in your account the day after delivery and find mistakes if any grain was delivered under the wrong account. Sign up by going to www.tmagrain.com and clicking on the red Patron Access button, then New Account Request.

To receive texts about market updates from TMA, contact me at 620-278-2141 or lburgess@cpcoop.us. They send updates three times a day.

I would like to wish everyone a safe—and with Mother Nature's help—a bountiful harvest. ☺



PRE-EMERGENT FOR BEANS A GOOD IDEA

ALLEN SHIVE, AGRONOMY DEPARTMENT MANAGER



What a difference a rain makes. For a while, I was starting to wonder if it was ever going to rain again. Now, hopefully we can experience a some-

what normal spring.

If you need any help with last-minute seed, chemical, or fertilizer supplies, let us know. We can schedule delivery of any of these products to your farm. Contact one of our locations or agronomy staff.

I am frequently asked about fungicides. With the recent moisture, it pays to use fungicides because of proven plant health and yield increase. In wet and cool conditions, we see a benefit from a timely fungicide application at flag leaf stage when disease pressures are at high levels. We have several options and will be offering reduced pricing to growers who sign up early.

It's a great idea to apply pre-emergent herbicides on soybeans with your burndown application. This puts

another mode of action on your acres. For a pre-emergent herbicide, we carry Warrant®, Fierce®, Valor® SX, Valor XLT, Authority® XL, Authority First, Authority Elite, and Authority Assist. Applying a pre-emergent also reduces weed competition to help out with any unforeseen rain events that may delay glyphosate applications. All these products qualify for the Roundup Rewards® program, which gives cash back to growers who use Roundup PowerMAX® on their acres.

We now have two Case IH Patriot® Series sprayers. They are 4440 models with 120-foot booms. One is stationed at Sterling and the other at Adams Corner. That makes six 120-foot machines available to Central Prairie Co-op's growers.

We are excited about the upcoming summer season. Please don't hesitate to contact me, or any of our agronomy team members, with questions or concerns. We strive to be competitive and can bring a lot of knowledge to your farm. Thank you for your business. ◀

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AUDIT RESULTS ANNOUNCED AT ANNUAL MEETING

DAVID CORNELIUS, CONTROLLER

An independent firm conducts an audit of our books every year to make sure everything is in order. The auditors were on site in April. Our board of directors then met to discuss the results. From there, the board determines the patronage to pay out for the year.

One of the auditors was at our annual meeting on May 18 to review and explain the financials. The meeting included a meal, discussion about the past year's development, entertainment, and distribution of patronage.

We're fine-tuning our credit card control system on the gas pumps. In addition to your co-op card, all locations except Alden accept regular credit cards. ◀



AUTOMATIC PROBE

MAX MOBLEY, OPERATIONS MANAGER

The hoop building at Chase is complete. Please check www.cpcoop.us for the date and time of our upcoming open house, or watch for local advertisements. The shed finished ahead of schedule because the general contractor was two months ahead, and the electrician was done one month ahead. We will be storing wheat there for this year's harvest.

Chase will have an automatic probe for the scale, which will make things go faster for you during your busiest time of the year. Not only will this allow trucks to get off the scale faster, the measurements will be more consistent, accurate,

FLY SEASON IS HERE

VERTON MILLER, FEED DEPARTMENT MANAGER



A single fly is an insignificant speck, but a fly infestation can be costly. That statement is supported by the findings of researchers D.B. Taylor, R.D. Moon, and D.R. Mark. They analyzed published studies and yield-loss functions to relate stable fly infestation levels to cattle productivity. They then estimated the economic impact of stable flies on U.S. cattle production.

Four industry sectors were considered: dairy, cow-calf, pastured stockers, and feeder cattle. Their findings were published in the *Journal of Medical Entomology*.

For dairy cattle, they reported a median annual per-animal loss of 1,958 pounds of milk. They found a loss of 13.2 lbs in preweaned calves, 57.2 lbs in pastured stock cattle, and 19.8 lbs in feeder cattle. Using cattle inventories and average prices for 2005 to 2009, as well as median monthly infestation levels, national losses are estimated to be \$360 million for dairy cattle, \$358 million for cow-calf herds, \$1.28 billion for pastured cattle, and \$226 million for cattle on feed. Excluded from these estimates are effects of stable flies on feed conversion efficiency, animal-breeding success, and effects of infested cattle on pasture and water quality.

Using today's prices, cattle losses are three times higher, and dairy losses are 20% higher. There are several ways to get fly control in these animals, including directly in the feed, free-choice mineral, or tubs.

While the pastures may be behind, the economics of creep feeding have never been better, with feed at 13 cents per pound and a 5-to-1 conversion on pellets and 6-to-1 on grind and mix. Central livestock owner Matt Hoffman said steers weighing 700 pounds brought \$2.24 per pound. Putting an extra hundred pounds on at weaning time is \$224, 500 pounds of feed at \$65 results in a net gain of \$159 per head. It also saves 1,500 pounds of grass and takes pressure off the cow. If you need to rent a feeder, we have a few available at \$1.50 per day.

Getting feed in a one-ton tote is a popular option, but the Food Safety Modernization Act says we can no longer return them to be used again. But, you can buy one for \$18. You can bring your tote back to us to refill as long as it stays in your possession and is never stored with the co-op. ◀

TWO SCHOLARSHIPS AVAILABLE

Central Prairie Co-op has scholarships available at two local junior colleges. We are offering a \$300-per-semester scholarship at Hutchinson Junior College, and we're now offering it at Barton Community College. Preference is given to students of members and employees. Please contact the endowment associations at the schools for information on how to apply. ◀



ROBOTS WILL IMPROVE SPEED, ACCURACY

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and fair. The robotic arm is safer for employees, too, as it will prevent injuries. Other locations will be getting automatic probes in the future.

At Lorraine, we're adding new truck loadout spouts off of two bins as well as a road along the north side of the elevator. Farmers dumping grain will go in a different direction from the processing loadout trucks. This will speed up the process for farmers, who won't have to wait in line. This will let you get in and out faster during harvest.

We're updating dust systems at three locations: Lyons, the upper dust system at Chase, and the lower dust system at Lorraine.

Employees received more training

in May to reduce the amount of breakdowns during harvest. They honed their skills on a grain leg and other equipment on the ground so they'll be more efficient and safer when they're up high.



Communications system upgrades include explosion-proof radios with emergency buttons that are safe to use in the grain elevators. Digital radios at each site allow communication among employees and the office. The new system will help at the scale to let the operator know what's coming, which will also speed up the grain line. ◀



LET US HELP WITH CHANGING SEED OPTIONS

BRENT WERTH, SEED TRAITS MANAGER

"It all starts with a seed." This is the motto I use in my new role as seed traits and sales manager. I bring a lifetime of ag-related experience to Central Prairie Co-op. I grew up on a farm in Ellis County where we farmed wheat and sorghum as our primary crops, along with raising some livestock. After a year on a wheat harvest crew covering California, the Wheat Belt, and parts of Canada, I went into custom fertilizer and chemical application in Garden City. I moved into the co-op system at Garden City with the fuel department, and eventually back to my hometown of Hays with Farmers Co-op, which became Midland Marketing. In Hays, I supervised grain, feed, custom application, and livestock production. However my itch for harvesting got the better of me, and I moved to Inman to work as the foreman of a silage harvesting crew for 16 years, operating in Texas, Oklahoma, Kansas, and Colorado. My wife, Tammy, and I have two children:

Whitney, a junior at Sterling College, and Jarrod, a sixth-grader.

As the Central Prairie Co-op territory increased considerably with the merger, this position was a high priority in order to have a successful seed department. We offer many brands, including Asgrow®, DeKalb®, Croplan®, Mycogen®, Syngenta®, NK®, AgPro®, Oklahoma Genetics (OGI), Limagrain, Kansas Wheat Alliance, and Star® cover crops. Along with seed, our knowledgeable agronomy staff provides recommendations for our producers to maximize their profit potential. This includes selecting the right seed for their fields, seed cleaning, seed treating, and useful data from numerous seed plot trials. We can provide producers with pro boxes with trailers, large seed tenders, and seed delivery trucks.

With the world's population continuing to grow at a tremendous rate, we find ourselves challenged to produce

more grain. This is where Central Prairie Co-op's research on high-yielding hybrids is essential. We use information from our local seed plots, along with the national plots, to build a map of success. Not only are we looking for high yields, it is just as important to have incorporated disease packages to aid us in any troubles we might encounter during the growing season. The future of seed will be the most changing of any input we have, and having the information when you need it is what I will help provide.

My office is located at the Nickerson Seed House. Most of the time, however, I can be found in my pickup moving throughout our trade territory. Feel free to contact me at 620-921-5713 or bwert@cpcoop.us. ☺



THANK YOU DEDICATED BOARD

TONY HEITSCHMIDT, CHAIRMAN OF THE BOARD

I would like to take the time to thank the co-op's directors for their time and efforts. We are reducing from 15 to 9 board members as a result of the merger agreement, so if you see Geoff Burgess, Jason Chesney, Mike Erhard, Kirby Krier, Dan Kruse, and Jerry Rush, be sure to thank them. Even if you don't agree with every board decision, we all put in many hours away from our own operations to try and make Central

Prairie Co-op a competitive place to do business. So if you are out comparing prices, give Central Prairie a call and see if we can be of help to fill your needs.

The busy season is here, so there is no shortage of things to do. Whether it be getting crops planted or cattle to grass, take the time to be safe. It is also hard to believe that wheat harvest is right around the corner. It truly is an

exciting time in our area for the farmers with the competition that is out there to take your grain. I encourage you to call your TMA representative or Central Prairie Co-op to learn the different options available that may make you more profitable.

I hope you have a great and safe summer season and wheat harvest. ☺





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FEATURED LOCATION: **LORRAINE**

ERIC VEDDER, LOCATION MANAGER



I'm in my fifth year with Central Prairie Co-op. I started in Lorraine and worked at Geneseo before returning to Lorraine as location manager.

This is great for my family because we live in Lorraine.

We have 860,000-bushel grain storage capacity at Lorraine. We recently added new loadout spouts on the north side of the elevator, and a road will be built for unloading. This will speed things up for the farmer and make it easier for trucks to haul away the grain.

We also recently added a new dust system for the tunnel. Instead of in the basement, it's outside, making it

easier to maintain and keep running smoothly. This kind of system is safer, and we always want to prevent any explosions.

Speaking of safety, we have a monthly checklist for safety and standards as well as weekly training discussions.

We are making people aware of the ability for anyone to use their debit or credit cards at the gas pump. Because the co-op is the only gas station in town, it's a welcome convenience for city residents. My wife is on the city council, so she's helping to spread the word.

We have two boys, a 7-year-old and an 18-month-old. We enjoy outdoor activities, especially fishing, camping, riding ATVs, soccer, and t-ball. I also serve on the volunteer fire department. ☺

