



Central Prairie Co-op

Today's Technology, Yesterday's Values

NEWSLETTER

FALL 2015 • WWW.CPCOOP.US • 800-238-1843

Geneseo mixes pig feed daily. Find out about other services on page 6.

THANK YOU FOR CHOOSING CPC

JOE SCHAUF, GENERAL MANAGER



We have wrapped up another wheat harvest, and I would like to thank those who delivered to our elevators. I know you had other options, so I appreciate your loyalty.

We had several calls on a variety of topics at harvest, including pricing between our branches and the terminals. Please keep in mind that Bartlett, Gavlion, ADM, and Cargill are terminals. These are the markets that local co-ops sell to, along with the mills. We have to price our grain bids to theirs, figure in the freight to get it there, and a profit to maintain our facilities. Unless the mills are in need of wheat and raise their bids, we will not be priced as high as the terminals. We set our prices off of their posted prices but terminals will often try to attract bushels at harvest by offering prices that are not posted. This practice makes it difficult for local co-ops to set competitive prices. When harvest started, our northern branches bid off the Bartlett terminal at Great Bend. After the first week, ADM in Hutchinson improved its basis but

Bartlett's posted bid did not follow, so we were back to bidding off of the Hutchinson market. As I said many times when Bartlett announced they were building a train facility near Great Bend, it would be good for you, the producer, in the short term but not so good for your co-op. This affects any co-op close to a terminal, whether it's in a marketing group or not. The southern territory has been dealing with these issues for many years with the Hutchinson market. Most of those members have remained loyal to the local co-ops, knowing that in most years we will pay some patronage and knowing what it would mean to them if the local co-ops were not in business anymore.

The other harvest-related issue I heard was dealing with outbound trucks. The one huge advantage of being in a marketing group such as TMA is being able to take advantage of carry in the market. We don't have enough of our own

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THANK YOU...

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storage to capture these carries, and terminal storage can eat up most of that carry. When there is carry, we sometimes hold our grain in the elevator longer, thus we are shipping during harvest. We are trying to make our elevators more accessible for trucks at harvest, but it is a work in progress. The new lane installed at Lorraine, detailed in our summer newsletter, worked well this season, and we look forward to adding these at other locations. Thank you for your patience.

To wrap it all up, we know you have choices of where to take your grain. There are terminals and competitive co-ops all trying to get the same bushel. We will continue to improve our facilities so you have the best experience possible when you come to our elevators. Thank you for allowing us to serve your needs now and in the future. ☺

WEBSITE WILL OFFER CONVENIENT PAYMENT OPTIONS

DAVID CORNELIUS, CONTROLLER



For your convenience, we are working on adding direct payment to the Central Prairie Co-op website, cpcoop.us. You requested this ACH or direct deposit function, and it is now available by clicking on "PATRON ACCESS" in the green bar at the top of the landing page. In addition to paying your fuel card bill, you may view invoices, statements, equity balances, and print your business activity.

Here are some other reasons to sign up for Patron Access:

- **View statement** - Instead of waiting on the mail, just log in by the second or third of the month to print your statement.
- **Individual invoices** - Larger companies with multiple employees can see who signed for what.
- **Equity members** can see their balances.
- **Print volume statements** - When working on taxes, you can print a volume statement for the entire year. ☺



VISIT WWW.CPCOOP.US

SCHEDULE YOUR SOIL SAMPLES AND LOCK IN FERTILIZER PRICES



ALLEN SHIVE, AGRONOMY DEPARTMENT MANAGER

As I write this article, I am just amazed how this summer and year have flown by. We had a good wheat harvest through most of our trade area. I have been told more than once that

producers applying fungicides and inputs were rewarded with the best wheat crop in the history of some farms. The fall crops are off to a good start, and with a timely rain or two through the rest of summer, we should have a bountiful fall harvest.

This is an excellent time to think about soil samples. One of the most consistent return on investments on any farm is a good soil sampling program. Please give any agronomy staff member a call with questions or to schedule a sampling of your fields. This helps with scheduling lime applications and making sure we get it done in a timely manner.

Fertilizer costs are lower than we have seen in a while. However, delivery is a challenge because the port was out of fertilizer for 60 days due to high water on the Arkansas River. We have options on locking in all fertilizers for the upcoming wheat crop. Contact us with any questions or options for fertilizers, direct loads or applied, or any cash-and-carry chemical opportunities.

Bulk seed wheat is now for sale at Sterling Hub. We will also have the ability to treat seed at the Claflin and Sterling Hubs. For any questions on seed, wheat, or treatment options, please contact our Central Prairie Co-op agronomy team.

I want to say thanks to my agronomy team for all their hard work and thanks to our growers for having confidence in Central Prairie Co-op. We appreciate the business. ☺



2015 WHEAT HARVEST BY THE NUMBERS

LEE BURGESS, GRAIN DEPARTMENT MANAGER

Excess world stocks are driving prices downward, so there looks to be good carry in the wheat market into next year. We are looking at holding as much wheat as we can at our locations to maximize profits for our co-op and the TMA group as a whole.

We are busy moving grain to make room for the fall harvest and catching up on maintenance projects and upgrades to our facilities. We went through this wheat harvest with very few issues, which shows

the maintenance training this winter has paid off. If you haven't yet, please take a look at your grain accounts to see if additions or changes need to be made before fall harvest to help avoid mistakes.

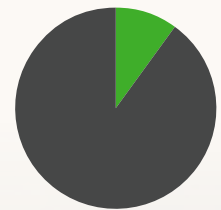
Thank you all again for your business and patience during wheat harvest, and we look forward to serving you during the upcoming fall harvest. Feel free to call me at 620-278-2141 or 1-800-238-1843 with questions or concerns. ☺



15 LOCATIONS
IN CENTRAL KANSAS



5.5 million bushels

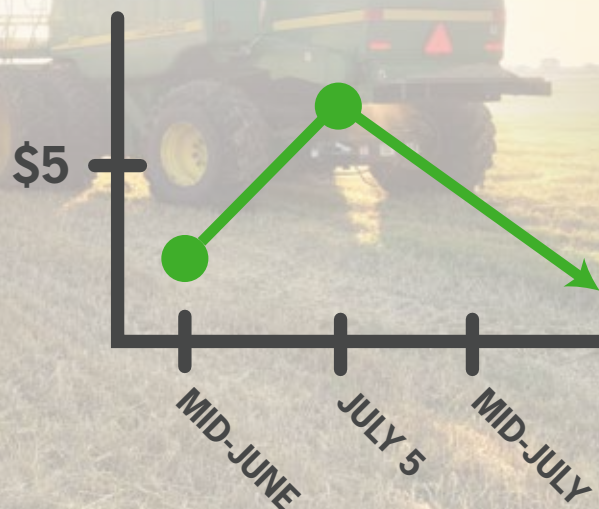
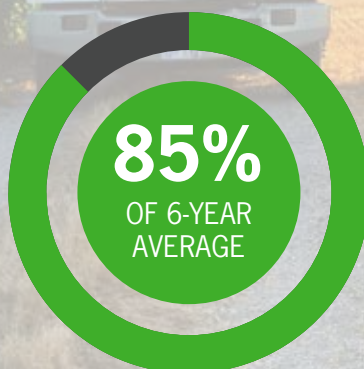


12%
PROTEIN
AVERAGE



**POUNDS PER BUSHEL
TEST WEIGHTS**

0 — **15 to 100 bushels per acre** — 150
across locations



UNDERSTAND YOUR EQUIPMENT WARRANTY



GORDON ROTH, FUEL DEPARTMENT MANAGER

If you've 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'll be happy to learn that you do not need to use lubricants from your equipment manufacturer, you just need to

select products that meet the required grade specifications.

We offer a full line of premium Cenex® lubricants from CHS to meet the grade specifications for your equipment. When you use Cenex lubricants along with Cenex Ruby Fieldmaster® premium diesel fuel, you can enroll your farm equipment in the Cenex Total Protection Plan® for up to 10 years or 10,000 hours (eight years or 8,000

hours on used equipment). This coverage goes beyond your equipment manufacturer's warranty. When you have a couple of free minutes, visit cenex.com to see testimonials from farmers who have received valuable coverage from the Cenex warranty. Then, give us a call. Our energy team will help you find the right lubricants and warranty protection for all your equipment. ☺

IMPROVEMENTS WILL ALLOW US TO RESPOND TO MARKET CHANGES

MAX MOBLEY, OPERATIONS MANAGER

Wheat harvest was hot and fast. We want to recognize employees for their hard work and farmers for their patience. As you know, we have been working hard to teach maintenance, and it paid off this wheat harvest when we had minor issues compared to previous years.

The board of directors understands it's important we update and improve equipment to maximize potential profit and avoid expensive repairs. By doing so, we also show respect for the farmers' hard work.

To try to get a better price for the farmer, we will be moving grain based on market numbers instead of shipping it out right away. This means keeping the grain in good condition. To do that, we will be installing aeration fans in Bushton and Fredrick. The fans keep moisture in check so the grain we ship

out will be as high quality as possible. These two locations had been relying on elevating grain multiple times to air it out, which causes shrinkage. Aeration fans, on the other hand, can better control moisture while saving money and providing a better final product.

Clafin will be next to receive an automatic grain probe. We had a good experience with the model installed at Chase. Automatic probes are more consistent from truck to truck and result in fewer errors. They are also safer for elevator staff. But the main advantage is that they speed up the process so you can get back to the field quicker. Instead of waiting for an employee to come out and crawl up on the truck, you can have your sample taken automatically, then proceed.

A third project to keep things flowing smoothly is a hazard monitoring system.

The new shed at Chase will be first to receive the system, which monitors bearings, pulleys, and other key pieces of equipment. By tracking heat of bearings, for example, we can perform maintenance instead of repairing a breakdown. This can save the co-op a lot of money and save the farmer time during the busy harvest season. Preventive maintenance is a lot cheaper than reactive repairs when things do break down. This "watchdog system" is connected to the Internet, so managers can check the equipment from any computer. So if a hot bearing is indicated—the top cause of elevator fires and explosions—it can be replaced before the equipment breaks down or causes other problems. ☺



With frequent rain, crops are looking good in Rice County.



USING TECHNOLOGY WHILE EMBRACING TRADITIONAL VALUES

ORVILLE MILLER, BOARD PRESIDENT



Summer is here and with it comes high temperatures and, hopefully, some thunderstorms. As I watch a thunderstorm miss our cornfields by several miles, I am reminded of how dependent we are on the weather, as well as the one who controls the weather patterns. Even if the weather is less than favorable, we can find many reasons to be grateful. Let's choose to focus on those things.

Your board of members has been trying to track trends in agriculture and make plans based on those trends. The volume of dry fertilizer being used continues to trend upward. In response, we are refurbishing and expanding the dry storage facility at Bushton. The long-term solution, however, is to build several dry facilities with the speed and space to serve as hubs that can service our trade area. This would increase efficiency and the ability to

deliver the product when needed. The downside is that all of this takes money, so we will continue to move ahead as we are able.

When we were working to put this cooperative together several years ago, our goal was to provide you with a market for your grain and provide competitively priced inputs for your operation. I believe there is value in doing business close to home with your neighbors. Others may be able to provide slightly better prices, but what does it really cost you and your community to take your business elsewhere? Our tagline is, "Today's Technology—Yesterday's Values." Our goal is to operate with the same values that served our customers well for more than 100 years. I believe this is more than just a tagline; it is who we are and how we operate as a cooperative. ☺

SOY 30 PLUS RECOMMENDED FOR WEANING CALVES

VERTON MILLER, FEED DEPARTMENT MANAGER



For your weaning calves this fall, we recommend Soy 30 Plus. Yes, it's been around for years, but customers continue to have success with this product. Here are some reasons why:

- Soy 30 Plus has proven to be an excellent starting feed for calves, especially when they are stressed.
- It's a proven product for beef or dairy heifer and bull development.
- Soy 30 Plus is a high-fiber soy hull

based feed for beef or dairy cattle on a pasture or feedlot.

- Reduces potential for acidosis, bloat, or founder.
- Reduces potential for fleshy calves by removing starch from the diet.
- Is fortified with high levels of copper, zinc, and selenium, which aid in developing a strong immune system.
- Typically ranges from 13% to 15%

protein, with a guaranteed minimum of 11%.

- Contains a small amount of urea, which aids in fiber digestion and dry matter intake.
- Is formulated to be fed in creeps, self-feeders, or limit fed in bunks at 1% to 3% of body weight to all breeds and classes of growing calves. ☺



Cattle cool off in Rice County.



Max Mobley took this photo of the EF-3 tornado near Nickerson July 13. The weather service said tornado was 350 yards wide with a path of 5.3 miles.

FEATURED LOCATION: **GENESEO**

LOREN HARRIS, LOCATION MANAGER

Sylvia resident Loren Harris is a co-op veteran. He joined Central Prairie Co-op in December 2014, training three months in Partridge. He became the Geneseo branch manager March 1, 2015.

The Geneseo elevator has a 450,000-bushel storage capacity. With a couple of local pig farms nearby, the feed mill operation makes pig feed almost every day. "We custom blend for cattle or horses or anyone who needs custom feed," Loren said. Right now, they are busy with wheat seed cleaning, so give them a call if you need that for planting. Geneseo also has a retail store with oils, gloves, chemicals, and pet and livestock feeds.

Loren is also the branch manager of the Frederick elevator seven miles west. It stores grain but shuts down in winter. The staff then works at the Geneseo location.

Loren grew up north of Hutchinson and began working in Barton County as a grain elevator painter and repairman. He then did mill right work, setting machinery, before working for an area co-op. Loren has lived in Sylvia for about 20 years now. In addition to his co-op work, he owned a landscape

and sprinkler system business for 10 years. He's also a former professional nine-ball billiards player. He settled down with his wife, Adah, and has been married for 18 years, having four grown children and six grandchildren. The couple enjoys taking their fifth wheeler and boat to Wilson Lake and traveling. Earlier this year, they spent two weeks in Hawaii.

"Harvest went really well this year, and for my first harvest here, it went fast," Loren said. "I was pleased with

all the employees and other branches. Everyone made me feel right at home and are always there for support and to answer any questions."

"There are no rivalries among locations, and they'll send their employees over to help out someone else," Loren said. "It's a good group to work with, and they're nice. I'm quite pleased with that." ☺

