



Central Prairie Co-op

Today's Technology, Yesterday's Values

NEWSLETTER

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

**Fall crops
exceed five-
year average.**

See page 4 for details.



WRAPPING UP 2015

JOE SCHAU, GENERAL MANAGER



With Thanksgiving just around the corner, it's a good time to thank all of you who delivered grain to our locations during fall harvest. At times, our capacity was a little tighter than we would like to see because we've held so much wheat due to carry in the market. But our crew worked very hard to make sure you had places to unload your grain.

We also appreciate your calls to the elevator to let us know when you would be cutting so we could be open and waiting for you. Thank goodness for cell phones!

Looking ahead to winter, our calendar is full of meetings and training. Both the OSHA and the EPA have a number of new regulations that are really going to affect our operations. So, we'll be busy training staff to make sure we're in compliance.

During the board retreat scheduled for the end of January, we'll work on asset planning for the upcoming year, as well as an overall five-year plan. Now that we're about a year and a half into our merger, things are really coming together. I know change isn't always easy. But we appreciate your understanding

and support as we make Central Prairie Co-op the best it can be for your farm operations.

From all the staff at Central Prairie, we wish you a holy and joyous holiday season. ☺

HOLIDAY SCHEDULE AT ALL CENTRAL PRAIRIE CO-OP LOCATIONS

Thanksgiving

Closed Thanksgiving Day
Regular hours Friday and
Saturday

Christmas

Closing at noon Christmas Eve
Closed Christmas Day and
Saturday, Dec. 26

New Year's

Closed New
Year's Day and
Saturday, Jan. 2





FAQ'S ABOUT AFD

GORDON ROTH, FUEL DEPARTMENT MANAGER

Here are some answers to your frequently asked questions about our Automated Fuel Delivery (AFD) program.

WHAT IS AFD?

An electronic monitoring system is installed in your bulk fuel tank. When the fuel drops below your predetermined level, the monitor sends a signal to our fuel distribution center.

HOW DO I PAY FOR AFD?

You have three options—deferred billing, contracting, or payment on delivery. Deferred billing is the most popular. The tank monitor tells us the amount of product used each month, and you are billed for that amount only. Think of it as a valuable risk management tool. Rather than paying the posted price on the day of delivery, you're charged the average price for that entire month. Plus, AFD helps us efficiently schedule route delivery—so in most cases, your delivery charges are less than ordering on a call-in basis.

WHAT ARE THE TANK REQUIREMENTS?

Tanks need to be on the ground and a minimum capacity of 500 gallons. We can set tanks of 560 gallons, 1,000 gallons, and 2,000 gallons. If you need more capacity, we can order tanks up to 4,000 gallons. If annual usage warrants, we will provide a 110V electric pump or a 12V pump free of charge.

PROUD OF OUR DEDICATED EMPLOYEES

ORVILLE MILLER, BOARD PRESIDENT



We are more than halfway through the second year of business as Central Prairie Co-op. We have been successful in merging two entities into one, but because of the current business climate it has been challenging to create as much local income as we had hoped. While your co-op is financially sound and making money, it seems like there is a never-ending list of capital improvements waiting to be completed. We welcome input from producers on which improvements would be most beneficial to your operation.

We hope you have noticed that the level of service has improved at most locations. Our employees work very hard to meet the needs of producers. Volume increased in almost every department over the last year, as we continue to service both long-time customers and new customers.

Our biggest asset is an exceptional group of employees. Good service is a

result of dedication, good planning, and a great work ethic. Some employees have been with us for decades, while others are just out of college and starting their careers with us. We are proud of our employees—from the smiling face behind the counter to a general manager who will work all night so our branch locations can open for business the next day. Our goal as a board is to continue to hire quality people who will excel in their jobs and help us grow our business.

When you encounter a Central Prairie employee with a good attitude who is going above and beyond to provide you with excellent service, I invite you to express appreciation for their part in making your farm a success. And from the board of directors, we would like to say thank you to all of our employees for helping to make Central Prairie Co-op a business we can all be proud of. Keep up the good work! ☺



WHAT PRODUCTS ARE AVAILABLE?



AFD covers all of your gasoline products, as well as the Cenex® Ruby Fieldmaster® and Roadmaster XL® premium diesel products.

ANY OTHER BENEFITS?

Definitely. By keeping the tank full, there is less room for air. This means less condensation and less water in your fuel.

HOW DO I GET STARTED?

It's easier than you think. Just call Gordon at 620-422-3207 or Jed at 620-204-0550, and we'll make arrangements to install the tank monitor, create your account, and program it to your specific needs.

DOES AFD ONLY BENEFIT THE LARGE PRODUCER?

Not at all. Everyone benefits from improved cash flow and convenience. Price is based on your tank size, so it's beneficial to right-size your tank to save money!

IS THERE A CHARGE FOR PARTICIPATING IN THE AFD PROGRAM?

There is no charge.

BEFORE COLD WEATHER SETS IN...

CHANGE FUEL TANK FILTERS NOW!

A new filter will remove condensation that formed over the summer. It's a cheap and easy way to remove contaminants that can damage fuel injector pumps.



THINK AHEAD: NOW IS TIME TO PLAN FOR 2016

ALLEN SHIVE, AGRONOMY DEPARTMENT MANAGER



Where did summer and fall go? Now we need to start planning for the cool (and hopefully wetter) months ahead. The yield reports on our fall crops have been good to excellent. The difference being where and when it rained through the growing season.

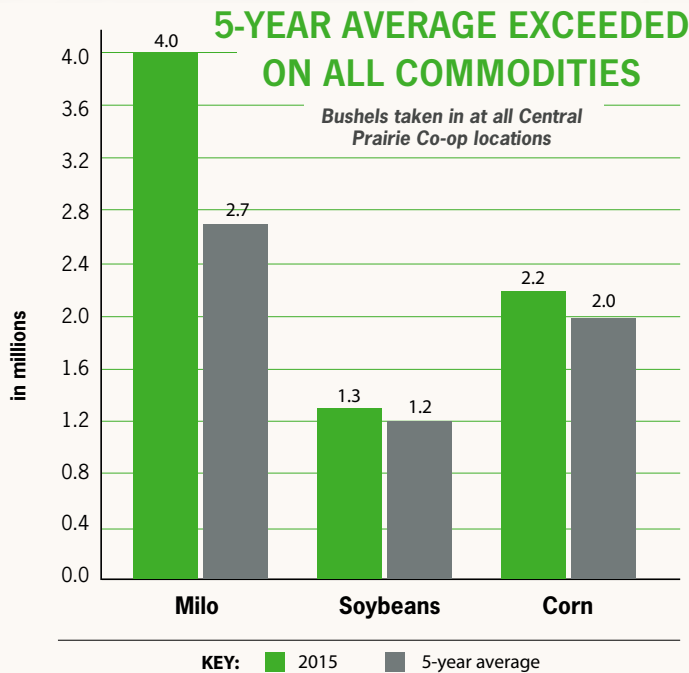
This is a good time of the year to be thinking about next year's seed and fertilizer purchases. We have very competitive financing programs and considerable savings to offer when you purchase seed early. It has worked well the last few years to prepay fertilizer. However, to be honest, looking at fertilizer long term there is not much incentive to pre-pay fertilizer. As long as grain

is in a slump, fertilizer will be too. Please contact me or any of the CPC agronomy team to talk seed or inputs for the end of 2015 and the beginning of 2016.

Also, in case you haven't heard, John Roberts field/sales agronomist at Sterling Hub is now stationed at Bushton Hub. He will continue working with key accounts in the Sterling area, but is excited to get to know growers in the northern half of our trade territory.

One last topic I want to touch on: There is extreme value in doing business with your local co-op. We employ very talented, dedicated people who strive every day to be the best at what they do. I consider myself lucky to have such great employees to work with day in and day out. We might not always be the cheapest, but we will always be competitive. Thanks for the business! ☺

The new pit at Partridge elevator improved efficiency during fall harvest.



BIG VOLUME FROM FALL CROPS

LEE BURGESS, GRAIN DEPARTMENT MANAGER

It's always nice to report on a harvest that was above average across the board. TMA was diligent about keeping everything flowing this fall. In fact, we only had two locations reach full capacity—and both were back up to speed in less than 12 hours. Thank you for your patience.



Year-end is a good time to sit down and look at your grain accounts to see what changes need to be made. Feel free to call me at 620-278-2141 or 1-800-238-1843 if you have any questions. ☺



YEAR-END ACCOUNTING NOTES

DAVID CORNELIUS, CONTROLLER

With another year almost over, that means tax time. I want to call your attention to three important notices:

- 1 Many of you received a notice of your DPAD (Domestic Production Activity Deduction) in late October. If you had grain patronage, you will have a DPAD amount. This amount helps to reduce your taxable income.
- 2 In January, we'll send you a 1099 for patronage paid out last May. Also, if you sold grain in 2015, your 1099 will show a PUR (Per Unit Retains).
- 3 Lastly, you will also receive a letter from TMA showing detail of your PUR.

If you have questions when you get your 1099, I will try to answer them. However, it may be best to visit with your tax preparer. I hope you all have a Merry Christmas and Happy New Year! ☺

ONLINE PAYMENT NOW AVAILABLE

If you haven't set up a Patron Access login for online payment, please do so. It's a quick and easy way to pay your account, view or print statements and invoices, view your equity balance, and see contract details. Keep in mind that you need to initiate the payment monthly—it is not an automatic payment. If you have any questions, please give the main office a call at 620-278-2141. ☺



STAYING ON TOP OF DIPLODIA EAR ROT

MAX MOBLEY, OPERATIONS MANAGER

You may have heard about a troublesome fungal corn disease call Diplodia ear rot. While it's a relatively new issue around Rice County, it definitely made an impact this fall. That's why I thought this was a good time to let you know what we're doing at Central Prairie Co-op to handle and control affected corn.

A little background

Diplodia ear rot is easy to recognize. It shows up as grayish mold on and between kernels. Infected ears weigh noticeably less than uninfected ears. These lighter kernels lower the test weight. Plus, these Diplodia-infected kernels easily break during post-harvest handling—increasing the amount of fine material in a storage bin and the potential for spoilage.

Even though the corn crop was above average overall, Diplodia ear rot showed up in a few loads.

Handling infected grain

When we started seeing signs of Diplodia last fall, we immediately contacted K-State Extension agents. The issue is, we can't hold the corn as-is because it's moldy. And we can't ship it out as moldy grain. So we devised specific storage techniques to take it in, quickly turn it, keep it in good condition, and blend out the damaged kernels so there's not a significant loss on the grain.

Over last winter, we conducted employee training on how to blend the Diplodia-affected corn and storage techniques to avoid loss. It's all about protecting the interests of the co-op as a whole.

Planning pays off

Just like we planned ahead to manage the Diplodia situation, we also planned ahead last winter by conducting several hands-on, functional maintenance

training classes. Here's a perfect example of how that training paid off for our members:



In the 2014 wheat harvest, we had a handful of bearing failures causing us to shut down a leg—or in some cases, a whole site because we couldn't take grain. But this year during wheat harvest, we didn't have a single bearing failure or breakdown. The lines stayed fluid so farmers could get right back to the field.

Overall, we're making great strides in taking care of things ahead of time, so we don't have issues during harvest. We have great employees who are taking their previous experience and combining it with their training to make these programs successful. The end result is better service for our customers. ☺

GETTING YOUR VET INVOLVED

VERTON MILLER, FEED DEPARTMENT MANAGER



Most producers have heard about the new regulations on the horizon for feed-through antibiotics. Basically, the Food and Drug Administration's Center for Veterinary Medicine (FDA-CVM) says that any antibiotic that is medically important for human medicine can only be used in livestock under the guidance of a veterinarian. In other words, you'll need a prescription. So starting Jan. 1,

2017, items like tetracycline crumbles or medicated milk replacer will require a Veterinary Feed Directive (VFD). But your veterinarian isn't the only one who will be involved in the process. In order to be compliant, you'll need to work with someone who has nutritional and feed expertise.

That's where Central Prairie Co-op comes in. We're already studying the new VFD guidelines, and will work with you and your veterinarian to make sure the process goes smoothly.

It's important to note that some common feed-grade products, such as ionophores, Deccox®, and MGA, are not affected by the new regulations when fed alone. That's because they are not considered medically important to

humans. As another positive note, you won't need a VFD for every pen of cattle.

Plus, a VFD can be written to cover a group of cattle for up to six months.

There's no doubt that the VFD rule will require extra effort—like all new regulations, we'll get through it by working together as a team. ☺



SHARED RESPONSIBILITIES FOR THE VFD

- Veterinarian** - Making sure the VFD is accurate, complete, and on-label
- Feed Supplier** - Providing accurately mixed, on-label products
- Producer** - Feeding in accordance with the VFD

Central Prairie Co-op

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225 S Broadway | Sterling, KS 67579

PRSRT STD
U.S. POSTAGE
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CENTRAL PRAIRIE CO-OP ANNUAL MEETING IN EARLY MAY

**WATCH FOR YOUR
INVITATION COMING
IN THE MAIL!**

FEATURED LOCATION: LYONS

DAVE BLEGER, LOCATION MANAGER

Working at a grain elevator comes naturally to Dave Bleger, location manager of Central Prairie Co-op in Lyons. His great-grandfather actually ran the Saxman operation back in the late 1800s. A couple of generations later, Dave remembers “hanging around” the Saxman elevator as a kid.

After a stint in the Army, Dave worked for Sterling Co-op at Saxman from 1988 to 1994—when he took over management of that elevator and fertilizer operation. In 2010, he was promoted to manage the Lyons elevator.

Along the way, Dave was deployed three times as part of the 346th Army Reserve Military Police Company based out of Hutchison. “I was guard force commander at Guantanamo Bay, Cuba, Camp Delta,” says Dave. “We handled the worst of the worst at Guantanamo prison.” He retired in 2006 after serving 24 years.



Back home in Lyons, Dave takes pride in running a smooth operation at the co-op. It was particularly busy this fall with the exceptional milo yields. “TMA did a great job of managing storage to keep us up and running during this large harvest,” he explains.

Dave appreciates his loyal customer base, as well as a staff that works hard to keep facilities in shape. “We have an excellent crew, and that makes all the difference in the world.” ☺

