



Central Prairie Co-op

Today's Technology, Yesterday's Values

NEWSLETTER

FALL 2019 • WWW.CPCOOP.US • 800-238-1843

REMINDERS & UPDATES —

FALL IS THE SEASON OF HARVEST...AND PLANNING AHEAD

See page 4 for details.

GETTING BETTER AT WHAT WE DO

MARK ENGELLAND, BOARD CHAIRMAN



A year ago, we were thinking about tariff payments, investigations and accusations between Washington politicians, and

too much rain here at home. At least the weather changes! What can we as farmers do to succeed in the era when a tweet from China can cause the markets to move more than the actual conditions in the field?

There's no single answer. But we can take some important steps to point us in the right direction. Some of those steps include:

- Know your cost of production.
- Plan ahead for fertilizer and herbicides, and lock in prices with contracts.
- Ask if your co-op can put a package together that suits your specific needs.

What will the future bring?

One thing we know for sure, farmers are persistent. Some might call us stubborn. But one pitfall of persistence is the folly of doing the same things over and over — and then expecting

different results. It is not enough to put our heads down and just keep moving. We must keep our heads up so we can keep moving in the right direction.

Your Central Prairie Co-op (CPC) board is focused on making sure we're moving in a forward direction. It's not about moving and making changes just for the sake of doing something. Instead, we're committed to well-thought-out, forward-thinking decisions that will make for a better CPC in the future. We're currently trying to gain efficiency in small ways. And, as always, we're keeping our eyes open for new options and opportunities.

Clearly, bold moves are sometimes necessary and good in business. (The merger five years ago is a good example.) However, the majority of successful businesses grow and improve over time by focusing on — and enhancing — what they do best. That's our goal here at CPC. (

“It is not enough to put our heads down and just keep moving. We must keep our heads up so we can keep moving in the right direction.”

MAKING POSITIVE CHANGES, EVEN WHEN TIMES ARE TOUGH



JOE SCHAUF, GENERAL MANAGER

The agriculture economy continues to struggle. There are a number of reasons for the challenges we have recently faced, but a few really stick out.

First, the weather has been very erratic the past couple of years. We seem to go from one extreme to the other. Some people will claim it's climate change. Others will say it's a cycle. I don't want to get into that debate. I will just say the weather has had a dramatic effect on our industry.

Worldwide stocks of grain have also put stress on our crop prices. It seems like everything we read is that countries around the world have a surplus and can export it cheaper than we can. Throw in the politics and trade wars, and it becomes very easy to be pessimistic about the future.

Our faith and hard work have gotten all of us here, and it will be this faith and hard work that carries us through these tough times. When we have times like this, we must look for ways to become more efficient. This holds true for both you the producer, and for us here at CPC. We're continually evaluating certain aspects of our business. This includes looking at doing some things differently. It also sometimes includes eliminating unprofitable services all together. When we do that at the co-op level, there is never a lack of conversation at the coffee shops.

CPC members welcome positive changes.

Fortunately, the coffee shop conversation has been positive about some products and services we've added to our portfolio the last few years. Here are just a few examples of these positive new additions:

- **Mobile tire service.** Brandon Reed does an excellent job with this service, and he makes himself available day and night.
- **New input financing programs.** These programs have competitive interest rates with terms to get you through harvest before they are due. We now offer CFA® Financing, Secure® by WinField® United and John Deere Financial. If you're interest in these programs, contact Amy Theis here at the office, or visit with any of the agronomy field staff.
- **New software tools at our agronomy locations to help you increase yields.** Climate Fieldview™ seamlessly collects, stores and visualizes critical field data. Phytect direct plant sensing provides farmers with certainty in decision-making, optimized production and reduced risk. Farm Data is a powerful platform that helps farmers view and share farm data. It redefines how a farmer interacts with data in a digital world. Contact the agronomy team for more information about these programs.
- **TMA Mobile App.** Through our partnership with TMA, we offer the TMA Mobile App that allows you to see your tickets as soon as the truck leaves the scale. The app also allows you to see any contracts you have with TMA.

There are many more products we have added to our lineup, but I don't have the space to name them all. As you can see, it is not always about what we have eliminated. It is about what we can and have done to help you and your co-op be as efficient and profitable as possible.

Have faith. This economy will turn around sometime. Thank you for your business and have a safe harvest. ☺

FINANCING OPTIONS NOW AVAILABLE FOR 2020



AMY THEIS, CUSTOMER FINANCE MANAGER

CPC is now taking loan applications for the 2020 crop year. We've partnered once again with CFA® (The Cooperative Finance Association) and their new Simpli-Fi by CFA program for all of your crop input needs. Plus, we're offering Secure™ by WinField® United for qualifying chemical and seed

product purchases. Both programs are available to assist in your crop input financing needs.

About CFA: It is an agricultural finance cooperative based in Kansas City, and has been providing financial services since

1943 to agricultural cooperatives and their members throughout the nation. The Simpli-Fi by CFA loan program provides loan amounts up to \$350,000 with qualifying collateral values from cash crops, and can be used on all of your CPC purchases.

About Secure by WinField United: This special program provides loans specifically for products purchased within the WinField United portfolio. Many of the chemicals and seed sold by CPC are within the portfolio.

For more information, please contact me at (620) 278-2141 or email atheis@cpcoop.us. Or check with any of our Agronomy Sales Team. ☺

Cotton harvest was strong in the CPC trade area this fall. This crop fully matures and is ready for harvesting approximately 160 days after planting.

ALL ABOUT SEED

4 WAYS TO MAXIMIZE YIELD POTENTIAL FOR 2020

BRENT WERTH, SEED SALES & TRAIT MANAGER



Fall is a very busy time of the year on the farm. Countless hours of harvesting several different crops — some of which are mature at the same time. Follow this up by many more hours of drilling wheat, cover crops and rye. Can't forget moving cattle from summer pastures and preparing them for the winter season to come. Even as you're busy with all of these tasks, here's another one to add to the list:

Fall is the time to capture the best discounts on corn, soybeans, cotton and sorghum seed for the next planting year.

This is where your CPC Sales Agronomist can help you sort through all the questions you may have and the mounds of information you have gathered to make the best decisions for the 2020 planting season. When picking seed varieties, yield is important. But it's also important to consider these four categories to help maximize yield potential.

1. Portfolio Management

Small adjustments can often make the biggest differences in your bottom line. For instance, knowing which varieties have the best emergence in cool soils is very important for getting good stand counts in first-planted fields. It's also important to plant by maturities to help spread out harvest days so you can continually harvest at optimum moistures and qualities.

2. Population Management

Today's equipment is changing the art of planting seed. It is important to know which hybrids will respond to increases or decreases in planting population to help maximize yield opportunities and profitability.

3. Nitrogen Management

There are many options today for making nitrogen applications throughout the growing season. Knowing

which hybrids have a higher response to nitrogen can help guide hybrid selection, placement and management throughout the year.

4. Pest Management

New methods to scout your fields throughout the spring and summer can play a huge role in catching issues before they become problems. Satellite imagery, crop scouting and drone imagery have been made to react to insect or disease pressures. Knowing the level of susceptibility to pest resistance per variety and usage can add dollars to the bottom line.

New for 2020

- DEKALB® has announced 28 new corn varieties for the 2020 planting season. Also, they have four new Disease Shield® products, bringing the total to 16 in the 93- to 120-day maturity ranges. Disease Shield provides enhanced protection against the top five yield-robbing corn diseases—anthracnose stalk rot, Goss's wilt, gray leaf spot, northern corn leaf blight and southern rust.
- CROPLAN® Seeds has 9 new base genetics for corn and several WinPak® formulations for soybeans.
- Asgrow® Roundup Ready 2 Xtend® soybeans will be offering 26 new varieties for the next planting season.

CPC is currently offering great discounts and programs for next year's seed. These opportunities include a prepaid, early-order and volume discount, as well as financing options. Contracting seed early enables you to take advantage of the best discounts and helps secure the popular and sometimes limited amounts available of varieties. Your CPC Sales Agronomist can help you decide the best program to fulfill your seed needs.

Have a safe fall harvest and planting season and thank you for supporting Central Prairie Co-op. ☺

FALL IS THE SEASON OF PLANNING AHEAD

ALLEN SHIVE, AGRONOMY DEPARTMENT MANAGER, CCA



2019 has been a year of many challenges. From floods, to drought, to temperature swings, it seems like the weather has had a mind of its own. So, for me, when everything we do depends on the weather, this has been the biggest challenge. But as I write this, it is a beautiful fall day with combines harvesting and the 2020 wheat crop

being planted in earnest. We have had many challenges, but we do have a lot to be thankful for.

A number of options for your fall herbicide plan

It's important to have a good fall herbicide plan for next year's acres going to corn, soybeans or milo. You will always get the most value from a fall-applied herbicide. With the rains this fall, there have been flushes of cheat and weeds that have emerged before the wheat has emerged, regardless if it was a no-till, min-till or tillage program. Two excellent options for cheat control are Olympus® and PowerFlex® HL. With both products, we have seen good control of downy brome and cheat. A timely fall application of Olympus gives you the option to come back in the spring with a lower rate of Olympus to finish off your cheat and downy brome. Powerflex HL has a shorter crop rotation restriction than Olympus. We recommend you add MCPE for tough winter annuals to make sure there are no missed weeds.

Beyond® is the herbicide used in the Clearfield® wheat system. Beyond controls feral rye, cheat and winter annuals. It also seems to do a better job when applied in

the fall than in the spring. There can be two applications of Beyond — once in the fall, and then clean up the later emerged grasses and weeds in the spring.

A new product in the wheat marketplace is Aggressor® herbicide. It can only be sprayed on CoAXium™ wheat. From the results I have seen so far, it works very well on feral rye and downy brome. If you have any questions about these or other options for wheat, don't hesitate to call any of our agronomy team members.

Lock in best price for fertilizer

Fertilizer costs are a bit lower than we have seen in awhile. UAN, ammonia and urea prices, along with phosphate prices, seem to have stabilized. We have options on locking in nitrogen and phosphate for the upcoming wheat crop, and even for next year's corn, soybean and milo crop. Contact us with any questions about seed, fertilizer, direct-to-farm loads of fertilizer or any cash-and-carry chemical needs you may have. Also, please inquire about our financing options.

Book soil samples now

If you want any soil sampling completed — VRT or regular — please contact any of our agronomy team sooner rather than later. This gives us time to figure out a plan. For instance, if you need lime hauled, we'll have a longer window to get it delivered and spread.

From all of the agronomy staff at Central Prairie Co-op, we thank you very much for all your business and confidence in what we do. ☺

FEATURED LOCATION: CLAFLIN

VICKI MILLER, LOCATION MANAGER

The Claflin location is very busy this fall serving the needs of patrons in CPC's northwest area. In addition to its 860,000-bushel grain capacity, the location offers anhydrous ammonia, bulk feed, bagged feed, cattle supplies, SmartLic® tubs and lawn fertilizer. They also fill propane bottles and clean seed wheat for customers.

Adjacent to the main office, the auto center offers tire repairs and oil changes, plus has a variety of tires and batteries for sale. Area residents also appreciate the convenience of the 24-hour cardtrol.

"Our friendly employees are always willing to help customers out the best way they can," says Vicki.

About the manager: Vicki has been at the Claflin location since 2007, and became the location manager after the merger in 2014. The Holyrood native has been married to Butch Miller for 37 years. They live northwest of Claflin in Odin. The Millers have two grown children: Luke, a football coach at Pittsburg State; and Maggie, a special education teacher, who is married and has a 9-month-old daughter, Kenadee. ☺



NEWS FROM FARM STORES AND FEEDS MILLS



VERTON MILLER, FEED DEPARTMENT MANAGER

County Fairs are over, and once again we had a successful show season. Congratulations to all exhibitors.

Here are some results, not including breed champions:

Pratt County – Grand Champion Steer, Reserve Champion Goat, Grand and Reserve Champion Swine

McPherson County – Reserve Champion Market Heifer, Grand and Reserve Champion Rate of Gain

Kingman County – Grand Champion and Reserve Champion Swine

Reno County – Grand and Reserve Champion Steer, Champion Rate of Gain Steer

Ellsworth County – Reserve Champion Beef, Grand Champion Bucket Calf

Rice County – Grand Champion and Reserve Champion Goat

It's fun to see youngsters have success, and it makes us proud when they are feeding CPC feed. These kids are the future of agriculture.

CPC's feed tons continue to grow with the addition of hog floors and new customers. We are now processing over 40,000 bushels of grain per month. We continue to grow the bag route, which tells me that all locations are doing a good job moving bags. We are delivering two loads each week, and also putting oil and chemical on the route. Remember, if you are looking for something at your CPC location and don't see it, we are able to move feed and merchandise between locations for your convenience.



Keep us in mind for these items this fall and winter.

- **Co-op Bird Seed**, made fresh at the Hutch feed mill using local grains. We carry a wide variety of other birdseed for the bird-watching enthusiast, including thistle, safflower, peanuts, black oil, striped sunflower seed and many others. 
- **Lumber Jack Grilling Pellets** in a HUGE variety of flavors. A 10-lb. bag is \$9.90 compared to the other pellets selling at \$20/bag.
- **Bogs Boots** for the entire family. We're not sure what kind of winter lies ahead, but we have you covered if we get the cold white stuff on the ground.
- **Winterizer** for your lawn. This is the final step in the Ultimate Fertilizer system.

We wish you and your family a Happy Thanksgiving. We have much to be thankful for. ☺



Clafin employees: David Nondorf, office/shop/elevator; Vicki Miller, manager; Jeremy Armstrong, elevator supervisor. Not pictured: Rick Hickel, shop supervisor.

PETROLEUM DEPARTMENT NEWS

EMILY HAAS, PETROEUM DEPARTMENT MANAGER



Winterized Fuel

CPC offers you the highest quality fuel and protection for all seasons. We begin to carry winter aid fuel in our bulk plants and cardtrol locations on Oct. 1. We pull this fuel directly from the terminal, and the cost is minimal to add the cold weather protection you need.

Cenex® Roadmaster XL® WA and Ruby

Fieldmaster® WA will get you to near zero degrees.

By the time you read this newsletter, most or all CPC locations should be moved over to winter aid fuel. We then begin to watch the temperatures and forecasts to start the 50/50 blends. We offer 50/50 blends through bulk delivery anytime. In our cardtrol, this all depends on temperatures. When we move all cardtrol over to the 50/50 blend, you will see the price increase because of the addition of the #1 fuel. Look for a difference anywhere from 13¢ to 15¢. When we have 50/50 blended fuel (WA fuel and #1), this will get you to -15 degrees. If you have questions on blending your fuel, please call us!

AFD CUSTOMERS: We receive notification from CHS on when they begin to add WA to deliveries. We will communicate that with you and discuss what your fuel needs are for the remainder of fall harvest and the upcoming winter months.



Bulk Oil

CPC offers bulk tank systems and delivery for your convenience. Our NORTH route (any address north of Highway 56) runs the last week of every month. Our SOUTH route (any address south of Highway 56) runs the first week of the month. Our bulk oil route runs through our CLT supplier.

Bulk Delivery Guidelines

Total order minimum: 75-gallon minimum per stop (50¢ per gallon fee for less than the minimum)

Product minimum: 30-gallon minimum per product

Miscellaneous: \$50 fee if unable to deliver (shed locked, cannot locate key, etc.)



Propane Update

As the industry changes, so must we. Today's propane deliveries can now be automated, providing more efficiency and more competitive pricing for you. In

August of 2018, we started to implement a new computer software system that keeps track of your deliveries and uses a degree-day calculation to estimate your daily tank percentage. As with any new software, information needs to be put into the system to correctly calculate these estimates. Your propane team has spent the last year gathering that information.

Along with utilizing a new software system for efficiency, we also made some adjustments to our propane delivery policies. As your propane team, we want to provide exceptional service, and we feel that our new policies will allow you to get that service with any delivery option you choose. However, should you have any circumstances that you feel we are not accounting for, please call us to discuss those so we may work together and see if there is a way to accommodate your situation. ☺

**PLANNING
AHEAD FOR THE
HOLIDAYS**

**All Central Prairie
Co-op locations will follow
this holiday schedule:**

December 24 – Close at noon

December 25 – Closed

January 1 – Closed



WET WEATHER REPAIRS TOP LIST OF OPERATIONS PROJECTS

SHANE ECK, OPERATIONS MANAGER



I would like to start by introducing myself. I joined CPC in mid-July as the new Operations Manager. My beautiful wife, Stefanie, and I have made our home on 10 acres southwest of McPherson. We have six boys and two grandchildren. Prior to joining CPC, I spent 23 years working in the cooperative industry, and have been involved in grain,

feed, agronomy and petroleum through my management opportunities. It has been great getting to know everyone here at CPC, and I look forward to building successful relationships with everyone.

Working on repairs due to heavy rains

With all the rains this past summer, we ran into issues with ground water coming up in some of our basements, boot pits, dump pits and bins. We've had Central States Hydroseal help us with these issues at Sterling, Chase and Lyons, and are looking into fixing the leak in the dump pit at Geneseo. This has been an unforeseen challenge that we are addressing to ensure we are able to maintain the quality of your grain, as well as the equipment in our facilities.

Updates will improve efficiency

We are also installing a Y loadout spout at our Lyons facility. This will provide us with additional loadout and blending opportunities. In addition, we are in the beginning stages of installing an additional leg at the feed mill in Sterling. This will improve efficiency in the mill by allowing them to perform all processes of the mill at the same time. For this project, we will be removing the dryer leg at Alden and installing it at Sterling.

Friendly reminder about treated grain

Please make sure to clean all treated seed out of your trucks before hauling any crops to your local elevator. Washing the truck out is also an important step in making certain there is no residue that could potentially rub off onto your grain. One treated seed in a load will cause the entire load to be rejected and potentially condemn the bin it came out of. Your diligence will help us ensure a safer food supply.

Thank you for the opportunity to be a part of the team here with Central Prairie Co-op. I look forward to meeting everyone. ☺

KEEPING YOU WELL-CONNECTED: NEW INTERNET & PHONE SYSTEM COMPLETE

DAVID CORNELIUS, CONTROLLER



CPC now has significantly improved internet speeds and reliability at each of our locations. This has also prepared us for the future, so we are ready to handle any new technologies that require high-speed internet.



With our new phone system, calls can now be transferred between locations — eliminating the need for customers to call a different number, or waiting for us to call them back. We still have a few minor glitches every now and then. But for the most part, everything is working well and increasing efficiency for both customers and employees.



DPAD coming soon

Be on the lookout for the DPAD (domestic productions activity deductions) that has been mailed out to each CPC member. DPAD amounts will show up on your 1099. The DPAD helps reduce your taxable income.

Change in mobile app

The CPC app has been discontinued because we were not seeing enough activity on the app to justify the cost. TMA has a grain app that we recommend using for all of your grain needs. You can check that app to see scale tickets, create offers and see grain prices for the location where you deliver grain. ☺



Today's Technology, Yesterday's Values

225 S Broadway | Sterling, KS 67579

PRSR STD
U.S. POSTAGE
PAID
VISTACOMM

WINTER HOURS

These CPC locations will be **OPEN** on Saturdays, December through February:

Hutchinson
Sterling Farm Store
Sterling Fuel Station
Lyons

The remaining CPC offices will be closed on Saturdays, December through February.



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[FACEBOOK.COM/CENTRALPRAIRIECOOP](https://www.facebook.com/CENTRALPRAIRIECOOP)



GRAIN TOPICS: WORKING WITH YOU THROUGH THE TOUGH TIMES

LEE BURGESS, GRAIN DEPARTMENT MANAGER



CORN

By the time this newsletter gets to you, corn harvest should be all but finished. We were around three weeks behind on getting the irrigated corn started thanks to the rains at planting time. Our 5-year average is 2.3 million bushels, and I am not sure we will hit that number this year with the planting issues we had this spring.

Aflatoxin is all over the board this year with the dryland corn, but the irrigated corn we have taken in hasn't shown any problems with aflatoxin or cob rot. TMA did change the discount schedule back to what it was for the 2017 corn harvest. Basically, they added the moisture handling charge back — which allows more bushels for the producer on government payments.



MILO & SOYBEANS

Our five-year average for milo is 3.3 million bushels, and for soybeans it is 1.7 million. I am hopeful we can meet or exceed these numbers this year. I know there were several acres switched from corn to milo and soybeans, so we will see where we end up on total bushels for this fall harvest.



BUNKERS FULL

The two wheat bunkers at Rice County MKC are now full, with around 90% of that wheat coming from CPC locations. We will still have around 1.3 million bushels of grain to move during fall harvest to make space for what we expect to take. Most of the grain that will be moved will be corn and milo, as there is good carry in the market for soybeans and some in wheat as well. So we plan to hold these grains in order to take advantage of that carry.



CHANGES COMING FOR GRAIN ACCOUNTS

TMA is moving forward with changing producer grain accounts to business units which will take a lot of work getting set up but should make things easier at the scales moving forward. They plan to go live with this for the 2020 wheat harvest.



TREATED SEED REMINDER

It's also that time of year when producers may be bringing in leftover seed wheat. Remember, any load with treated seed will be rejected. One treated seed in any of our bins can create huge problems for our company.



SEASONAL LOCATION INFO

I would like to remind producers about our seasonal locations and who oversees them. **Whiteside:** Managed out of our Partridge location by Cliff Taggart, (620) 567-2345. **Saxman:** Managed out of the Sterling location by David Lockhart, (620) 278-3629. **Pollard:** Managed out of our Lyons location by Dalton Konen, (620) 257-2181. **Frederick:** Managed out of our Lorraine location by Eric Vedder, (785) 472-5271. Claude Short is at this location most days. With the exception of Frederick, these seasonal locations are not manned every day. Please contact us with your needs during harvest, or anytime you need us at these locations.

I'm available to discuss any of your grain marketing needs: (620) 278-2141 at the Sterling office, or on my cell at (620) 204-1062. Thank you for your continued patronage. ☺