



# Central Prairie Co-op

*Today's Technology, Yesterday's Values*

# NEWSLETTER

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## AGRONOMY UPDATES

See page 6 for details.

## BUILDING A WINNING CULTURE: THAT'S OUR GOAL FOR CENTRAL PRAIRIE CO-OP



MARK ENGELLAND, BOARD CHAIRMAN

What makes one football team better than another? Of course, players and coaches come to mind. But

over time, those people change. Yet, some teams keep on winning — or losing.

So, what is the “special sauce” that creates a perennial power instead of a basement dweller? As a lifelong Jayhawk fan, I have had a while to consider this. I believe the key is culture — the collective attitude to do what it takes to succeed. I believe the power of culture is what makes the difference in sports, businesses, communities and nations.

Culture can be simply defined as the behaviors and beliefs that a group of

people find acceptable. Long-term success for a team of people in sports, as well as in business, is the result of the successful behaviors of the members — even when those individuals change roles or leave the team. I believe success is more a product of a team's culture than

their roster. In other words, it's more about the teamwork than the teammate. Of course, this is a generalization, because a player like Patrick Mahomes can use talent to reshape an organization's culture. But that is why key leaders are so important. Those key leaders don't simply make great decisions; they transform the attitude of those around them until the

expectations of the organization are transformed as well.

“ We are successful when our member farmers are successful, and our communities benefit as a result.”

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continued on next page

# CORONAVIRUS COVID-19

## LIFE GOES ON IN AGRICULTURE

JOE SCHAUF, GENERAL MANAGER



When I thought about what to report for this issue of the newsletter, the main topic was pretty obvious. Even though farming went on as usual this year, COVID-19 certainly played a key role in what we will remember about 2020.

As of this writing, we've had 12 employees test positive out of a total of 104

employees. Plus, we've had three other employees who had to quarantine. Fortunately, everyone recovered, and we only had one hospitalization. We're grateful for that, and hope we'll soon be on the other side of this pandemic.

### HOW YOUR CO-OP IS ADAPTING IN THESE UNPRECEDENTED TIMES

It's been a challenge to keep things running smoothly at all of our CPC locations — especially during the busy fall harvest season. We've had to move people around and cover positions from other locations. We're all just doing the best we can in a tough situation.

We continue to follow CDC guidelines for any situations when an employee has symptoms, has tested positive or has been exposed to the virus. We haven't gone to a mandatory mask rule for all employees and customers, like some businesses have. However, when you stop by one of our locations, we do ask that you do the following:

- Maintain social distance of at least six feet.
- Stay back from counters if possible.
- If you need to sit across the desk and visit with an employee, we ask that you both wear masks.

We can't shut down farming for the pandemic. But we're all doing what we can to get through it the best we can. As we look ahead to the holiday season, I want to thank you for supporting your local co-op. Stay safe and stay well. ☺



We can't shut down  
farming  
for the pandemic.

JOE SCHAUF



## BUILDING A WINNING CULTURE... continued

### How culture plays a role in your co-op

Central Prairie Co-op (CPC) is striving to build a winning culture throughout the company. With key leaders and a team that shares the same vision, we believe CPC can accomplish our goals. We are successful when our member farmers are successful, and our communities benefit as a result.

It's important to note that we aren't trying to be the biggest co-op or striving to achieve flashy goals. That wouldn't be a win for our members. Instead, your Board of Directors views CPC's success in terms of your success. To make consistent winning a reality, we are creating a culture that believes and acts to make every farm as successful as it can be. ☺

## WHY PAYING ONLINE NOW MAKES MORE SENSE THAN EVER



DAVID CORNELIUS,  
CONTROLLER

With all the worries of the pandemic, it's a good time to consider ACH (Automated Clearing House) payment. Here are a few of the advantages:

**It's easy.** Simply log-in to your Patron Access and pay your bill via ACH from your bank account.

**It's contact-free.** There's no need to come into a CPC location or go to the post office to pay your bill.

**It's fast.** You don't have to build in time for your check to make it here via the postal service. Just pay online, and your payment is posted the same day it was submitted.

If you haven't set up a Patron Access login for online payment, we encourage you to do so. Questions? Please call the main office at 620-278-2141.

### DPAD coming soon

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





## ALL ABOUT SEED NEW SEED OPTIONS COMING YOUR WAY THIS FALL

BRENT WERTH, SEED SALES & TRAIT MANAGER



Fall arrived with a fury in central Kansas. Dry conditions, plenty of heat and little precipitation sped up the fall harvest window and wheat

seeding to the maximum. Although August was exceptionally dry, the corn, soybeans and milo crop yields were up. Overall, most producers were happy with the results. If we could have squeezed out one more good rain in August, there would have been more record yields on local farms.

### **Brevant® seed gives you more options for row crops**

I am proud to announce we have a new partner in the seed business this fall to give our customers even more options on row crop seed buying. Brevant has joined our team and we are excited for the opportunity to work with them, primarily with corn and soybean seed. Brevant is a high-performance corn and soybean brand from Corteva™ Agriscience that is new to the U.S. market and provides industry-leading

seed and service exclusively to retail ag. The CPC Agronomy sales team can answer any questions you may have about our Brevant partnership.

Brevant may be new in the U.S., but its performance is well-documented in nearly three million head-to-head comparisons. Brevant corn and soybean portfolios will feature the latest trait technology solutions and a complete line of BMR silage corn. Brevant soybeans will bring the trait of the Enlist™ E3 platform to seed choices. With Enlist E3 soybeans, the three tolerances — 2,4-D choline, glyphosate and glufosinate — combine to deliver a complete system with more weed control options.

Next on the list this fall is gathering yield data and making decisions for next year's crops. Seed choices are plentiful this year, with several options of suppliers. Asgrow/Dekalb®, Croplan® and Brevant all have excellent local yield data and are our partners in seed. Between the three of them, I am confident that we can put together a winning seed portfolio for your acres.

### **Don't miss out on early-order discounts**

Once again, it is time to take advantage of early seed ordering to maximize your discounts. The CPC Agronomy sales team has the information needed for you to make that perfect choice for your farm. The next best discount deadline date will be Nov. 17, 2020.

### **Hot-off-the-press news**

Bayer's XtendFlex® soybeans are now ready for full commercial launch in the U.S. and Canada in 2021, after a long-awaited import approval from the EU market. The soybean variety tolerates over-the-top applications of three herbicides: glyphosate, dicamba and glufosinate (Liberty). The trait brings a new mode of action to aid in weed control. CPC will offer both Asgrow and Croplan choices in XtendFlex soybean seed options. The XtendFlex soybeans have been planted and harvested in some local plots so local yield information is available.

Contact your CPC Agronomy sales team for details. ☺



## AGRONOMY UPDATE FALL IS PRIME TIME FOR HERBICIDE APPLICATIONS

ALLEN SHIVE, AGRONOMY DEPARTMENT MANAGER, CCA



Regardless if you are a no-till, min-till or tillage grower, be thinking about a good fall herbicide plan for 2021 corn, soybeans or milo. You will always get the most value from

a fall-applied herbicide program. There are many economically priced herbicide options that perform very well in the fall on our spring row-crop acres.

Excellent options for cheat control in wheat are Olympus® and PowerFlex® HL. With both products, we have seen good control of downy brome and cheat with a timely fall application. 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 MCPA 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. Beyond also seems to do a better job when applied in the fall than

in the spring. There can be two Beyond applications: once in the fall, and again in the spring to clean up the later-emerged grasses and weeds.

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. Please call me or any one of the CPC Agronomy team members with any questions.

### Great prices on nitrogen

UAN, NH<sub>3</sub> and urea prices are very competitive, with some of the cheapest nitrogen prices we have seen in a while. The only exception is dry phosphates. Mosaic® fertilizer filed suit in July accusing companies of importing fertilizer at a subsidized cost from the originating countries. This suit won't be reviewed until December, so phosphate prices will remain strong until then. We have options to lock in nitrogen and phosphate for the upcoming wheat crop — and even next year's corn, soybean and milo crop. Contact us with questions about seed, fertilizer or direct-to-the-farm loads of fertilizer, cash-and-carry chemical opportunities, as well as financing options.

### Positive signs for the future of cover crops

In August 2020, CPC had the opportunity to lease a Hagie/Montag row crop applicator to do inter-seeding of cover crop seed in standing row crops. Working with the Kansas Department of Health and Environment, Cheney Lake Watershed and the Little Ark Watershed, we have surpassed where we thought we would be on inter-seeded acres. If it would have rained in the last 60 days, I am sure we would have been over many more acres.

Considering we started this project in August, and knowing the acres we have custom applied, we are convinced there is tremendous interest and enthusiasm for the cover crop acre. CPC is grateful to be a part of this exciting new trend in agriculture. There are many NRCS programs that include cover crops. From what I have learned, it is worth asking your local NRCS about.

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

## PLANNING AHEAD FOR THE HOLIDAYS

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

### Christmas Holiday

All branches will close at noon on Thursday,  
Dec. 24 and reopen on Monday, Dec. 28.

### New Year's Holiday

All branches will be closed on Friday, Jan. 1  
and reopen on Monday, Jan. 4.



# NEWS FROM THE FEED MILL AND FARM STORES

VERTON MILLER, FEED DEPARTMENT MANAGER



Our parents always told us the older you get, the faster time seems to fly. I'm starting to think they were right! So, yes, calving time is right around the corner and it's

a good time to talk about Bio-Mos®. Hopefully, you used Bio-Mos during weaning to make the transition easier for your calves. Now is a good time to get Bio-Mos into your cows before calving, as it is passive through the milk.

## Why Bio-Mos is so important

- Supports gastrointestinal health and integrity
- Enhances feed efficiency
- Contributes to immune system development
- Stimulates the natural defenses of the organism
- Reinforces the function of the digestive system

CPC offers several products containing Bio-Mos, including SmartLic® tubs, MinLic®, NE-30 and StressLic®. We are working with Hubbard Feeds, and utilizing their OptiCare® feedlot crumble. It can be used in feed for cows at calving time, and also for calves at weaning.

## Planning ahead for show feed in 2021

One of our goals for the coming year is to streamline our show feeds. It seems like everyone has a favorite. But when I look at the end results, we have every kind of show animal on every possible kind of mix there is. And they're all winning classes and winning top rate of gain. So, I believe good (great) genetics, good management and good quality feed makes a winning combination.

We will be putting together a line of "high-quality" show feed that will be floor stock at all locations. We'll also be adding Bio Impact Ruminant to beef feeds instead of Rumensin®. So, if you have horses along with beef cattle on your property, you won't have to worry

about getting feeds mixed up. The Bio Impact Ruminant will improve blood flow through vasodilation, allowing your show cattle to dissipate heat in the hot months. It also reduces methane and protects the digestive tract, resulting in better health and fewer medications.

## Rescheduled Open House in Hutchinson

Our annual Open House at the Hutchinson location was cancelled this past March due to COVID-19. But it's back on the calendar for March 2021. Watch for a date confirmation — usually the third Wednesday — if all goes according to plan. We will have vendor representatives here to answer all your fertilizer, chemical and feed questions. Come and join us for lunch featuring a Baked Potato Bar and Verton's "Famous" Chili.

## Don't forget your lawn

Now is the time to get your lawn ready for winter. (Even December is not too late!) We recommend Ultimate Winterizer to feed your beautiful lawn through the winter months and have it ready for spring. Then in early spring (February/March), you can start thinking about an application of Ultimate Crabgrass Preventor.

## Plenty of disinfectant in stock

As we have a continued need for personal disinfectants, CPC is still stocking a hospital-level disinfectant product called Danolyte® with the new trade name of SHIELD. It is packaged in handy 2-oz. bottles — the perfect size for your pocket, purse or the console of your vehicle. Use it on your hands, clothing or anything you want to disinfect. It has no disinfectant smell, does not damage clothing and keeps you covered. We also stock quart-size refills. Another option is the SHIELD Sanitizer Lotion — offering 24-hour coverage that also softens and moisturizes skin. This lotion was tested at K-State for effectiveness and longevity, and all claims were supported. It's a good option for your kids as they head out the door to school or protection for you in your daily chores.

*Happy Thanksgiving*

This is the time of year for sharing what we're thankful for—and our customers are at the top of our list. ☺





# WORKING TOGETHER THROUGH FALL HARVEST

SHANE ECK, OPERATIONS MANAGER



I hope everyone has had a safe and productive harvest. It was great witnessing the locations and growers working together to get the crop in as safely and efficiently as possible. I am proud to announce that as I am writing this, we have completed our harvest without any accidents. The safety of our employees and growers is very important to CPC.

Harvest is a very busy time and we ask a lot of our employees in terms of working extended hours, as well as taking on additional responsibilities. It can be stressful and taxing on everyone, and I am proud of how they all worked together to provide you the best experience possible while keeping safety at the forefront.

With harvest nearing completion, we are now changing our focus to assure the commodities you have entrusted us with are conditioned and stored properly for the winter. A big part of this is drying or blending off the grain that came wet, then cooling it to assure there is no bug activity.

## Welcome to our new millwright

I am excited to share that we have hired Jeff Arnold as our internal millwright. Jeff started on October 5 and he hit the ground running. He brings many years of millwright and electrical experience. We have determined that having someone on the payroll to help with repairs will actually reduce our overall maintenance costs as well as downtime.

Previously, when equipment failed during our busy time, it was sometimes a challenge to get a maintenance company to show up right away for repairs. That would make it a challenge to keep your facilities running when you needed them most. Now, in the short time he has been here, Jeff has proven that his position will bring the value to our company that we intended. Jeff will also be instrumental in helping us complete projects that we have not been able to complete in the past either due to skill set, time or cost. Our first big focus will be safety to assure a safe environment for everyone. We will also focus on items to improve efficiency and reduce downtime. Plus, Jeff will be training our teams on the proper maintenance and upkeep of our facilities.

## Always working to serve you better

As we look into the future, we continue to look for ways to meet your needs in terms of adding speed and space where needed. As you become more efficient in your operations, it is imperative that we do the same to assure you have a favorable experience when you haul your crops to us. We are constantly working to determine which facilities will provide you the most benefit and what changes are necessary. Some things we consider when doing this are speeding up our current receiving systems, adding additional receiving systems, adding storage, and even a second scale to reduce wait times weighing in and out.

Thank you for entrusting us with your business. ☺

## FEATURED LOCATION: ADAMS CORNER

KELLY FOUNTAIN, LOCATION MANAGER



Adams Corner has two Case IH Patriot® liquid applicators — all with AIM Command®. These applicators also have the ability to automatically adjust rates across the boom, preventing over- or under-application through curves and turns. The location also has a Case IH Flex-Air™ air applicator and a Case IH dry spinner truck, with the ability to apply

products using variable rate.

To expand CPC's anhydrous capabilities, Adams Corner added a new high-speed, higher volume anhydrous plant in April 2019, as well as a full-size scale.

Adams Corner uses John Deere AgLogic™ to track work orders, as well as locations of application equipment and tender trucks. AgLogic can send automated texts or emails to growers when orders have been completed. Contact

the Adams Corner office if you would like to receive these communications.

## About the manager:

Kelly was born in the Haven area, then moved to Colorado — calling Castle Rock, Colorado his hometown. He graduated from Rutgers University with a degree in Golf Course Management, and spent 24 years working in the golf course business, including as assistant superintendent at Prairie Dunes in Hutchinson. Kelly switched to the ag industry, working at MKC as a custom applicator before joining CPC as Adams Corner operations manager. He became location manager in October 2018. Kelly lives in Hutchinson with his wife Amanda. Kelly has three children: son Caden, 19; daughter Kailey, 17, and son Aiden, 15. ☺



# AQUAFIGHTER IS THE ULTIMATE CURE FOR WATER IN DIESEL



EMILY HAAS,  
PETROEUM DEPARTMENT MANAGER

Aquafighter® actively polishes bound, suspended and emulsified water out of diesel directly in the tank

and always keeps it water-free.

## Aquafighter performs three actions in your diesel tank:

**1.** Forces the chemical reaction that separates the bound water molecules from the fuel molecules.

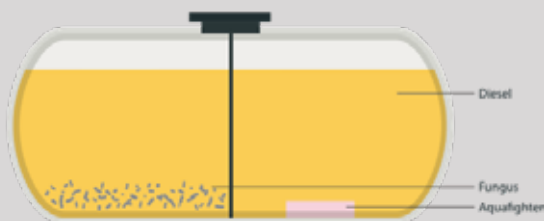
- Removes water directly from the fuel with 100% efficiency to less than 70 ppm water. Treats only the fuel that has water, compared to traditional fuel polishing machines that remove the fuel from the tank to remove the water — a procedure that only removes water to less than 200 ppm and can be very costly.
- Aquafighter has had over 7,000 lab tests performed with 100% efficiency to under 70ppm.
- Helps eliminate problems caused by water such as bacteria, corrosion or filter clogging. Can help you save up to 50% on fuel filter usage.
- Aquafighter treats the water in the fuel and the tank. It is best to operate with a clean tank, but it will take the water out of a tank that currently has bacteria and dirt.

**2.** Captures the formerly bound/emulsified water inside the fabric membrane.

- Made with a strong and durable fabric that keeps the gel enclosed inside.

**3.** Releases the clear and bright “better than spec” fuel back into the tank.

- Makes fuel gelling obsolete.
- Eliminates the need for most additives, which need to be added each time to the fuel.



Aquafighter can be used daily in your tank to keep it water-free for at least one year if other events such as bad fuel, high humidity and leaks are not present. Always protect your fuel and keep it active in your tanks.

Aquafighter is currently available to order from CPC in several different sizes to treat tanks from the smallest tank to over 10,000-gallon tanks. Installation instructions are included with each Aquafighter.

Call the CPC Petroleum department with any questions! ☺

## PLAN AHEAD: FINANCING OPTIONS NOW AVAILABLE FOR 2021

AMY THEIS, CUSTOMER  
FINANCE MANAGER



We're now taking loan applications for the 2021 crop year! We've once again partnered with The Cooperative Finance Association (CFA) with their Simpli-Fi by CFA program for

all of your crop input needs, as well as SECURE by Winfield® United for qualifying chemical and seed product purchases. Both are set up to assist in your crop input financing needs.

### Simpli-Fi by CFA can be used on ALL your CPC purchases.

- Provides loan amounts up to \$350,000 with qualifying collateral values from cash crops.
- CFA is an agricultural finance cooperative based in Kansas City that has been providing financial services since 1943 to agricultural cooperatives and their members throughout the nation.

### SECURE by Winfield United loans are specifically for products purchased within the Winfield United portfolio.

- For CY2021, SECURE includes a second portion for bulk fertilizer, glyphosate and applications costs. Many of the chemicals and seed sold by CPC are within the portfolio.
- Loans available up to \$500,000. (Larger loans require more documentation and restrictions.)

The sooner you set up financing, the sooner you can apply charges to the loans. It's a great way to help with year-end planning. Plus, you can pay now and lock in input costs at a discount for next year.

Want to know more about CPC's crop input finance loans? Contact Amy Theis, Customer Finance Manager, at 620-278-2141, [atheis@cpcoop.us](mailto:atheis@cpcoop.us), or ask any of our Agronomy sales team. ☺

## INTERESTED IN RECEIVING A DIGITAL COPY OF THIS NEWSLETTER?

SEND AN EMAIL TO [PATRON@CPCOOP.US](mailto:PATRON@CPCOOP.US)  
TO ADD YOUR NAME TO THE LIST.





Today's Technology, Yesterday's Values

225 S Broadway | Sterling, KS 67579

## WINTER HOURS

These CPC locations will be **OPEN ON SATURDAYS**, December through February, with the exception of Dec. 26 and Jan. 2.

**Hutchinson  
Sterling Farm Store  
Sterling Fuel Station  
Lyons**

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

PSRT STD  
U.S. POSTAGE  
PAID  
SIOUX FALLS, SD



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

## NOTES FROM THE GRAIN DEPARTMENT



**LEE BURGESS,  
GRAIN DEPARTMENT  
MANAGER**

By the time you read this, corn and soybean harvest is all but finished, and milo harvest is around two-thirds complete. Here are the totals as of Nov. 5, 2020:

**Milo**  
2.95 million bushels

**5-year average**  
3.2 million bushels

**Corn**  
2.08 million bushels

**5-year average**  
2.2 million

**Soybeans**  
1.59 million bushels

**5-year average**  
1.6 million bushels

I want to start by thanking you for your continued patronage by bringing your grain to Central Prairie Co-op locations. Every bushel counts and we appreciate it greatly. TMA has been very busy moving grain out of our locations to make space for the rest of the fall harvest. We came very close to filling at Chase on one busy Saturday, but were able to get trucks when we needed them to get through.

We have shipped over 700,000 bushels of milo out of our locations so far this fall harvest, with more planned to make space to get through the rest of harvest. With little to no carry in the grain markets, TMA has been selling, or will be selling, most of the fall crops up to the end of the year. Most of our milo and soybeans are set to be shipped to the Canton Terminal for shipment on trains for the next several months.

China is still the big player in the market, and they are taking advantage of it while they can. Grain prices are the highest they have been all year, which is good news for the producer. Let's hope the trend continues.

One of the good things this fall with the corn harvest was that aflatoxin was not a problem in any of the corn, either dryland or irrigated, that we received at our locations. This makes it much easier for TMA to market our corn when they are not restricted where they can market corn with high aflatoxin.

I am sure you have noticed many new faces this year working at our locations. Some employees were working their first harvest and had to learn a lot in a short amount of time. I plan on working with our locations this winter to help everyone be prepared to serve you with all your grain management needs.

Please feel free to contact me to discuss any of your grain marketing needs: 620-278-2141 at the Sterling office, or on my cell at 620-204-1062. (