



Growth, Upgrades and Challenges



Dean Thernes
President/CEO

The spring planning season is behind us, and might I say again, what a spring! Finally, the wind has slowed, and we have started receiving some much needed rains. However, in early June we had a few very cold mornings. Investments in our agronomy facilities have helped you get back to the fields not only in fast fashion but also provided the ability to have product in what has been a very tight supply chain.

I would like to welcome the new members from Farmers Elevator of Avon, SD to Farmers Pride. Our team has had the opportunity to meet many of you with the meetings last fall and this spring. Your Farmers Pride employee team will continue to serve you to help your operations run as smooth as possible. We look forward to partnering with you on your operations and hope we can bring additional value to your operations.

Your board approved some key operational improvements for the agronomy team last year, and given the current supply chain environment, the projects have made significant construction progress. However, we were not able to receive all the automation pieces and parts that we had hoped to have by this time. At Osmond's new liquid fertilizer load-out we have been running manually so we look forward to full automation next spring. The dry fertilizer building in Battle Creek is nearing completion and will be a great asset to better serve members of Farmers Pride—we look forward to full operation by this fall.

The recent storms have brought some damage to a few of the locations. We are working to get the facilities fixed up, but given the very tight supply chain, these repairs will not happen as soon as we would like. Osmond had the most damage and we will work to determine what will be

best to serve the membership long term. We know that some of the grain bin damage will not be replaced by fall harvest. We are working on opportunities to serve you this fall without any slowdown in your grain delivery. I want to thank all the employees for their extra efforts during this time.

Our cooperative agronomy supplier Winfield United, along with our agronomy team, will again host the Answer Plot tours this summer. Mark your calendars to attend this event at a new location just north of Norfolk on US Highway 81. The date will be August 24th with more details to come. If you want to learn about some of the latest information and trials you won't want to miss this tour.

With current commodity prices, it is a great time to make sure your crops reach their full potential. Many of you already have our agronomy team scouting your fields. If you are not taking advantage of this program, I would encourage you to talk to our agronomy team about taking plant tissue samples to help you maximize your crops potential. Along with that, please look at using our fungicide programs to protect your crop investments this summer.

I would like to congratulate all the 4-H and FFA members on the projects you have been working on and will show or display later this summer. What a great way to learn about agriculture and lifelong positive experiences; you are all winners and will have a bright future! Farmers Pride welcomes the opportunity to assist the local FFA chapters and 4-H groups in with educational pieces, plant and field tours and discussing career opportunities. Please let us know what we might be able to do to help you, and again best of luck with your summer projects!

Again, we welcome the Avon producers to Farmers Pride. We look forward to serving your needs well into the future. Thank you to the very dedicated employee team at Farmers Pride for their service and dedication. And thank you for your business! Have a safe summer!

Farmers Pride - Avon, SD



In late March, Farmers Pride purchased Farmers Coop Elevator of Avon, South Dakota. The purchase included grain facilities, agronomy storage and equipment and bulk fuel delivery and plant assets.

the sale of our grain facilities, agronomy operations and bulk fuel delivery to Farmers Pride” He added, “we are excited and looking forward to the services Farmers Pride can offer the area crop and livestock producers, the people of Avon and the surrounding area.”



It was announced last September that Farmers Pride would lease the grain facilities in Avon for six months. Acquisition discussions were initiated in December 2021 by both companies’ board of directors. Avon members approved the sale in February 2022.



Farmers Pride President and CEO Dean Thernes is looking forward to this opportunity. “Farmers Pride is excited to serve the Avon area producers and the Avon community with quality products and programs designed to benefit the ag-producer. As a producer-owned cooperative, Farmers Pride distributes its earnings back to its owners in the form of cash and stock dividends as well as upgrading physical assets over time.”



Avon Farmers Coop Elevator Board Chairman and Avon area farmer Ben Zacharias said, “The board of directors of Avon Farmers Elevator are pleased to have made



Agronomy Department

Alfalfa Insect and Nutrient Management



Bryan Hoffman
Agronomy Department
Manager

We are hearing numerous reports of alfalfa weevil and aphid issues in the southern and central part of Nebraska. Ask your Farmers Pride Agronomist about taking a look at your alfalfa fields for any pest presence and if a spray application is warranted.



Consider adding 5 gallons of Triple Nickel (8-20-5-5-.5) and 1/2 pint of 10% Liquid Boron to enhance regrowth after the first cutting. Another nutrition option to consider is a biostimulant fertilizer, called Kriss®, which has a 5-8-4 analysis and combines seaweed extracts and plant-based amino acids to help drive yield, increase feed quality, and defend against plant stress.

Scouting

UNL Extension offers the following advice on alfalfa scouting. Alfalfa weevil damage consists of small holes and interveinal feeding on the newest leaflets near the stem tips. The larvae are small (1/16 to 3/8 inch-long) and pale yellowish green, becoming a darker green when larger. These legless worms have



black heads and a white stripe the length of the back. The alfalfa weevil larvae spend nearly all their time on the plant. They curl into a C-shape when disturbed. In the spring, pea aphids are often present in alfalfa fields at the same time as the alfalfa weevils. As aphids feed on alfalfa, they inject a toxin into the plant. This toxin can have damaging effects on plant growth. Once the alfalfa is high enough to use a sweep net, take a sample to establish whether weevils and aphids are present. If they are, randomly select at least five sampling sites from across the entire field. At each site, gently pick or cut at least 10 alfalfa stems at ground level. Shake the larvae off the stems by beating the stems into a deep-sided bucket. Count the larvae and determine the average number of larvae per stem. Make sure to check for small larvae that may be enclosed in new, folded leaflets at the tips of the stems. Measure stem lengths and determine the average stem height.

Economic thresholds have been developed to aid decision making on alfalfa weevil control. These thresholds were derived by North Dakota State University entomologists (Beauzay et al. 2013) from a two-year study conducted at the UNL Eastern Nebraska Research, Extension and Education Center near Mead in 1990 and 1991 (Peterson et al. 1993). These guidelines can fluctuate depending on growing conditions and variety.

Deciding whether to treat or re-sample depends on the average number of weevils per stem, the stem length, treatment costs, and the value of the alfalfa. When alfalfa reaches 50% or more bud stage, it may be more profitable to cut the alfalfa early than treat it.

Energy Department

Why is diesel so high priced? Are there going to be shortages?



Dave Spencer
Sales & Marketing

The United States consumes 19 million barrels of crude oil a day. The world consumes 100 million barrels/day (mbd). Other notable world demands include; European Union 15 mbd, China 14 mbd, SE Asia 6.2 mbd, India 5 mbd, Russia 3.3 mbd and Canada 2.4 mbd.

Europe was dependent upon Russia for over 40%

of their energy needs. Upon the Russian invasion into Ukraine and European boycott of Russian energy products, world economies have been turned upside down with the sudden short supplies resulting with an increase of energy prices. All of this upheaval came at a time when the world was recovering from the Covid slowdown—demand for energy products on the rise and supplies of diesel at record low levels. So you ask, “why are the diesel inventories so low?”

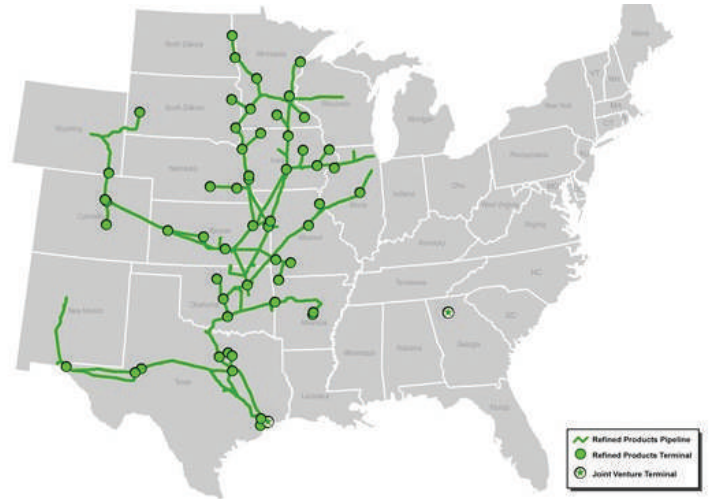
Let’s look at Refinery Production 101:

Typical crude oil refineries produce more gasoline than diesel fuel. At best, a refinery might produce 50% gas and 50% diesel on a daily basis. As Covid hit, what part of the economy was hit the hardest? Gasoline demand. What part of the economy didn’t shut down? Diesel demand! With a sudden drop in demand for gasoline, it didn’t take long for refineries and terminals to run out of space for gasoline storage. Refineries had no choice but to reduce their capacity. This capacity reduction

caused less diesel fuel being produced, even as the demand for diesel kept up at pre-Covid levels.

BAD News: Low world diesel inventories coupled with a boycott of Russian energy products has put extreme pressures on diesel prices around the world, including North America. Prices were so much higher in Europe that North American products have been making their way across the ocean and into European terminals.

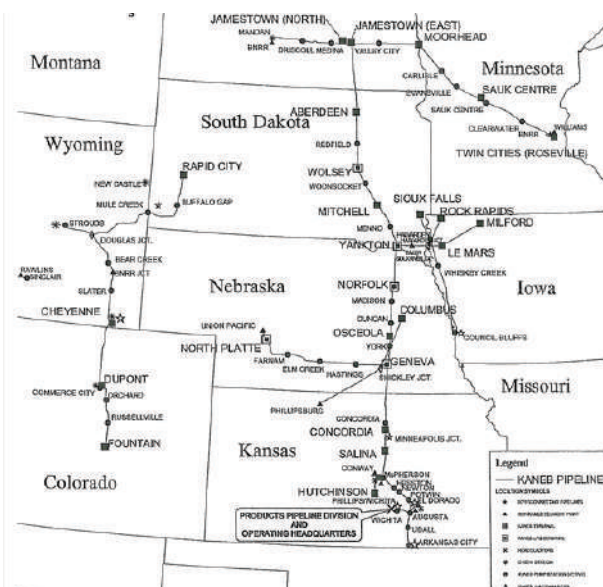
GOOD News: The diesel (and gas) products we receive at our local terminals come mostly from the refineries in the Kansas and Oklahoma. These refineries and pipelines can not ship product south to the Gulf Coast and to other parts of the world. So, no, we are not going to run out of diesel in the Midwest.



PADD Maps; What and Why are They Important?

With the world events we have experienced since late February, it is a good time to better understand how gas and fuel prices are affected by geographical differences of supply and demand.

The US trade for crude oil, diesel fuel, gasoline and natural gas takes place in New York City at the New York Mercantile Exchange (NYMEX). But prices traded there don’t necessarily mean those are the prices you will see in the rest of the United States. The NYMEX has been extremely high due to the reasons mentioned before, and that product can go to Europe and has found its way there. So, when you hear of high prices on the East Coast and the West Coast, keep in mind that might not be what we are experiencing in the Midwest. Hence, pricing is “divided up” in sections of the United States known as PADD’s.

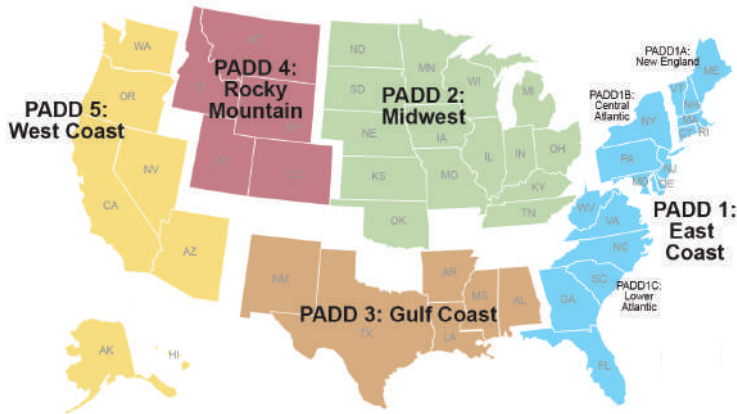


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Energy Department

During World War II the Petroleum Administration for War, established by an Executive order in 1942, used these five districts to ration gasoline. Although the Administration was abolished after the war in

Petroleum Administration for Defense Districts



1946, Congress passed the Defense Production Act of 1950, which created the Petroleum Administration for Defense and used the same five districts, only now called the Petroleum Administration for Defense Districts. Today, the districts are not used for rationing gas. PADDs are used for amassing data about how fuel moves around the country, in both the wholesale and retail markets.

The PADDs also allow data users to analyze patterns of crude oil and petroleum product movements throughout the nation. The bulk of petroleum product pipeline movements take place among PADDs 1, 2, and 3. More than half of the total U.S. inter-PADD product pipeline movements were from PADD 3 (Gulf Coast with over 50% of US refining capacity) to PADD 1 (major population centers-using over 5 million barrels of oil/day). By contrast, PADDs 4 and 5 show very small volumes entering and leaving by pipeline, with nothing leaving PADD 5.

Supply issues ranging from the impact of Gulf Coast hurricanes to pipeline and refinery disruptions are easier to understand with this insightful data collection. For example, the PADD data shows that half the nation's refineries are located in the Gulf Coast region. The East Coast uses over 5 million barrels of oil every day, over half of which comes from the Gulf Coast.

Fuel wholesalers and retailers need to understand how fuel moves within the country. This knowledge helps to understand the problems with supply and demand that occur occasionally. At Farmers Pride, we are here to help you with any of your fuel needs. Please visit with us if you have any questions about our products and how these markets are affecting our daily prices!

Propane Contracting is Available Now!

Lock in your propane costs for the year with a fixed-price contract.

Farmers Pride has the largest propane storage in the region. This storage allows us to avoid purchasing high-priced propane at the peak of the season and allows us to pass the savings on to you!

There are several contract options for your fall and winter propane needs:

Home Heat Contract

Pay 100% upfront

Home Heat Budget Plan

Spread your payments over 11 months

Home Heat Contract \$.15 down

Put \$.15 down per gallon

Summer Fill Price

Fill before August 31, 2022

Ag-Use Contract



Call us today for pricing and to take advantage of our summer contracting programs!

Battle Creek: 402-675-2375 | Oakland: 402-685-5293 | Ewing: 402-626-5293

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Transportation Department

Supply Logistics 101

The recent product shortages, supply chain disruptions and plant shut downs have certainly opened a lot of “eyes” of the general public for the last two years. Questions and rumors run through the social media world of shortages and outrageous higher prices. Farmers Pride is not able predict future prices any better than anyone else, but we do have some insights on supply from our suppliers that hopefully can help provide you information for your operation. Just remember, products don't just show up to their local store without a lot of logistics behind the scenes to get it to the destination.

Supply logistics are a big part of Farmers Pride with the products you use to grow a crop, raise an animal or move your finished products to the next market. Farmers Pride Transportation has grown over the years to be a very big part of your business to ensure goods get to where they need to be in a timely fashion.

Let's start with the fleet itself; Farmers Pride operates 13 tractors in its fleet and 19 trailers that carry a variety of products. This includes 7 grain trailers, 4 liquid fertilizer trailers, 5 fuel/gas trailers and 3 propane trailers.

Secondly, Farmers Pride works on a daily basis with our energy and agronomy suppliers to assure adequate supplies are here for you!

ENERGY PRODUCTS-Fuel Shortages? No.

Let's take our direction to the pipeline maps. Product for our area is shipped and received on the NuStar and Magellan Pipeline Systems. These pipelines are

fed by refineries from the Midwest states of Kansas and Oklahoma. There has been much talk of diesel fuel being exported from the United States to Europe and Asia. As you can see, the refineries that feed our supply cannot flow to the gulf coast where there are export terminals. So, supply of gasoline and diesel fuel should remain strong for our area. However, like any commodity, local basis will get pressures in the pricing world when it comes from the parts of the market that are short product. For example, the east coast, where exports to Europe have been very strong.

To ensure local supply, Farmers Pride utilizes 9 fuel bulk plants and 22 propane bulk plants. Combined storage of these plants is well over 1,000,000 gallons!

FERTILIZER PRODUCTS

When working with the various fertilizer products, nearly all of the product is brought in by truck. Some rail products can come in to Madison, and the Osmond facility annually runs a conversion to make 10-34-0 off the rail line. Farmers Pride's Agronomy Manager Bryan Hoffman will start to order product from the manufacturers 9-12 months out from when the product is actually going to be applied. The majority of the dry and liquid product comes from the plant and terminals near Sioux City. Anhydrous ammonia typically comes from plants in southern Nebraska or Sioux City.

To be efficient, the transportation department will coordinate many of the dry loads with a grain haul to a variety of terminals. Most of the Farmers Pride soybeans are taken to Ag Processors (AGP) a grain processing cooperative that has a major soybean processing plant at Sergeant Bluff, IA.

GRAIN

With Farmers Pride's six grain locations nestled in with numerous ethanol plants, feedlots and other local processors, most of the grain movement is taken directly to these locations. Some grain is moved by rail out of the Osmond location. With the nature of the grain business, grain moves nearly every day of the week to these various locations, trying to find logistical backhauls when possible.



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DRIVING PROFESSIONALS

Of course, none of this product is going to be delivered without the dedicated work of the person in the truck. The Farmers Pride Transportation Staff has over 220 years of driving service over our local

highways, logging 475,000 miles/year running mainly local routes. Depending on the product and the time of the year, these drivers may have to spend hours (sometimes overnight) in line to assure the products can be delivered to meet immediate demands for our customers.



Farmers Pride Transportation Team:

Bryan Daum, Transportation Manager
 Mark "Fritz" Clausen Andy Klug
 Heath Crogran Leon Meyers
 Mike Fink Bob Mullner
 Bryce Grebe Tim Sweeney
 Kent Hawthorne

Save Money at High Fuel Prices



Cenex RubyFieldmaster and Roadmaster XL Premium Diesel Fuels deliver up to 5% better fuel efficiency while optimizing engine performance-and independent tests have proven it! It's been tested for millions of hours so you can be confident you're getting true premium performance from a proven diesel fuel.

- Reduces Fuel Costs-Advanced detergents provide up to 5% better fuel efficiency
- Protects Your Engine-10-15% better lubricity than #2 fuel to reduce wear and maintenance
- Maximizes Power-Enjoy 4.5% more power for those heavy engine pull demands
- Additive Package Promotes More Fuel Efficient Starts

Put these diesel fuels to work for you and watch your savings add up!

Annual Usage	¢/gal	Fuel Price \$4.50		Fuel Price \$5.00		Fuel Price \$5.50	
		¢/gal	\$	¢/gal	\$	¢/gal	\$
1,000	0.22		\$225	0.25	\$250	0.26	\$375
5,000	0.22		\$1,125	0.25	\$1,250	0.26	\$1,375
10,000	0.22		\$2,250	0.25	\$2,500	0.26	\$2,750
			Savings		Savings		Savings

JOIN US THIS SUMMER FOR THE FARMERS PRIDE COUNTY FAIR BREAKFASTS!

Thursday, July 7th Dixon County Fair
 Friday, July 8th Madison County Fair
 Friday, July 22nd Wayne County Fair
 Friday, July 29th Pierce County Fair
 Thursday, August 4th Antelope County Fair
 Friday, August 5th Dakota County Fair
 Friday, August 12th Knox County Fair



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Toughest Factor in Succession Planning Is Transitioning Relationships to Next Generation

by Lance Woodbury
DTN Farm Business Adviser

Estate and succession planning both involve transitions of the farm or ranch business to the next generation. While estate planning is focused on the transfer of assets like land or equipment, succession planning deals more with the transition of management activities, including the skills, knowledge and relationships it takes to continue running the enterprise.



Transferring relationships from the senior generation to the younger generation is different. Think about your relationship with certain landowners, which can often span multiple generations. Or consider your long-term relationship with financial advisers like your lender or accountant, who have been with you through both the good and bad times. If you have long-term or key employees, contemplate all the hours you've spent working side by side. These relationships contain a shared history; they are bonds that have developed and deepened over time.

How do family businesses, then, hand off these long-standing relationships to the next generation? Consider the following strategies for transitioning relationships.

Intentional Introductions

When planning to hand off the business to the next generation, it helps if the incoming family members are known to important business constituents. Formally introduce them to make sure the landowner, family adviser or key employee knows who the next generation family members are, their backgrounds and what their roles in the business will be. If the next generation member is known from his or her childhood on the farm or ranch, a specific reintroduction as an adult helps set the stage for a more professional relationship.

Purposeful Inclusion

Familiarity between members of the senior generation and their contemporaries and advisers makes it easy for them to combine both social and business interaction, but it can make it hard for the incoming generation to be part of the conversations when important items are discussed.

The senior generation should be very purposeful about including the next generation in communication. That may mean pausing the discussion and inviting the younger family members into the office. It could involve scheduling a future time to visit, which can feel awkward but is necessary to get next-generation members in the room. It could be as simple as putting the phone on speaker when a landowner or key adviser calls so the discussion includes the successor. The point is to be deliberate about how you include the next generation in the interaction with key business relationships.

Strategic Absence

The incoming generation needs a chance to forge its own bonds with people who are important to the business. That means the members of the senior generation need to be absent during some part of the communication process. You might have a member of the next generation return the phone call that came to you. Or, you might have younger family members start the meeting, and senior members join a few minutes late. You might even say "something came up" that causes the senior generation to intentionally miss a meeting. In short, create an environment where the next generation can build a relationship on its terms.

For most farms and ranches, relationships are the foundation for business success. They are deep and historical and include social components. If you are intentional about introductions, purposeful in the communication process and strategic about the senior generation's absence, you improve the odds for a successful transition.



Human Resources & Safety

The Greatest Us!



Dawn Pochop
Human Resource
& Safety Manager

In a world of newer, faster, better, I must admit I am still a fan of the “take it slow and enjoy” team. Especially when it comes to riding bicycles in the summertime. Did you know that the first modern version of a bicycle was made in 1816? Creator Karl von Drais was interested in finding an alternative transportation

to the horse as crop failures were resulting in the starvation and death of horses. Commonly called “wooden horse, or hobby horse,” the concept moved across Europe and North America with many different changes. This new technology was welcomed by those who were daring to balance. It soon became a public perception of being a dangerous toy, and many cities began to prohibit its use due to many accidents and injuries. By the late 1890’s the bicycle public perception changed, and it became an everyday transportation tool for everyone.

The bicycle hit a re-growth stage when our serviceman found them useful modes of transportation in Europe during World War II. My favorite picture is of my



grandfather riding one in France, with a smile in his eyes. Although he never talked about it, I imagine him experiencing the beauty and peace while riding, at the exact same time he experienced worry and fear of the war around him.

In today’s world, we look at the bicycle in our area as a recreation and exercise tool. Our

youth find a new freedom and way to explore the world around them. We see weekend warrior bikers, extreme sports bikers, or those who enjoy weekend exploration of our beautiful wide-open country. In large cities of the world, the bicycle can be a person’s main mode of

transportation.

I was thinking about what I like about riding a bike, and all the variety of emotions one can experience. I am proud of this little favorite guy, my grandson, and how he experiences fun and joy when riding. I also found that all those things that grandpa taught me when I learned to ride are also life lessons that each of us can use every day.



- **Balance** – Life is not always easy to balance. We have stress, responsibilities, and worry. We experience joy, growth, and peace. But by keeping our balance, we can stay on the road or path to achieve a greater and fulfilling life.
- **Keep pedaling** – Some days may be steep climbs and others may be easy and flat. Regardless of whether it is easy or tough, you keep pedaling until you get to where you are going.
- **Eyes ahead** – Life is always in front of us. Keep looking forward on the road so you can be prepared for obstacles and overcome them.
- **Use your brakes** – If you are going too fast, it’s harder to stop. You will need to use your brakes, just don’t wait until it’s too late.

If only these two could have met, imagine the stories they would share riding bikes together. I am guessing it would have been related to all of the above. They would have been what I call “The Greatest Us!” You may or may not enjoy riding a bicycle. But if you get a chance to take one for a spin this summer, do it! It’ll bring that childhood carefree joy back into your life. It will give you peace in a time of worry and doubt. If you don’t get a chance to ride, I hope these lessons will give you a greater ride in your life.

In the Field, on your Farm, in your Community

Above is our tagline we developed years ago. Being a farmer-owned cooperative, it is pretty obvious that we are in the field and on your farms. But we are also in your community, in a multitude of ways.



But beyond these donations, we are in the local community employing over 100 employees who spend money in their respective community supporting the local economy. We are paying property taxes of over \$350,000 every year to be used in our schools, towns and counties. We are also investing in our locations with facility upgrades and equipment additions, also helping drive local economies.

We are proud to support you, your operation, and your community. So when

you use the products and services of Farmers Pride, you too are supporting your community!



We are proud to “invest” in the communities we serve through employment, tax revenues, asset upgrades and additions, providing services and corporate donations to local non-profit organizations. Every fall, we are please to work with our suppliers in many instances to do a “matching-grant” program to maximize our donations back to local organizations in our communities.



2022 Farmers Pride Scholarships Winners



Kiersten Welke	O'Neill High School
Trevor Doerr	Plainview High School
Amanda Sellin	Norfolk Senior High
Boston Reeves	Battle Creek High School
Makinzie Parsons	Pierce Public Schools
Kathryn Kuhlman	Bloomfield High School
Madison Melcher	Summerland Public School
Patrick Vinson	Osmond High School
Keenan Brown	Oakland-Craig Public School

Deworming and Creep Feeding

Chad Schomberg
Sales

I'd like to share some thoughts on deworming and creep feeding this summer. First, here are some deworming recommendations. If you have turned pairs out and you did not deworm yet, then 6-8 weeks after turning them out is a good time to do so. Then in all cases, deworm this fall after a good hard freeze. PN 16-8-12 Safegard Mineral is an excellent mineral and very cost effective way to accomplish the deworming objective. There's no better time than now to start a strategic deworming program, and we are here to help you with that.

Again this year, we are offering a calf creep contracting program for feeding from now through September. Our standard products are PN 18% Creep B68 & PN 16% Calf Creep B68. We have a formulation department that is very capable of putting together a customized formula for your calf nutrition needs as well. Let's take a look at the economics of creep feeding the calf crop to see what returns we could be looking at. We generally figure on the high energy/high protein creep, we should see a conversion of 4.5 to 5 lbs of creep to 1 lb of gain. Depending on feed efficiency,



that puts the cost of gain around \$.95 per pound. At present, it does look to be profitable to feed those calves and get the extra pounds. Again, we are here to help you tailor a program that fits your specific needs.

If you have any questions, please contact one of our Progressive Nutrition consultants:

Chad Schomberg 402-750-3923
Stephen Wattier 402-992-2892
Cody Sitz 402-750-4598

Greg Schulze 402-750-3892
Dan Stark 402-360-1227
Office 402-371-2040



Following are some of my thoughts when developing a creep feeding plan:

- During periods of drought, or when pasture quality is declining later in the grazing season along with milk production.
- As part of a forage management program to conserve pasture or part of an early weaning protocol.
- If I am trying to increase the pasture stocking rate.
- As part of my preconditioning program, creep feeding before weaning will help calves become accustomed to dry feed as well as putting them in a positive vitamin/mineral status, therefore reducing risk of morbidity or mortality at weaning.
- Prices for weaned calves dictate that it is economical to do so. A good return on investment.
- Late calves are being pushed for a set market date.
- When the price discount is small for heavier-weight feeder calves.
- When large-frame calves are immediately placed on a high energy ration and destined for slaughter at 12 to 14 months of age.



**PO BOX 10
BATTLE CREEK, NE 68715**

We are a locally owned Agricultural Marketing Cooperative with the mission of strengthening the well-being of Agricultural Producers, Employees, and their Communities.

**Mark your calendars to attend the 2022 WinField
United Regional Answer Plot August 24th!**
This western corn belt regional plot will address
the latest in crop production management, weed
management, hybrid selection and crop nutrient
management. Located north of Norfolk on Hwy 81.
AM and PM sessions, more details to follow.



Follow Farmers Pride on social media!
See updates, pictures and other news



**Avon • Battle Creek • Bloomfield • Ewing • Laurel • Madison • Neligh • Newman Grove
Oakland • O'Neill • Osmond • Pierce • Plainview • Snyder**

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