



## Growth, Upgrades, and Challenges



**Dean Thernes**  
President/CEO

Every year around this time I ask myself, “Where did the growing season go?” It seems like we just planted the crop and now we are busy with harvest! The rains this year were obviously spotty at best and very short. As always, I want to say “thanks” to all of you, our member-owners, for your support this past growing season. This is your company and Farmers Pride’s mission is to serve you with the best products, recommendations,

and service in the industry.

Your Board of Directors has voted to retire equity. The board approved equity retirements to be paid out to birth year 1955 and business years 1998-2007. The checks were sent the first week of October. The cash paid out YTD from estates is \$107,0522 and the total cash paid out YTD between cash and equity is \$5,059,802. We thank you for your continued support!

In a move to continue to upgrade facilities and services, the board of directors approved a new bulk fuel plant in Battle Creek to consolidate outdated plants in both Madison and Battle Creek, plus a 24-hour fueling station. The fueling station will offer DEF, E-85, and Cenex Ruby FieldMaster along with unleaded and Cenex RoadMaster diesel fuels. The new pumps in Battle Creek, and upgraded equipment at our other fueling stations in Battle Creek, Newman Grove, and Bloomfield will require an updated fuel card, stop into your local Farmers Pride and pick up your new cards.

The Answer Plot tours were held again this August with our agronomy partner/supplier Winfield United. It is this connection that brings you the “best in class” agronomy recommendations designed not to sell you “more stuff” but products and programs that are designed for your

absolute bottom-line benefit. There is a difference between agronomy retailers-it’s worth the time to check out how we can make a real difference in your fields. Watch for a save-the-date early this spring when a follow up meeting will be held to discuss results from this year’s Answer Plot trials and learn what might positively benefit your farming operation in 2024.

As you might expect, the crew at Farmers Pride worked very hard to get you the products you needed where you needed them this summer. Please talk early to our agronomists this year with 2024 crop plans so we can make any necessary adjustments prior to next spring’s plantings. Our irrigation fuel/propane delivery team was challenged with extremely long hours and worked in some very tough conditions this summer. Many thanks for their dedication and to all the Farmers Pride employees who help make your company better! We recognize every day the importance of great employees and we are very proud of the team and the service they provide.

To optimize our efficiency, Farmers Pride has consolidated our offices in Oakland and Laurel. We will continue to proudly serve and support these areas and communities. Farmers Pride is committed to continuing to serve the Oakland and Laurel areas with energy products just as we have been. In the rollover, our 877 phone number has been changed, please update your contact to 800-233-6679 or 402-675-2375.

Please save the date for our Annual Meeting, coming up on March, 5th at the Lifelong Learning Center at Northeast Community College in Norfolk, NE. There will be two open positions for election on our Board of Directors. If you are interested in becoming part of our Board of Directors, please contact this year’s nominating committee, Derek Zohner at 402-316-8823, Chad Fehringer at 402-310-3217, or Dennis Kuchar at 402-649-2702.

***Please be safe during the fall harvest!***

# Grain Department

## 2023 Grain Marketing



**Layne Bussey**  
Grain Originator  
Battle Creek

Harvest is a busy and exciting time here at Farmers Pride, and we know how important it is to you to find the right marketing option for selling your grain.

As the soybeans continue to roll through the combine and into town we start to wonder when will this market go back up? What should I do with bushels that are not forward contracted? Do I store these bushels or maybe there's better options out there for me and my operation? I'm here to walk you through a few different contracts that Farmers Pride offers to give more flexibility with your grain marketing.

The first contract option I'll cover is the extended price contract that we offer. This is where you spot sell your grain in the coop and we advance you 70% of your money up front and then keep the 30% to margin the account this means you can go out and buy back a futures

option of your choice if you think the market is going to rally after harvest wraps up. Another contract I think

that is important to mention is a HTA (Hedge to Arrive) this contract is two parts, first you are

able to set futures prices, then later set basis. This contract allows you the option to roll this ahead to another futures month if you would like to collect and capture the carry. With a HTA contract you will be able to set basis at anytime during the duration of this contract.

Another grain marketing option to consider is contracting for fall of 2024, especially for corn.



Also please ask us about any of our direct ship programs to end users and local feedlots as well as our on the farm pickup option to help keep your harvest moving right along!

We want to say thank you for your continued support to Farmers Pride and we wish you have a very safe and successful harvest season!!

### Harvest Hours

Looking for harvest hours for your local Farmers Pride grain location? Visit our website, and click the Harvest Hours 2023 link!



## Have you signed up for Farmers Pride grain bid texting yet?!

Sign up for Farmers Pride's free texting service! Receive Cash Grain Bid texts, twice each weekday at 9:00am and 2:30pm for your local Farmers Pride Elevator!



- Daily Cash Bids
- Harvest Hours
- Special Events
- & More!

To sign up, scan this QR Code, call your local Farmers Pride grain location, or visit [farmerspridecoop.com/grain/ag-text-alerts](http://farmerspridecoop.com/grain/ag-text-alerts)





# Energy Department



**Bryan Daum**  
Energy Manager

## 24/7 Fueling Battle Creek South Plant

A new retail fueling station has been approved by your Board of Directors! Farmers Pride will be now offering E-10, E-20, E-30, E-85, NoLead, Dyed Diesel and Clear Diesel at the South Plant location on Hwy 121. These products will be available 24/7 using Farmers Pride cards or any major brand of credit card. The pumps are now open for credit card use! Existing Farmers Pride fuel cards will need to be updated. An important factor while designing these pumps was to create easy accessibility for trucks and ag equipment. DEF is also available at these pumps for your convenience. The facility has a canopy and lighting for safe use after dark. As we install this facility, we are also updating our fueling card equipment at our other 24/7 fueling facilities in Newman Grove, Bloomfield, and the in-town pumps in Battle Creek. ***If you currently have a Farmers Pride fuel card, you will need to update cards in order to access the updated card system.*** Please stop into your local Farmers Pride and get your new card activated!

## Energy Markets

This past September 6th and 7th we saw the gas prices quickly increase over 50 cents. We fielded many questions regarding this move in the market. The best way I can explain the raise is the summer grade gasoline was set to convert over to a winter grade gasoline on September 15th, and a major supplier got caught short of supply, causing a large move in basis and overall product prices. Here at Farmers Pride we have worked through this, and the summer driving season has come to an end. Therefore gas prices "SHOULD" be decreasing. Regarding diesel forward contracts, there is an inverse on the Nymex of 50 cents: Nov 2023 to July 2024. You can now lock in diesel at a lower price with a contract at this time. Contact your local Farmers Pride location now at look into setting up contracts for your future fueling needs!



## Winter Fuels

Starting on October 1st, all AFD deliveries will have a Cold-Flow Improver(CFI) added to the fuel and by October 15th all Farmers Pride tank-wagon deliveries will have CFI added into every gallon of diesel we deliver. Why do we do this? The best time to add cold-flow improver is while the product is loaded at the terminal. The fuel is warmer (helps with blending) and the amount of the additive is temperature controlled electronically. Cold-flow improvers are designed to extend the operability of fuel by altering the diesel fuel wax structure utilizing dispersants. Dispersing wax thus keeping wax crystals from congregating in the fuel. The temperature at which #2 diesel fuel begins to form cloudy wax crystals is approximately 15 degrees. Adding Cold Flow Improver additive will help us get down to 0 to 5 degrees before crystallization.

When blending #1 and #2 fuels, the blending needs to occur when the temperatures are 10-15 degrees above the cloud point. You will never get a proper blend adding #1 diesel to #2 diesel fuel when the temperature is below the clouding point!! Also keep in mind as we head through fall and towards winter, some helpful tips when it comes to fuel blending: When blending down a tank, it's imperative that you know how much fuel is left in the tank and calculate the treat rate accordingly. If you have 700 gallons of #2 diesel remaining in the tank, and need to create a 50-50 blend of #1 and #2, ordering 700 gallons of a 50-50 blend (a common mistake) would create flow problems – because it would result in a blend of 1,050 gallons (71 percent) of #2 and 350 gallons (29 percent) of #1.

## Attention Oakland Area Customers!

The former Oakland phone numbers (877-259-3895 & 402-685-5293) have been changed. Please update your Farmers Pride contact information to: 800-233-6679 or 402-675-2375

# Agronomy Department

## Fall Soil Sampling



**Bryan D. Hoffman**  
Agronomy Department  
Manager

Fall, what a wonderful time of year. Football, beautiful outdoor scenes, the foliage changing color, and the best part of fall is we get to harvest our crops and reap the rewards of the decisions we made concerning our crop plans.

As we are getting crops out of the field, let's also think about updating soil samples. If you have fields that are grid sampled, check to see how long it's been since they were last done. We can make accurate Variable Rate Prescriptions on grid samples for 4-5 years. If it's been longer than that we might want to re-grid that field or at least do a couple spot checks to make sure our fertility program is on track with your farm goals. If you have been working with composite samples, it might be a good idea to have a farm or two grid sampled. The soil in our area is highly variable. A VRT lime application to help correct PH pays for the grid sampling alone, just in savings of putting the tons where they need to be, and not a straight rate over the whole field.



Your agronomy professionals are anxious to get soil samples taken as soon as the crops are out of the field. This serves two very important purposes. First, if the samples can be taken before the ground is frozen, we can do 4 or more samples in the time it takes to do 1 in the frozen soil. Second, we have the opportunity to utilize the samples to make our

cropping plans sooner and make applications in the fall or early winter if they are needed.

Grid sampling and variable rate applications of fertilizer and lime continue to grow every year. To grid sample a field, we take about the same number of soil cores for 2.5 acres that we take for 40 acres with a regular sample. So generally, there are 16



more times that we push the probe in the ground for a grid rather than a regular sample. All the more reason we need to beat the frost as much as possible to get these samples done.

Throughout the summer, your agronomy team has been going to training to learn how to help our farmers to solve the problems and extract the opportunities that we see today. The weed control issues that continue to challenge us more and more every year is one problem we are constantly learning and finding solutions for. This year we saw white mold have some devastating impacts on some of our fields. One of the decisions that can be a major help for white mold begins now with the selection of a resistant variety of seed.

If you remember one thing from this newsletter let it be to have us take your soil samples during the fall. It works a lot better for us as well as you. Fall is also the time to make your seed orders for next year to make sure you get the varieties and the traits you want. All our agronomy sales staff can help you with your seed needs. Don't forget fall applications of fertilizer and lime can be very helpful in time management for next spring and in getting the product to move into the soil profile. Thank you for your business in 2023 and we look forward to working with you in 2024.



# Harvest 2023 and Planning for 2024



**Nate Meier**  
Agronomist  
Battle Creek

Harvest has gotten underway for most of the surrounding area, and it is an exciting time of the year for everyone in the farming community. As we get the combines rolling through the fields, take notes and make observations about the condition of the crop at harvest whether it's corn or soybeans. Is the corn

standing well? Are the beans lodged? How was the weed control? These types of issues bring down the efficiency of harvest, costing you more money. Make sure to keep track of yields on a field-by-field basis. Good record keeping is the key to having a great plan for the following growing season.

A challenge we face every year is how to control roundup resistant **Palmer amaranth** and **water hemp**. In corn and soybeans, it seems to be a problem every year. The fields look clean for a better part of the season after post applications, then in August and September we see those hard to kill weeds peak up through the canopy. The easiest way to control a weed is to make sure it never gets germinated and out of the ground. Are you overlapping residuals with your pre-emerge and post-emerge herbicides? The cleanest fields I have looked at in the area have had 2, and sometimes 3 different mode of action residuals throughout the season. Whether it's the XtendFlex or Enlist soybean platform, we have the products to help you achieve season long weed control. In corn, we have the top of the line pre-emerge and post-emerge chemical options to fit the needs of your farm.

Like always, we had an unexpected issue pop up this year, particularly in soybeans with **White Mold**. White mold lives in the soil as a fungus and can survive for more than 5 years even in a corn/soybean rotation. Weather conditions are the main driver of white mold infection, moderate temperatures and moisture along with dewy mornings right around R1 (flowering) of soybeans is the perfect storm.



White Mold

If we think back to the last week of June, which is when most beans were flowering or were about to, we started catching some rain in the area. The white mold fungus releases spores from sclerotia on the ground and infects the flowers of the soybeans. Once infected, there is no cost-effective curative measures that work well. If you have a history of white mold, the best practice is to pick a soybean variety that has a strong agronomic rating against it. Typically, shorter season beans such as 2.6 and below have better agronomic ratings against white mold. However, that's not always the case. Also, a Fungicide at R1 (possibly with last post application) gives you your best shot to help prevent infection. A fungicide at R3 is too late if we are trying to fight white mold. Contact our agronomists and we can find you the right soybean varieties and give you the best insight for your farm.

As you take notes and record your harvest data, make sure to keep track of your top yielding corn hybrids and soybean varieties. On farm field trials are the best way to compare and give you the best information on what best suits your farm. *Now is the time to prepay for seed for next year, as the best cash discounts are available this fall!* We have some new corn hybrids and soybean varieties in plots in this area that look very good right now and harvest data is coming in. We carry Dekalb, Asgrow, Croplan, NK, Xitavo, and Agrigold seed lines. Partnered with Winfield United, we can give you the best data and recommendations from Answer Plot trials to choose the right seed for your acre. Be sure to contact our agronomists today for your seed needs.

At Farmers Pride we also have financing programs to help you manage cost and start planning for next years growing season. One is Winfield United's **Secure Financing**.



With Secure we can finance most seed and chemicals as low as 4.9-6.9% based on credit. With fertilizer, application, and roundup we can finance for as little as Prime+1 or Prime+2 based on credit. Be sure to ask us about our financing options as you get set for next year.

Fall is an exciting time for us right now and very busy, if you have any questions feel free to give your local Farmers Pride agronomist a call. We are here to serve you, the farmer. **Have a safe harvest and we look forward to seeing you in the field!**

# Human Resources & Safety



**Dawn Pochop**  
Human Resource  
& Safety Manager

I recently saw a quote that read: "Be stubborn on the goal, but flexible on the path." I'm not sure who to give credit to for this, but I LOVE IT! While it's short and sweet, it provides guidance in so many various life events.

One of the major loves of Nebraska is fall football,

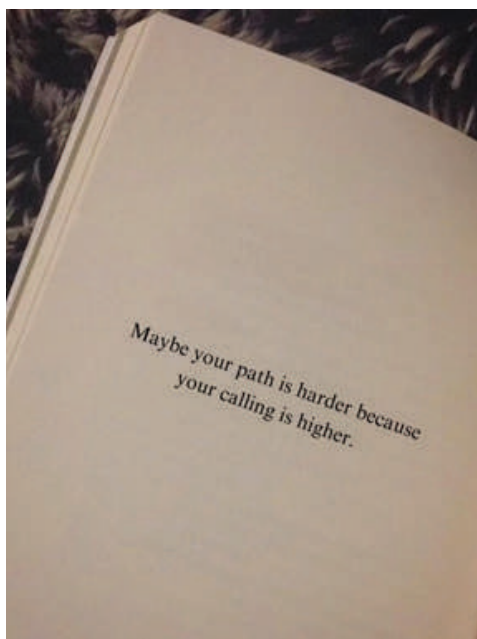
volleyball, and other various sporting and school activities. As parents, fans, or family members we cheer with great anticipation to see our favorite participants successful as a team and as participants.

Some of you may know, in my off-work time I coach junior high and high school club volleyball. This season, as I travel around to watch players from our club play with their fall school team, I'm impressed with not only their play, but their impact upon their teammates. I've had some in-depth conversations

with the athletes and their families, centering around goals and challenges. Some athletes are taking on new leadership roles or new floor positions creating challenges for them to understand and feel successful.

Some are excelling in these new challenges, while others may feel apprehensive.

Some have been "the star" for many years, and now face opponents or teammates who are just as good. Some have future goals of playing sports at the next level, while others may not. Whatever their path, each is unique. I encourage and remind them that while today's challenge may not be their goal it will provide a learning experience in their future.



As for all of us in life, we don't truly know the outcome of the challenges we face – but I think challenges provide a learning lesson that will be used in the future. A lesson to help others, a reminder to be strong, change our mindset, or learning a new skill. Regardless, we must stay focused on the "end-goal" even though the path to get there isn't in a way we envisioned.

You may see the same thing in a situation on the farm during harvest or with a family issue. We all have challenges that we don't understand and may struggle to accept – but remembering to stay on the path

toward the ultimate goal will in the end reward us with something we never even knew would matter. By no means am I suggesting that death of a loved one, cancer, or other major life event happens for a reason. But what I am suggesting is the trial of the situation, will reveal something inside you that is greater than you ever thought you could do or be. Major life events are the path we each face and ultimately our goal is to get through them the best we can to reach the other side.

One of my favorite songs includes the lyrics: "It's amazing what the hard times can reveal. Like who shows up, who walks away, and who is for real." So my encouraging words to you are: face the future with a strong outlook, know there are others cheering you on from the sideline, you will overcome your challenges with a little faith in the path that is leading you to a greater tomorrow.

***Have a safe, healthy, and happy harvest!***







*Progressive Nutrition*

## **Don't Forget the Bulls!**

In many situations bulls tend to be a somewhat neglected part of the herd, as they don't contribute much to the operation after breeding season. However, getting them into shape and keeping them healthy is critical to the profitability of any operation. Winter is the best time to condition bulls for the spring and summer breeding season. Now is the time to look at and plan your bull wintering program.



Bulls that have been out on pasture for the summer will most likely come into the fall thinner and need to put on weight to achieve a desired body condition score of 5 to 7. Younger bulls should be managed separately from older bulls because they will still be growing and will not be able to compete with the more dominant bulls. Managing them separately will ensure their continued growth, development, and lifetime breeding potential. Younger bulls should gain about 2 lbs per head per day. This can be done using a diet around 40-42 Mcal of NEg or around 30 percent concentrate to 70 percent roughage. It is important to remember that young bulls are still growing. Older bulls need about half the concentrate of younger bulls to get back into shape. They are finished growing, so the energy they consume can be used for conditioning and



not growth. Make sure the bulls have plenty of space. If they are crowded, they tend to want to fight and could injure themselves. Be sure to bed them when the weather gets cold.

Like any class of cattle, bulls need a balanced trace mineral and vitamin supplement to ensure semen quality during their spring breeding soundness exam. Research has shown that feeding flax oil through supplements such as FlaxLic tubs or PowerBooster will improve semen quality.

Bulls also need a 2:1 calcium to phosphorus ratio and plenty of good, clean water. A diet that is 12% protein for older bulls and 14% protein for young bulls will ensure there is enough protein to put on muscle as well as growth for the young bulls.

Bulls contribute a tremendous amount to the genetics of the herd and need to be properly cared for to ensure their longevity and productivity in the herd. Proper nutrition and management during winter is essential to maintain fertile, active bulls.

A Few Products to Consider:

- PN Hi-Energy Bull Challenger R30 - Hand Feed
- PN Bull Challenger R30 - Hand Feed or Self Feed
- Omega Tub
- PN 14-8-3 Availa 4 Mineral

***Get a jump on planning your bull program by contacting one of our consultants!***



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.*



### **October is National COOP Month!**

Celebrated by cooperatives nationwide,

National Co-op Month is an annual opportunity to raise awareness of a trusted, proven way to do business and build resilient, inclusive communities.

Under this year's theme, "Owning Our Identity," this year is also a chance to lift up what makes cooperative businesses unique in the marketplace. Guided by a set of shared principles and values—among them democracy, equity and solidarity—co-ops are hardwired for economic and societal transformation. In a moment when corporations are scrambling to find an identity outside of maximizing shareholder value, that's a meaningful difference.

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



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