

SPRING 2018



Midwest

Farmers Cooperative



PATHWAY Newsletter

April 2018



Jeremy Wilhelm
CEO

I can remember my days on the farm as a kid where there seemed to be a lot of hard work. In order to make the time go faster during the hot summer days, we would often make up official titles for the work we were doing. If you were asked to go fix fence for the day, you were known as a Bovine Containment Engineer. An experienced hay baler was also known as a Bovine Dietary Packaging Specialist. While the pay didn't change with these fancy titles, it brought some fun into the hard work and helped pass the time. Things seemed to be different back then. The planter was a 4 row John Deere with 36" rows pulled by a tractor that didn't have a cab, radio or air seat. Today, that planter is 3-6 times larger with automatic row shut off units, hydraulic down pressure on each row unit ensuring the seed is placed at a consistent depth across the entire field and the tractors now have cabs, air conditioning, satellite GPS and even auto steer. In fact, the

kids these days making up a fancy title for the hard work would likely include something like Mobile Computer Technician. Technology has come a long way in a short period of time.

The technology pipeline continues to fill at a faster pace by each week that goes by. There are autonomous tractors being tested commercially in fields today. We can take satellite images of fields on a daily basis and treat for diseases and insects almost instantaneously. In the past, we waited to see what the yields were and tried to make the appropriate adjustments the next year, which was a completely different growing season and set of circumstances. Today we customize the seed for your specific farm, your farming practices and the nutrient profile in your soil. And through our member ownership of Land O'Lakes Cooperative, we have developed a partnership with Microsoft to help us bring tomorrow's technology to the farm table even faster than in the past. To say the least, these are exciting times that we live in.

And when we speak about technology, Midwest Farmers Cooperative thinks about sustainability, which translates to growing more with less. Too often, this is misconstrued as a negative like GMO products are not healthy for you. There are no facts around this misconception. In the past few weeks, you may have seen that Bill Gates stated that GMO products are perfectly healthy and are in fact needed in order to reduce starvation and malnutrition as we head to a population of 10 billion people. Many of you may not realize that carrots were not always orange. In fact many, many years ago Dutch farmers grew a strain of carrots that contained higher levels of beta carotene, which turned them orange and wiped out thousands of years of yellow, white and purple carrots. While we can all appreciate being resource constrained on water, arable land and being at the mercy of Mother Nature, one thing we are not constrained on is human ingenuity.

Midwest Farmers Cooperative is off to a good start this fiscal year. We will ship 32 trains the first year of the rail site in



Bovine Dietary Packaging Specialist

Syracuse being operational. That is the equivalent of over 14,000 truckloads, which we would consider a pretty good start. We will also exceed 24,000 tons of dry fertilizer flowing out of the new dry plant in Syracuse, which would be a 33% increase over last year as a company. These assets are doing what we wanted them to do...provide better logistics, getting us access to national and even international markets, reducing the cost and getting more competitive pricing to our patrons.

However, these assets do not run themselves. We recently celebrated Employee Appreciation Day and are truly blessed with some of the best employees you could ask for in your cooperative. If you get a chance this spring, tell them thank you. We also thank you, our customers, for your business. We know that we have to earn it every day. Have a safe spring.



Bill Hotchkiss



An Exciting Announcement

Midwest Farmers Cooperative is excited to announce that we will have our own Answer Plot beginning with the 2018 season growing season! For over twenty years the Winfield Answer Plot Program has demonstrated how different seed, plant nutrition and crop protection products perform in a variety of fields and environmental conditions.

Answer Plot data is collected from nearly 200 locations, 4000 acres of land and 30,000 replicated trials. Every year our agronomy team has attended several training sessions at Winfield's Answer Plot near Waco. At this plot we would identify ways to optimize inputs and grow more bushels for a more profitable and sustainable agriculture system.

This new Answer Plot will be south of Syracuse on Highway 50, on the west side of the road. It will be planted this spring, and we will have the opportunity to hold our agronomy training sessions and producer plot tours here. This will help us demonstrate how to place hybrids, what happens to hybrids when populations increase or decrease, see the effect seed treatments have with early planted soybeans, and view the response to changes in fertility. We will also be able to instruct everyone on how to scout for issues that come up in your fields like insects, weeds, herbicide injury symptomology and diseases that show up later in the year.

These plots have been a valuable tool for our agronomy team for years, but this new plot will be an even more valuable tool for all of our producers.





Gayln Boesiger
Grain Division
Manager

Grain Market Update

Spring is finally here! It seemed like a very long winter and the weather was not a lot of fun on several days. However, the wintertime markets gave us some opportunities to sell some grain. Corn and beans both enjoyed decent rallies from the first of the year through the early part of March. Corn prices rose approximately 40¢ per bushel during that time frame and soybeans went up close to \$1 per bushel. This allowed numerous people to get sold up on a large portion of old crop grain and many took the opportunity to start selling some new crop as well.

We are now entering the spring season which typically will have some of the most interesting markets of the entire year. Weather will become the sole market factor for the next few months. Traders will place their bets as to when the crops will get planted and how the growing season will progress. Then they will hinge their trading decisions on every new weather forecast. The markets can become very volatile if the weather gets too hot, too dry, too cold or too wet! Keep a close eye out for opportunities. Currently new crop prices have been trading at levels which were tough to find last year. While we never recommend selling more of your crop than you are comfortable with, having a portion sold ahead of harvest has been a good strategy over the years.

Midwest Farmers Coop continues to offer free DP (delayed price) through August for corn and soybeans delivered off your farm and into our elevators. This program allows you the ability to get your bins empty before summer, taking away the risk of storing grain during the time when you have the most risk exposure of it going out of condition. It also allows you to market your grain during your busy times without the worry of how you are going to get it delivered. Call us if you would like your grain to go onto a DP contract.

We hosted several grain meetings in March, but if you were unable to attend or if you have additional questions, please call or stop in to visit one of our grain merchandisers to discuss the new grain contracts we are offering. Landy Roeber (Elmwood), Trent Bohling (Syracuse) and Chris Boeck (Waverly) have been working hard to provide plenty of different marketing alternatives available for you. I am confident they can help you find a plan that will suit you and your operation.



We continue to load trains out of the Syracuse facility. We have a year of loading trains under our belts now and are very pleased the shuttle is working as designed. This facility gives us access to markets we were not previously able to reach. With the volume of corn we now handle, being able to ship trains is a huge advantage for us when marketing corn.

Thank you for your business and have a safe spring and summer. Contact us if we can assist you with any of your grain marketing needs.



Volatility Can Lead to Opportunity



Trent Bohling

Grain Merchandiser

On March 22nd, Midwest Farmers Cooperative hosted three grain outlook meetings throughout the trade region with over 170 patrons in attendance. Thomas Meierotto, from the Des Moines office of RJ O'Brien & Associates LLC., was our guest speaker. His message highlighted the burdensome grain stocks we have going into the 2018 growing season. He also discussed a major shift in the projected planted acres, which puts soybeans ahead of corn for the first time since 1983. An impressive year for corn demand was a bullish highlight, but much of the discussion centered around the more negative current events such as China's retaliation to a proposed tariff on some of their staple export products. The recent volatile stock market was a perfect backdrop for this discussion.

The grain department has been busy collecting data and analyzing some new contracts that we feel may be beneficial. Our Weighted-Average contract was developed by using past years and seasonal averages to determine strong weeks for sales. Every week a percentage of your bushels are priced in the program; some weeks only 2% and for the weeks which are seasonally strong, up to 12%. We feel this is a good way to diversify some bushels and sell into the seasonal rallies that producers often shy away from because of summer weather patterns. Enrollment of these bushels is encouraged as soon as possible or before April 16, as we are pricing now.

Our other new offering is an Accumulator contract. These contracts can be made at any time, but the most favorable ones are the current new crop offerings. These contracts price bushels weekly, but at levels above today's prices (often 20 cents in corn and 50 cents in soybeans) in exchange for a double-up feature (double your bushels if the market rallies above "x" value). They are very attractive for certain operations.

Please give Gayln, Landy, Chris or me a call to discuss these new offerings, or any of our other contracts such as the minimum price and simple cash forward contracting for fall delivery. Some of these simple pricing levels are much better than the previous three years' harvest time prices. The markets have found some volatility in the past month, and volatility can lead to opportunity!



National FFA Week

In honor of National FFA Week, February 17th-24th, MFC partnered with Land O'Lakes and CoBank to award several grants to local FFA chapters. We are proud to support these organizations and the young men and women that have an interest in agriculture. It is a small way that we can give back to the communities that support Midwest Farmers Cooperative and support the future of agriculture.

Waverly:

The Waverly FFA Chapter received \$1,500 to be used to support the Washington Leadership Conference. Waverly FFA members have the opportunity to travel to Washington D.C. to participate in the FFA Washington Leadership Conference and currently five students are planning to attend. If more than two members choose to attend, the chapter advisor will also attend. This grant will pay for the advisor to attend the Washington Leadership Conference with her students.

The Career Academy:

Lincoln Public Schools, The Career Academy received \$1,100 to support Seeing Is Believing. This project was implemented to give students an understanding of the anatomy and physiology of the animals they are studying. This grant will help purchase models for the classroom and for units of instruction in digestion, reproduction, structure and muscle development. See photo at right.



Ashland-Greenwood:

The Ashland-Greenwood FFA chapter received \$1,500 to help them purchase grow towers. A grow tower is an advanced form of hydroponics. This project helps students receive a hands on experience with crops plus learn how to manage their time, develop a work ethic and improve their communication skills.



Auburn:

The Auburn FFA Chapter received \$2,000 to be used towards "Putting the Science into Animal Science." This grant will help the chapter hatch eggs and track the embryo development process. They plan to conduct feed trials and track chick growth rate. They also are going to buy a kit to learn poultry anatomy, breeds, meat cuts and evaluate egg quality. See photo at left.

Syracuse:

The Syracuse FFA Chapter received \$1,500 to purchase three Chromebooks for the ag classroom to be used for online curriculum and AET record keeping, which is used for FFA members to keep track of their Supervised Agricultural Experiences. They currently do not have any computers in the ag room making it difficult to utilize the internet and AET system.

Palmyra/Elmwood-Murdock:

The Palmyra FFA Chapter conducts distance learning with Elmwood-Murdock to provide them with agricultural classes. The Palmyra FFA chapter received \$2,000 to help fund two grow towers to be put in at Elmwood-Murdock school to provide gardening experience to students year round. The grow towers are aeroponic systems based on the NASA technology using nutrient base solutions pumped through the system and cascading over the plant roots that are grown in soilless media. See photo at right.



Conestoga:

The Conestoga FFA Chapter received a \$1,000 to be used to help fund a tower garden growing system. The hydroponic system will be used to further educate the students on this type of agriculture. The system utilizes new vertical farming technology to minimize resource use and maximize yield. This grant helps the chapter take a step in updating their resources and giving them new opportunities. See photo at left.



SENCAP Tours Syracuse Facility

Midwest Farmers had the honor of hosting nineteen junior and senior year students enrolled in SCC's Southeast Nebraska Career Academy Partnership (SENCAP). Students have the opportunity to take college-level coursework in a career field of their interest, but also have multiple opportunities to explore their career in a hands-on approach through job shadowing, field trips, professional speakers, and annual events highlighting resume building, mock interviews, and other worthy career-related activities. Midwest Farmers was pleased to participate in this program and to provide an opportunity for these students to learn more about future career opportunities in agriculture.





Jim McGill



Getting the most out of your Soybean Weed Control Program

Now is the time to plan for successful weed management. A no-till spring burn down program to control winter annuals is key for the best stand establishment of your crops. Using multiple modes of action, at the recommended rate for control, is critical for getting the results you are looking for.

We have found, in soybeans, that a burndown consisting of 2,4-D LV 6 # (at a 16 oz./acre rate) and Sharpen (at 1 oz./acre) along with the correct additives (MSO crop oil and Class Act NG) have done a good job in controlling winter annuals. Adding a residual premix to your herbicide plan is needed to keep fields clean early in the growing season. A few of these residual products include Authority

XL, Sonic, Broadaxe, and Valor XLT. Other products that have small broadleaf activity include Zidua Pro and Fierce XLT. They have a new active ingredient (Pyroxasulfone), that increases pre-emerge control of Waterhemp and Palmer Pigweed.

Palmer Pigweed is starting to show up in our trade area and one of the best ways to stay ahead of this weed is to load up your pre-emerge program with products like Zidua, Warrant or Dual to control them before they emerge. In areas where Palmer Pigweed has started to be the dominate weed species, the only effective means of control that works is to use a full rate of a pre-emergence product along with added residual products. This would be followed by an early post treatment at full rates along with additional Warrant or Outlook to extend residual control after the post products have been applied.

One university weed scientist told us at a training session that the best way to get control of Palmer Pigweed is to "SPRAY DIRT". The timing of this application would be to spray ahead of weed emergence- not when the weeds have emerged and are actively growing. Trying to control Palmer Pigweed after it has been allowed to get over 3-4 inches tall has not worked well. These Waterhemp and Palmer Pigweed species grow so quickly, and develop multiple growing points at each node, that it makes controlling them more difficult once they are past a height of 4 inches.

Our agronomy team is available to help identify weed issues you are dealing with, develop a plan of action that would fit your budget, and help get the amount of control you are wanting to obtain. Together we can find a way to stay ahead of the troublesome weeds you are dealing with in your fields.

Please contact your local Midwest agronomist to have him help you plan for success this spring.



Spring Burndown Program

Left hand side - Sharpen/2,4-D Spring Burndown Program

Right hand side - Untreated check



Spring Burndown Program

Left hand side - Authority XL / 2,4-D

Right hand side - Untreated check





Keith Volker
Energy Division
Manager

Scheduling Your Deliveries

We haven't seen a winter like this last one for a while and it challenged our propane delivery system. Temperatures from Christmas to the end of February were brutal. We saw more equipment breakdowns due to the extreme cold temperatures and it was physically hard on our drivers as well. We demanded more supply than usual from the pipeline system which brings product to terminals where we load in Plattsmouth and Greenwood.

We can learn things from winters like this which will benefit both you, the customer, and Midwest Farmers Coop. It is critical that we fill as many customer tanks as possible in the summer: This builds our allocation for the winter months when the supply of propane might be short. Pipeline companies want to transport product all year around, not just in the winter, so they will allow us to pick up more

propane during cold months if we have used them in warm months; a critical point when the pipelines are struggling to keep up with demand.

Determining whether you want to call us to schedule a propane delivery, or allow us to fill your tank when our system estimates it is time for a refill, is a critical issue. Route customers pay less than "call ins" and we need several business days to schedule a delivery to a "call in" customer. If there is an outage, we will deliver after hours to a route tank but not to a "call in" tank. We are required to perform a leak check when a tank runs dry and those fees are expensive for you. Please consider setting up your tank for route delivery, as it really is the best way to do business.

In the winter Pathway edition, I outlined our intent to make it convenient and cost effective for you to upgrade to a larger fuel tank. For a limited time, we are offering new fuel tanks and pumps at our cost. By making larger but less frequent deliveries, we can save money for both you and Midwest Farmers Coop. Please note the advertisement on this page and call Brian at #402-499-6801 to learn more about this program.



Image shown for illustration purposes only.
Actual product may vary.

READY FOR AN UPGRADE?

Midwest Farmers Coop has many options available on new tanks and Fill-Rite pumps at our cost.

Whether your tank or pump is just worn out, or you would like to increase your own farm fuel storage capacity and receive a reduced cost per gallon, we can set up your operation with a new fuel storage tank and pump!



1000 GALLON TANK
\$939.00

1000 GALLON
TANK&FILL RITE
PUMP/W METER,
HIGH FLOW NOZZLE
\$1599.00

MULTIPLE TANK
SIZES AVAILABLE:
520, 1000, 2000

MULTIPLE PUMP
CONFIGURATIONS
AVAILABLE 12V,
110V 15-30 GPM

ALL PRICES ARE
PRE-TAX, PRICES
SUBJECT TO
CHANGE

CONTACT:
Brian Irwin
Office: 402-781-2305

Cell: 402-499-6801

Midwest Farmers Cooperative Hosts Land as Your Legacy Meetings

Midwest Farmers Cooperative and Nationwide Insurance recently hosted six meetings around the program called Land as Your Legacy. The program is designed to get producers to think about planning for the next generation and let the farm speak for what is best for the family farm long after Mom and Dad have passed away. No situation is the same, which means there is not a custom template that works for all operations or all family situations. Many producers think that if they have a will, that is sufficient estate planning. However, with land values and equipment values at the level they are today, a will is only a small part of the tool box. Preserving the family farm that three generations have built upon with years of blood, sweat and tears is important to Midwest Farmers Cooperative, which is why we were pleased to offer this program to our patrons. If you would like to learn more about the program, contact the Elmwood office at 402-994-2585.



Fertilizer Terminal Performs Well



Dave Reese
Crop Nutrients
Manager

We commissioned our dry fertilizer terminal in late November and as the dry season is beginning to come to an end this spring, I am happy to report that the facility has proven to be a great asset for Midwest Farmers Coop. As I am writing this article, we have unloaded 190 rail cars of fertilizer into the plant. That equates to over 760 truckloads of product that we didn't have to bring in by truck. While we do still bring in a fair

amount of fertilizer by truck, it has been very advantageous to not have to rely solely on semi deliveries.



In addition to the consistent supply of products, the fast load out capabilities have allowed our patrons and our custom application rigs to get back to the fields quicker and cover more acres in a day. We have had several days where we loaded out over 700 tons of fertilizer from this plant and one day that was just short of 1000 tons.

If you haven't had a chance to visit this new facility, contact your local agronomist to schedule a tour.



Craig Schultz
COO

Update on Improvements

In our January newsletter we announced that we would be upgrading the anhydrous ammonia plant at our Otoe location by adding two 30,000 gallon anhydrous storage tanks, upgraded piping, an additional 3 inch pump, and a third loadout riser. This project is now completed and in full operation. This facility can load a 1000 gallon nurse trailer in less than 5 minutes and a double 1000 gallon trailer in 10 minutes.

The Waverly bin project that consists of a 788,000 bushel steel bin, 20,000 bushel per hour fill equipment, and 10,000 bushel reclaim equipment is proceeding on a steady pace as well. The concrete boot pit, dump pit, and tunnel are completed, waterproofed, and backfilled as of this newsletter. The crews are working on installing the steel dump pit, pit supports, and setting the boot of the grain leg. The bin foundation stem walls are up in the air for both halves of the bin. You can watch a live video feed on the progress of this project by logging on to our website www.midwestfarmers.coop and clicking on Development Projects on the left side of the page.

Last fall we finished up our new seed shed at the Tecumseh North location. This consisted of a 60' x 100' seed storage building, four bulk seed storage tanks, automated conveyors, a scale weigh hopper as well as a seed treater. This will give us the ability to load out treated bulk seed beans through our automated system, as well as be a distribution and delivery point for bag seed corn and soybeans for our patrons. We are excited to see this project in operation and it will be a nice addition to a rapidly expanding agronomy region for us. If you have any questions on seed for that area, please contact Dennis Lane or Andy Thies at Tecumseh.

Increasing efficiencies and integrating technology into our everyday operations is a must. We continue to assess our operations and locations and see where efficiencies can be created and technology implemented. Change is inevitable, but we are here to help. Contact your local Midwest Farmers Coop location with any questions you may have. We appreciate your business and look forward to serving you long into the future!!



Midwest Farmers Cooperative Introducing an Emerging Leaders in Agriculture Program

Midwest Farmers Cooperative values the next generation in agriculture leaders and is pleased to introduce our Emerging Leaders in Agriculture program. This program will target producers and their spouses between the ages of 25-40 years old.

Midwest Farmers Cooperative has long been a supporter of the next generation with their support of 4-H and FFA chapters throughout our territory. We also believe providing valuable insight and information to younger producers who are in the process of taking over from the previous generation is a value added service that will be helpful for years to come. The program will introduce AG leaders in our communities to the latest technology in our industry, basic Financial 101 for the farm, unique grain marketing strategies, as well as some fun.

The first program will kick off the afternoon of July 17th in Lincoln with a few short programs, then the group will head to a baseball game and wrap up after lunch on the 18th. Look for more details in the next few weeks on our website, Facebook page and Twitter account.



GRAND OPENING IN ADAMS!

Midwest Farmers Cooperative celebrated with an open house on March 28th to introduce the recently installed blender pumps located at 200 7th Street. A ribbon cutting was held at 11:00 and discounted prices were available from March 28 to April 3.

The Nebraska Ethanol Board, Nebraska Corn Board and E-Energy helped sponsor the event and had staff on site to greet customers, pump gas and explain the fuel options now available at this facility. Free promotional items were also provided.

The Southeast Corn Growers Association and Farm Credit Services of America provided a complimentary lunch of hot dogs, chips, cookies and drinks for the grand opening customers.

The new flex fuel pumps dispense E10, E15, E30 and E85. E15 (15 percent ethanol and 85 percent gasoline) is approved by the Environmental Protection Agency (EPA) for use in all passenger vehicles model year 2001 and newer. Ethanol blends higher than 15 percent are approved for use in flex fuel vehicles. One in seven Nebraskans are driving a flex fuel vehicle, which can run on any blend of American Ethanol up to E85 (85 percent ethanol and 15 percent gasoline). Drivers can check their owner's manual to see if they're driving a flex fuel vehicle. The vehicle might also have a flex fuel badge on the trunk or tailgate — or have a yellow gas cap.

A portion of Midwest Farmers Cooperative's fuel pump upgrades were paid for with the Access Ethanol Nebraska (AEN), a grant program administrated by the Nebraska Corn Board, Nebraska Ethanol Board and Nebraska Department of Agriculture, with the Nebraska Energy Office as the lead agency.





“We applaud Midwest Farmers Cooperative for providing consumers more choice and offering cleaner-burning, homegrown fuel at a lower cost,” said Megan Grimes, Nebraska Ethanol Board program manager. “With fuel produced by a nearby ethanol plant, this is the only Nebraska station offering higher ethanol blends southeast of Lincoln.” ”





Lee Paulsen

Safety & Compliance
Manager

Chemical Safety

As we move into spring, it is important to think about chemical safety and to become familiar with the products you will be handling. Every chemical can be dangerous given the right circumstance. Fertilizers, herbicides, fuels, and lubricants all hold some type of hazard so it is best to learn the symbols and warnings before there is an issue.

To better familiarize yourself with hazards you can start with the product label. Typically you'll see the word DANGER or WARNING to help give notice of the hazards. Here are some of the most common things you may see on a chemical label and a brief description of what they mean.



An irritant is something that will irritate your skin if it comes into contact and it could cause a rash. To protect yourself from these kinds of products be careful when handling and wear chemical resistant gloves.



If the label states the product can be a health hazard, it means exposure to the product can harm your health. For example, eye contact can affect your vision. Being exposed to fumes could make breathing difficult. Again, to protect yourself from these hazards you will want to avoid coming into contact with the product and also work in a well ventilated area.



Products that are flammable present a physical hazard as they can create fire. The most important thing with flammable products is storage. Store them in a well ventilated area and in small quantities. Keep them away from areas where there could be generated heat or sparks by welding, grinding or furnaces.

The products you purchase from Midwest Farmers should all be labeled. By labeling, we can ensure you are getting the correct product and it also helps identify the product involved if there is a need to call a poison control center or 911. On our website, under the Safety tab, we have Material Safety Data Sheets (MSDS) available for all products we carry. Log on to www.midwestfarmers.coop, select Departments; then Safety. These MSDS sheets provide great information about first aid and also about suggested disposal methods.

Scholarships Awarded

Since 2012, Midwest Farmers Coop has awarded more than \$150,000 in scholarships to 60 local high school graduates. The Board of Directors selects the recipients of these scholarships, valued up to \$2,500 each, based on several considerations including GPA, involvement in the local ag community and a focus on agricultural related studies.

"With the link between agriculture and education, the future success of modern agriculture and rural America will be in the hands of our current students. Midwest Farmers Cooperative invests in the education of our young people so they can improve upon the future of agriculture in Nebraska. We want to congratulate the achievement of our area high school students and we wish them the best in their future endeavors," said Jeremy Wilhelm, CEO.

2018 Scholarship Winners Are -

- **Clayton Allington**
Ashland-Greenwood High School
- **Hannah Crownover**
Syracuse High School
- **Samuel Goering**
Syracuse High School
- **Denton Oestmann**
University of Nebraska High School
- **Wyatt Remmers**
Conestoga High School
- **Mackenzie Stohlmann**
Louisville High School





Kelly Maaske
Ag Technology
Manager

Ag Technologies

Whether you are gradually easing into adopting more tech-focused farming methods or have used technology for a while, you've probably discovered that these tools can serve as a tremendous scouting aid.

Technology should be paired with a more traditional walk-through of your fields with your agronomist to provide important field-level observations and uncover quality data that can pay off in extra yields at harvest.

Most Ag technology tools include some degree of access to in-season imagery, which indicates field biomass. This capability enables your agronomist to identify problem areas in a field as the season progresses so they can help you take corrective measures before yield potential is jeopardized.

Because technology helps you adjust the investments you make in your fields to fit their profitability potential, it helps you spend your dollars more wisely. For example, rather than simply blanketing a field with nitrogen or doing a side-dress application, it may be better to make a variable-rate application. Also, taking tissue samples can help you determine what, if any, nutrients may be lacking in your plants and help you make decisions to take corrective measures and maximize yields.

With all of the Ag technology options on the market, how do you know which ones are the best? Sometimes it's a combination of multiple programs

We at Midwest Farmers Cooperative work with three main technology platforms.

Climate FieldView from Monsanto.

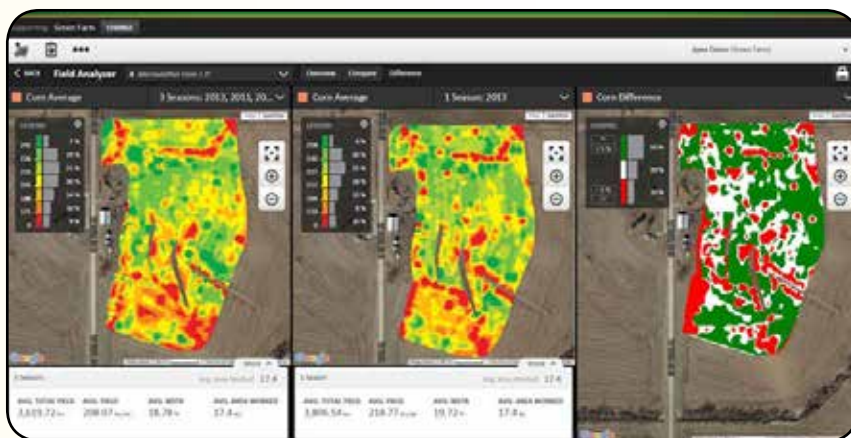
- This is a technology platform that collects data and builds real-time maps while storing data in your personal account.
- Can collect data from planters, combines, liquid applicators and tractors to build layered maps as you pass through your fields
- This is your data that you control

The R-7 tool from Winfield

- Uses satellite imagery to view field maps with historical data, soil variability, and other vital information
 - R-7 uses data from its extensive network of Answer plots across the Midwest to help our agronomists customize prescriptions for you operation for seed, chemicals and fertilizer
 - The top 10 function, with the R-7 tool, will list and compare the ten best-performing corn hybrids or soybean varieties for your field based on soil type and best genetics
 - This is a technology platform that can be used at no cost to the grower when using historical data.
- Once we move to the in-season imagery and identify problems in the field as the season progresses and take corrective measures- there is a \$1.50/acre cost at that time

TerrAvion is the third technology platform we are using

- Fixed winged manned aircraft; not drones, no satellites, no worries on cloud cover
- 13-15 flights per season on an imagery subscription with weekly or bi-weekly flights
- Natural color, infrared, thermal and vegetation index imagery
- Reliable to use. TerrAvion works around the clouds and has a Service agreement you can count on and overnight delivery on image turnover.



**Please contact any of our 28 locations for your various
Grain, Agronomy, Feed, and Energy needs.**

ADAMS

402-988-2815

ADAMS WEST

402-988-2665

AUBURN

402-274-4417

AVOCA

402-275-3725

BENNET

402-782-2295

BROCK

402-856-3845

BURR

402-848-2381

COOK

402-864-4151

DUNBAR

402-259-2605

EAGLE

402-781-2305

ELK CREEK

402-877-2475

ELMWOOD

402-994-2585

GREENWOOD

402-789-2155

MANLEY

402-234-2515

MARTELL

402-794-5465

MURDOCK

402-867-3486

MYNARD

402-298-8265

NEBRASKA CITY

402-873-3391

NEHAWKA

402-227-2715

OTOE

402-269-3311

PALMYRA

402-780-5820

PRAIRIE HOME

402-786-2467

ST. MARY

402-866-4141

SYRACUSE

402-269-2313

SYRACUSE SHUTTLE

402-269-3536

TECUMSEH

402-335-3351

WALTON

402-489-6242

WAVERLY

402-786-2665