

# ALLIED Connections

FALL 2023

A PUBLICATION OF ALLIED COOPERATIVE®

## YOUR COOPERATIVE'S NEW LOOK



Rob Larson and Tim Clemens



### INSIDE THIS ISSUE

It's Time for Yield Checks

The Value of Variable  
Rate Technology

Fertilizer Report

Soil Testing Success

Maximize Dairy-Beef Profits

Harvest Price Patterns

Allied Cooperative's  
Expanded Trade Area

**A**fter many months of preparation, we are pleased to announce that the merger between Allied Cooperative and ProVision Partners Cooperative is complete. With two strong co-ops joining together, we are looking forward to the synergies and operational efficiencies gained through our combined efforts.

We will improve the utilization of our facilities and equipment, and add efficiency to our sales and delivery routes. Our employees will have improved opportunities for growth and development. These advantages are just a few of the many that were identified. Each of these advantages will strengthen our leadership position in the marketplace and help to ensure the long-term success of our cooperative.

“Throughout the merger process, the employees of both companies have demonstrated great dedication and have remained focused on exceeding the needs of the customers that we serve,” said Rob Larson, CEO. “We are eager to work together as a team to build a stronger company. By combining forces we will be better equipped than ever to keep up with our customers’ growing needs and expectations.”

Though we will streamline internal processes to improve efficiencies, customers can expect “business as usual” in operations throughout our organization. Customers will have access to the same products and services they have come to expect from the co-op.

Your cooperative has a strong presence across central Wisconsin. Together we have operations in 29 Wisconsin towns (not including bulk LP storage sites). For a list of services offered throughout our trade territory, see page 15.

# OWNING OUR IDENTITY

## A Message From Our Leaders



Rob Larson, CEO

**October is National Co-op Month** and it is the perfect time to celebrate the merger of Allied Cooperative and ProVision Partners Cooperative. The theme for this year's celebration is "Owning Our Identity" – a theme that seems most fitting as we take on a new identity together. We officially became one co-op on October 1, 2023 and are excited about the future of our cooperative!

Allied Cooperative and ProVision Partners Cooperative have both had rich histories with roots that date back as far as 1912 in Marshfield and 1918 in West Salem. We have been through mergers in the past and we have grown because of them. Today we are setting out on a new adventure, working together to ensure that our cooperative is sustainable well into the future.

**We are not new to working together.** In November 2020, Allied and ProVision Partners entered a feed partnership at the West Salem mill. Through that working relationship we discovered other advantages of bringing the two companies together. In an ever-changing and competitive marketplace, buying power, technology, asset utilization and efficiency are more important than ever. By joining together we are stronger in each of these areas.

**Our talent pool is also stronger together.** While working through the complexities of bringing two successful cooperatives together, the reason for our success became crystal clear. We have good people working here. In every area of our business, you can see the talent. Our people care and they give their best. They are truly our greatest asset as an organization.

**Naming our new cooperative was not an easy task.** We looked at over 140 names, but could not find a name that was as strong as the Allied or ProVision Partners name. After much consideration, the Boards made the decision to forego the expense of rebranding and trademarking a new name, and instead utilize our existing names in the new company.

The legal name of our co-op is now ProVision Partners Cooperative, dba (doing business as) Allied Cooperative. Members will see the ProVision Partners Cooperative name on legal documents, such as tax forms – but it is the Allied Cooperative name that will be used as we market our cooperative. The name Allied Cooperative has an active registration with the U.S. Trademark office and is a strong representative of who we are moving forward.

There will be more change in the months ahead, but we are working to make that as seamless as possible for you, our members. We are implementing a new accounting software system. For ProVision Partners customers, the statements will remain the same – but Allied customers will notice some changes. The LP division is implementing a new management system, and some of our customers will see changes in how we manage our routes. These and all other changes are being reviewed carefully to ensure that in the long run they will boost our efficiency and improve our service. As always, if you have any questions or concerns, please let us know.

**We are honored to lead this company.** We believe we have the right team, resources and strategy in place to ensure continued success in our future. Thank you for the trust you have placed in us. We respect it, and with resolve and perseverance, we will continue to earn it every day.



Tim Clemens,  
Merger Consultant



# YIELD CHECKS PLEASE!



by Megan Kling,  
Sales Lead

**D**id you purchase seed from our cooperative for the 2023 season? Please call your agronomy advisor to schedule a yield check before it all goes into that bin! Collecting yield data is important to each grower's operation as the data can directly impact a grower's future hybrid decisions. Seed can be the highest input cost decision a grower makes each year, so hybrid and variety selection should take some careful

thought. Being able to analyze where seed selections best perform on your ground is extremely valuable information!

Have a yield monitor? Taking a few yield checks can ensure your combine is calibrated accurately. Plus, your agronomist might even bring you another free hat just for taking the time to have the yield check done. Looking for a cool option to evaluate your yield data? Ask about Climate FieldView™.

Don't have a yield monitor? Let's do a yield check to ensure you know how those seed varieties performed!

Whether it's taking a yield check with a weigh wagon or riding in the combine, our agronomy advisors appreciate the opportunity to experience how our partner seed brands perform. With new varieties coming to the market each year, we gain insight from seeing their performance firsthand. We want to be there with you to evaluate the season.

Be sure to check with your agronomy advisor on seed offerings for the 2024 season. I know it's early; but we've worked hard with our partner seed brands to bring our cooperative customers a strong competitive early offer on the BEST seed genetics and trait packages the industry has to offer. Being able to cherry pick the best from Dekalb, Brevant, Croplan and NK to provide a customized fit for your farm gives you an advantage. Don't miss out on this deal!



Agronomy Advisor Wrangler Jones at a yield check in Montello, WI.



by Nathan Ausen,  
Agronomy Advisor



# Soil Testing for Greater Success

**Why is soil testing important?** Much like a blood test helps us understand the health of our bodies, a soil test offers insight into the health and quality of your land. Understanding your soil can help establish baseline soil nutrient status for newly acquired ground, determine nutrient application recommendations, and assess pH level and the need for liming. Be sure to measure change in soil nutrient status over time, and document soil nutrient management for 590 requirements. Avoid excessive nutrient applications, and develop a plan for possible variable-rate fertilizing within a field.

**When should you soil test?** Typically, soil tests should happen every 3 to 5 years, but you might need more frequent testing if manure is applied or if you are trying to make large changes in the soil. Aim to sample fields the same time each year to achieve accurate trends in soil fertility. For crop land and vegetable production, it is best to soil sample in the fall. Look beyond a field average for a more complete view of soil fertility. Do not accept a single soil sample as the answer for your whole field, there is almost certainly some variability hiding there. The question is what and where?

Grid sampling can help show you areas of opportunity; it casts a net across the field to show you specific areas that are not built up to the level for maximum crop growth. Build confidence in your fertility program by observing where your applications are helping your crops in the most efficient way. Build on your profitable areas. Ask yourself if these areas are producing up to expectations and whether they are worth investing in for a bigger return. Consider whether you are limiting yourself by not realizing all the potential in yield as you review your yield monitor data without knowing the underlying nutrient levels.

**Use technology to its full potential.** Flat Rate or Variable Rate can both be used effectively. If you're not sampling, how can you choose your strategy with confidence? Technology is easier today than it was years ago. Benefits of frequent soil testing helps you determine if your current management is positively or negatively impacting future productivity and profits. Soil testing serves as the best guide available for determining nutrient needs for growing crops. Soil testing can also improve yields and profitability. Providing the right levels of nutrients can help increase yields and may reduce the need for intensively farming marginal land.

**Increase consistency of nutrient availability across a field.** Consistent nutrient management is an essential part of achieving optimal crop growth. Providing the right levels of nutrients will help individual crops grow stronger and assist against weed control with pH management. Knowing exactly where to allocate your fertilizer dollars will give you the greatest profit increase. If investing in biological products, expect a positive Return on investment only if P, K, and pH are in check. The lowest stave on the barrel is your limiting factor to yield and positive ROI on added products. Most times you will never save money on fertilizer, but you will spread that investment of fertilizers in the areas that need it the most.

Allied Cooperative offers grid sampling services, custom VRT fertilizer recommendations and VRT custom fertilizer spreading. Talk with your agronomy advisor to learn more about how these services could fit your operation this fall.



# The Value of Variable Rate Technology



by Brad Mathson,  
Ag Technology Lead

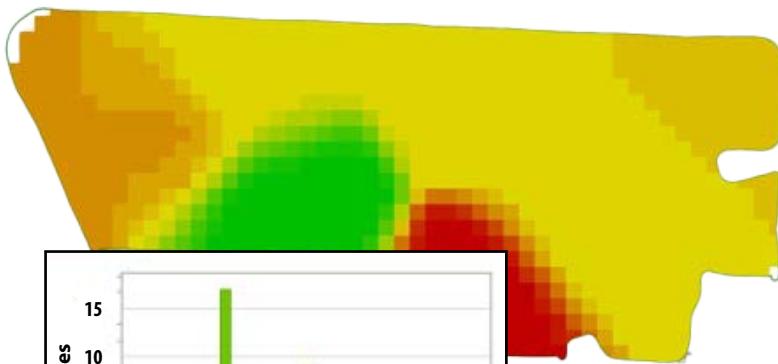
As we move into the harvest of 2023 one of the details that I commonly see is the variability of yields this year. That may come from a variety of reasons, such as the wet planting season, drought, heat, or if you were in some small areas with better than normal rainfall this year. As we look at yields and try to make sense out of that data, and as we look to 2024, how do we manage these highly variable yields? Fertilizer prices have softened this fall compared to last fall and spring, which is great news. But now the question is what tools can you use to help better manage your fertilizer costs and still provide the proper crop nutrition for the coming year.

One tool that is easy to use if you have crop yield data from your combine or chopper, is to create a Crop Removal VRA (variable rate application) of

P & K for this fall. As the name applies, we can take your yield data and apply the nutrients based on what the yield is and calculate the amount of nutrients the crop is removing in that part of the field. In this way you are taking care of the high yield areas and not over fertilizing the lower yield areas of the field. This makes sense to use both financially and environmentally.

As you can see from the example map below the rates vary based on yields and the operator's soil test and present fertilizer strategy of applied rate of 0-0-60 from 0 to 145 lbs / acre.

This is a great tool to better help you manage your input costs and increase your yields and this fall is the best time to do this. So, talk to your agronomy advisor and try this precision tool out today.



Rates vary based on yields and the operators soil test and present fertilizer strategy of applied rate of 0-0-60 from 0 to 145 lbs/acre.

# Fertilizer Report

## A Look at the Markets



by Joe Spinler,  
Executive VP

*Welcome to our fall newsletter. I thought I would take a moment to give you a small update on where the fertilizer markets currently are and what the industry is saying as we move forward into winter.*

First off, we have seen the markets give up some of the bullish trends they have followed the last couple of years as all have softened. We have seen all products come off their highs from a year ago to the point where some products such as potash are now nearly half the price of what they were last fall. All nitrogen products are off nicely and do look favorable when you compare them to the price of corn. Phosphates are also off some, although they have not fallen as much as potash due to some shortness of product in North America and the anticipation of a large application season and demand.

As you harvest your crop I would encourage you to be in touch with your agronomy advisor and see where prices are at. Remember in most years, probably 9 out of 10, you will see fall pricing be much better than spring, and this is a great time of year to get your P and K spread so you don't need to worry about it for next spring. Remember, time spent waiting or spreading fertilizer next spring is time you could be planting. Spreading just your nitrogen needs without the high tonnage of P and K will go much faster for you, as well as us, and you will be planting sooner.

Are there any watch outs? Of course, fertilizers are a world market and many things are driven from factors outside of the United States. Global political tensions as well as supply and demand have impacted us in the past and certainly will into the future. One other thing is as a system in North America, we are still relatively low on nitrogen products especially urea, due to the record amount of corn acres that were planted this past spring. The industry will recover its stocks, but it might take us all winter and into spring to do so. Overall, fertilizers are somewhat flat with the possibility of nitrogen being the wild card. Thank you and please have a safe and prosperous harvest.

## GRAIN DIVISION UPDATE



by David Rappa,  
Director of Grain

With the merger now complete, your cooperative's grain division has a substantial grain presence in Central Wisconsin. The new cooperative will have 12 locations with 17.6 million bushels of storage capacity with locations in Adams, Auburndale (East/West), Blair (East/West), Hixton, Mauston, Seymour, Stratford, Tomah, West Salem, and Wisconsin Rapids.

On top of all the work we put in this summer on the merger, both cooperatives erected new storage for soybeans. The Adams location erected a 300,000 bushel soybean bin, leg and new dump pit. This will allow us the ability to dump soybeans at 12,000 bushels per hour and wet corn at 18,000 bushels per hour at the same time. It also eliminates any possible cross contamination of corn and soybeans. The Auburndale West location is also putting in a new truck scale and a 250,000 bushel bin dedicated for soybeans. Upon completion of these projects our total capacity will increase to 18.1 million bushels of storage capacity.

In the process of merging the two grain divisions together we took a deep dive into our businesses this summer and how we can gain efficiencies working together. The first thing that stood out is with Allied's strong presence in grain and ProVision Partner's strong presence in feed, it will make it easier to have a more consistent quality source of corn for the high volume feed mills.

We also found storage efficiencies between the Blair and Hixton locations. More soybeans will be routed to the

*Continued on page 10...*

# Corn and Soybean Harvest Price Patterns



by Rich Dahlke,  
Adams Grain  
Location Manager/  
Merchandiser

**Harvest is here once again and so are the harvest price patterns. September and October are the time of the year when we seem to search for market lows and usually find them. Will this year be any different? Are the lows in? Let's try to figure it out.**

At the time I am writing this, the soybean ratings are dropping. This week's rating is at 53% good to excellent. The 5-year average sits at 60%. These are some of the lowest ratings since 2012. I hear a lot of comparisons of this year to 2012, but we must be careful when comparing the two. In 2012 the soybean ratings were in the 30's

so we are still much better than that. No doubt the soybean crop has deteriorated in the last month nationwide and trendline yields look unlikely. This crop is not like last years and it is not finishing the way we would desire. The US soybean carryout is tight so why aren't soybeans at \$16? The problem is the US stocks are tight, the world stocks are not. The US is continuing to lose export share to Brazil, which is expecting a bumper crop of both corn and beans. Recent price drops have helped to make us a little more competitive, but many agree that another drop in yield will accompany a drop in export demand and have a net zero effect on price. This is what I will fully expect also.

Another issue is the Mississippi River levels. We could easily see record low water levels which will limit barge movement. When barges can't move, the basis will reflect it. Presently, bean basis isn't terrible, but it has the potential to look pretty crummy moving forward as harvest pressure increases and the river situation doesn't improve. This has the potential to affect us well into 2024. Pray for rain.

Basically, beans have some problems but remember, US stocks are tight, and this will remain to help prop up the bean price. There is also a lot of talk about domestic demand improving significantly with the interest of the energy sector turning them into a green energy source. Will it be similar to the ethanol boom? Time will tell, but anytime I hear of an increase in domestic demand, it excites me. I like beans going forward.

Corn is a different story. Corn is experiencing the same export problems beans are. We can all agree that corn yields nationwide will not be at trendline levels. Like soybeans, the US crop is at 53% good to excellent with the 5 year average at 60%. The difference comes in the ending stock number. At the current USDA projection, the corn carryout (the amount that no one needs) sits at 2.2 billion bu. That is historically a big number and does not warrant \$5 corn and, based on history, \$4 corn may be a pipe dream. So, beware. Even if we lower average yield 2 to 4 more bushels, which I think is entirely possible, the export demand is probably overstated and still gives us a 2 billion bushel carryout. We don't need any more bad news for corn. Start watching your input costs closely for 2024. If there is one bright spot for corn it would be ethanol. Ethanol margins have been and continue to be quite good. If we see basis problems at the river the ethanol producer will benefit again. If I were an ethanol plant I would be running at full capacity.

The bottom line is that even though corn and beans are both facing similar production problems, the two may see different pricing dynamics going forward because of ending stock number.



## ENERGY DIVISION

# Fueling your Farm, Home, and Business Needs

Like all of our departments, the Energy Division has been working hard to bring our departments together and move forward as one team working together to provide the best service possible for our customers. Leading our Energy Division are:



**Jeff Bunker, Director of LP,** is a graduate of UW-Platteville and has 18+ years of experience in the co-op system. He spent three years working for Cenex/CHS before taking on the role of Energy Manager in West Salem

in 2008. Jeff feels that both Allied and ProVision Partners have established themselves as a reliable source for all energy needs and he looks forward to continuing this in the future.



**Troy Thompson, Director of Refined Fuels & Convenience Stores,** is a graduate of UW-Stevens Point with a degree in Business Administration-Marketing. He has over 30 years experience in sales and marketing, 10 years

with the cooperative. He is looking forward to building professional relationships with both our customers and our employees as we bring these two successful companies together—while continuing the positive culture that guides the cooperative in being a great place to work and do business with.

Whether your needs are for farm, home or business, your cooperative has the fuel you need to keep your machinery running, grain dryers drying and your home warm during the upcoming heating season. Contact your local Allied Cooperative energy office today to ensure you are ready for the season ahead!

## Tank Maintenance

by Michael Kampstra, Certified Energy Relationship Manager

In my previous role as a business development manager for CHS, Inc., I would travel the country and preach about tank maintenance, specifically addressing water accumulating in tanks. If you've ever put a glass of cold water outside on a warm day, you've no doubt seen water droplets condensing on the side of the glass. With fall weather, warm days and cool nights mean condensation is primed for forming both inside and outside tanks.

According to fuel expert Erin Wroge of Cenex: "Water can pose a major problem when it comes to diesel fuel — the two just don't mix. Once water gets into diesel fuel there is a host of potential problems that farmers and fleet owners can encounter. One major issue is microbial growth. Microbes live in water and feed on diesel fuel. After microbes die, they sink to the bottom of the fuel tank." This is why removing the water each fall is vitally important.

Another key concern stemming from water in fuel tanks is corrosion. Corrosion can't be detected right away — it's an issue that develops over

time on metal parts when water contaminates diesel fuel and accelerates oxidation and rust formation. If corrosion becomes extreme, it can affect how fuel is distributed, ruin the fueling lines and systems in equipment, and lead to fuel filter clogging.

Fortunately, we can address these issues proactively. Testing your fuel for water is easy to do. Gasolia® and Kolor Kut® make color changing pastes which react to the presence of water in fuel. Both products can be purchased for under \$10 a tube, which is several years supply. If detected, water can be pumped off or dried up using special water absorbent pads, available for as little as \$10 each. Crystal media filters can also remove some water before it enters equipment and are available through the co-op.

When it comes to tank maintenance, a little thought now goes a long way towards minimizing problems. For more information on tank maintenance, water in fuel, or to request a sample, please contact one of the following:



**Russ Bortz**  
608.786.1606



**Isaac Brown**  
715.660.6448



**Michael Kampstra**  
715.218.3792

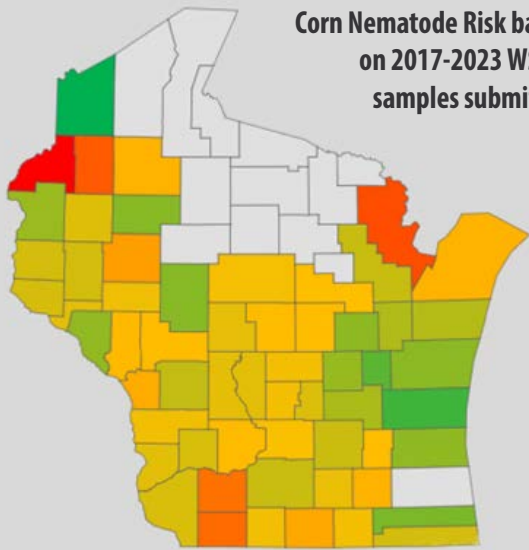


by Kelsi Mueller,  
Pest Pros Lab Manager/  
Crop Consultant

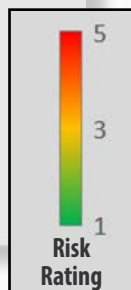
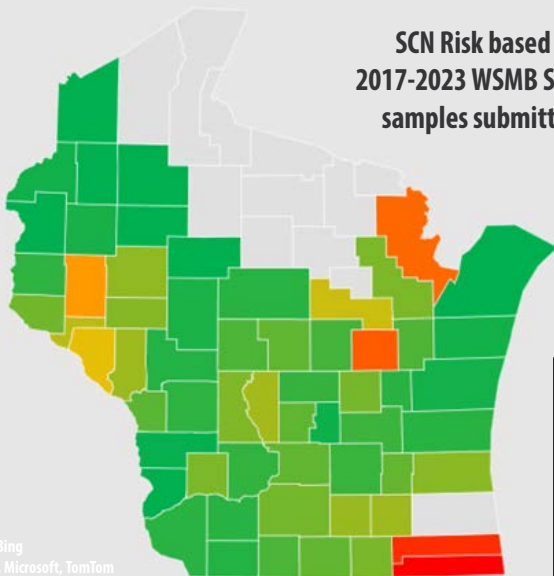
# Nematode Testing Across Wisconsin

**Pest Pros is a unique department within your cooperative. The Pest Pros lab is one of only a handful of commercial labs within the country to offer Verticillium dahlia and plant parasitic nematode testing. While our primary soil analysis is aimed at the potato production market, another large portion of the work we do is geared towards row crop production, specifically the corn and soybean market. For the last six years, Pest Pros has partnered with the Wisconsin Soybean Marketing Board (WSMB) and the University Extension – Cool Beans programs to offer every farm in Wisconsin growing soybeans four free soil tests each year.**

**Corn Nematode Risk based  
on 2017-2023 WSMB  
samples submitted**



**SCN Risk based on  
2017-2023 WSMB SCN  
samples submitted**



Since our partnership with the WSMB began in 2017, we have strived to offer growers across the state quick and accurate results. The results from these soil samples provide a complete overview of the nematode population within the soil, not just soybean cyst nematode. Nematodes are a frequently overlooked pest in the cropping system for a few different reasons. Mainly, they are a microscopic organism living within soil, and cannot be seen with the naked eye. Also, the most common symptoms of a nematode problem within a field are stunted plants and roots, which are common symptoms of numerous different issues in a field, so nematodes are often not thought of as the culprit. When growers submit samples through the WSMB, they're provided with populations of each individual nematode type, a crop risk rating based on those populations, and a separate risk rating based only on the population of soybean cyst nematodes.

Being a part of the WSMB program for the last several years, we have a large data set to work with to assess the population of nematodes across the state of Wisconsin. Using our entire data set, which includes about 3500 samples, we've constructed two different maps of the state. The first depicts the risk of nematode damage to corn. Corn is a host to many different nematodes. The most common nematodes in our area include root lesion, lance, spiral, and dagger. When Pest Pros analyzes the samples, we take the individual populations of each of these into account when determining the crop risk. Risk is reported on a scale of "Low Risk" to "Very High Risk". Certain nematodes like spiral are only detrimental in extremely high populations, while others such as lance can be harmful even when found in low numbers. Other factors considered when assigning a risk rating to the field include soil type, time of year and crop rotation.

The second map we've constructed focuses on the population of soybean cyst nematodes (SCN) across the state. Our method for determining the SCN risk is based on the SCN egg population in the soil, rather than only the juvenile cysts nematodes. Testing specifically for the eggs allows us to get an understanding of the complete population of SCN within the soil at any time. The SCN eggs are housed within a cyst, which is a reproductive and survival structure of the nematode, and these cysts can survive in the soil for long periods of time. Even without a host crop, a SCN cyst can survive for over seven years.

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©Geonames, Microsoft, TomTom



Pest Pros lab and office is located in Plainfield, WI.



Even though we are working with an extensive data set from soil samples across the state and collected over several years, there are still some caveats to consider. Mainly, we do not receive the same number of samples from each county. For example, over the last seven years we have only received 27 samples from Kenosha County and over 300 from Trempealeau County. A smaller data set can greatly skew the overall county risk rating. Also, many growers make excellent use of this program by trouble shooting problem areas within their fields, so some samples sent to us are already suspected to have high nematode populations. Then on the other end of the spectrum, samples are often taken from fields that have never been sampled to determine a baseline of the nematode populations. We encourage growers to test all of their farmed acres on a rotating basis to determine the nematode population across their whole production area. Not only does this help the grower when making management decisions, but over time it will help us create a more accurate picture of the nematode populations across Wisconsin.

As the harvest season approaches, many fields are being sampled for soil fertility testing. This is a perfect time to pull samples for the WSMB program for nematode analysis right alongside the soil fertility samples. Taking a nematode test now allows ample time to make management decisions for next season based on the results. Both the SCN and general soil nematode risk ratings are reported on a scale of "Low Risk" to "Very High Risk". Provided with the risk ratings are management guidelines. There are many different approaches to managing nematode populations including crop rotation, use of resistant varieties, use of green manures, and chemical treatments. Allied's team of agronomy advisors are a great resource for learning more about these different management options. In most cases of high nematode populations with significant risk to crop damage, a combination of different management methods are needed to provide adequate control.

**Please contact your local Allied Cooperative agronomy advisor for your soil sampling needs. Free SCN testing kits can also be obtained from [freesctest@mailplus.wisc.edu](mailto:freesctest@mailplus.wisc.edu)**



# Propane

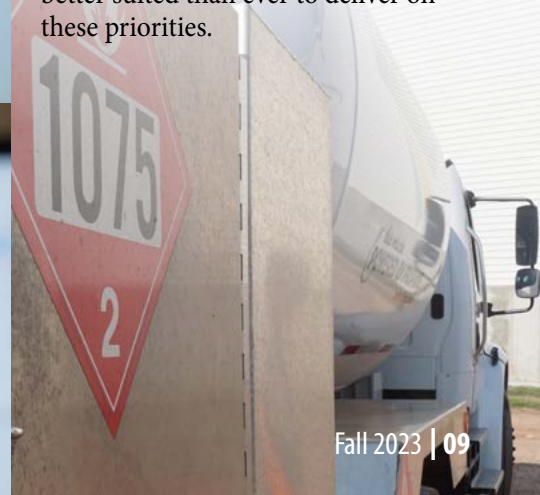
## What You Can Expect

It's only natural after a merger to wonder what to expect and how you will be affected. Our LP departments have worked diligently together to ensure that the strengths of each organization were utilized. Our goal was to put forth a highly efficient and effective LP delivery plan for our cooperative.

The decision was made to move forward with the EnergyForce™ propane delivery software platform to streamline and improve the efficiencies between our office and LP trucks. Though new to the ProVision Partners customers, Allied has used this system for many years now and it has resulted in some excellent cost savings for the co-op.

Utilizing this system, our customers past usage data is used to determine when a delivery is needed and a truck is dispatched accordingly. Drivers have computers in their trucks and the system automatically plots the tanks that require deliveries in such a way as to create the most efficient route possible, resulting in less time behind the wheel for our drivers and fewer miles on the road.

We will continue to offer programs, such as Prepay and Budget Payment plans and offer discounts to Scheduled Delivery customers. Customers can order LP and pay their bills online. Our number one priority remains providing our customers with safe, dependable and friendly service at competitive rates. Together, we are better suited than ever to deliver on these priorities.



# Maximize Dairy-Beef Profits



by Nicole Pralle,  
Nutritionist

Beef markets are on the rise, let us help you capture more profit. Purina's new PrimeStart™ 12-week program is a complete nutrition program for developing dairy-beef calves from start to finish. It is designed to help develop consistent high-quality dairy-beef calves, minimize health incidences, maximize growth and improve overall calf performance to help drive profitability on your operation.

Throughout numerous feeding trials Purina has developed a formulation specifically with dairy-beef calves in mind to meet these calves' unique nutritional needs. Calves that participated in the PrimeStart™ program trials were visually heavier muscled compared to commercially fed calves. The chart shares a peek into how the PrimeStart™ program affected calf gains versus other feeding programs.

Are you interested in taking a deeper look into your dairy-beef nutrition program or just want more information on the Purina®PrimeStart™ program? Contact your local mill to connect with one of our nutritionists. We are excited to bring this new program to our producers.

## RESEARCH:

CMR FEEDING RATE/WEANING	1.2-7 WEEKS	1.5-7 WEEKS	1.8-7 WEEKS	1.8-8 WEEKS	2.5-7 WEEKS	P-VALUE
7 or 8 weeks						
Overall body weight gain, lb.	58.1	69.1	76.2	109.7	99.2	< 0.01
Overall ADG, lb./d	1.19	1.41	1.57	1.96	2.03	< 0.01

\*Based on 12-week overall ADG. Milk replacers fed within milk feed rates differed in protein, fat and technologies across studies CT-02-20, CT-09-20, CT-13-20, CT-02-21, CT-04-21, CT-08-21, CT-11-21, CT-16-21.



## Grain *Continued from page 6...*

Blair East location to better utilize bin sizes efficiently. Hixton will still have storage for soybeans, but will be switching some bins to corn for the new feed mill and to try to eliminate bagging of grain at harvest in Hixton. Soybean contracts intended for the Hixton location can be delivered to the Blair East location this harvest.

One of the biggest changes the Allied patrons will notice is that starting on October 1st we will be changing accounting systems to utilize the system that ProVision Partners is currently using. This is a massive project. After the conversion of the software system the biggest thing patrons will notice is the scale ticket and statements will look different.

The new software will allow us to live apply at the scale, so once a load is completed and printed in your online account, you will have updated contract balances and delivery records. You will be able to access your account through the customer portal at [www.allied.coop](http://www.allied.coop)

# Size Doesn't Matter



by Ed Sabey,  
Director of Feed

It has been said that co-ops don't care about the small producers anymore. I am here to say that is not the case. The relationship between ProVision Partners and Allied Cooperative started with a partnership in our feed division. Provision Partners produced Allied feed for the Allied customer base for a couple of years and that was a great success for our customer base as a whole. Both employee groups worked well together and provided excellent customer service to all of our customers.

For our customers that have previously ordered small custom mixes, your cooperative has researched, formulated and financially invested in floor stock (bag and bulk) products that are effective and competitive in price. We have listened to our customers and have developed those items out of a need to continue in this business. Your cooperative has always kept producers of all size and scale in mind within our business model and that will not change. We also offer farm delivery options, again saving our customers time and money.

We are excited about the opportunity that our new mill in Hixton will bring to our market in the western region. This mill will bring more efficiencies to our customer base and will allow us to provide more opportunity now and in the future. We will continue to update our patrons as this project progresses. Please reach out to one of our locations to inquire about all of the services we have to offer. Thank you for your business and we look forward to the future!



## Feed Mill Employee Retires after 50 Years

Gary Fuller was fresh out of high school, when he stopped in at Sauter Brothers Feed Mill in Auburndale. Sauter Brothers was bought out by Wood County Farm Supply in 1988, and Gary continued his employment with the new company. There were several mergers that followed: Wood County Farm Supply merged with Harmony Co-op in 1995. Then Harmony Co-op and Central Wisconsin Co-op merged forming ProVision Partners Cooperative in 2015.

Over the years, Gary worked wherever he was needed, including mixing, bagging, feed delivery and management. He managed the mill for 14 years and spent the past five years at the Chili feed mill, which was permanently closed on July 31, 2023.

Gary said he loved working with the co-op's farm customers. "I just couldn't ask for better people to work with." Fifty years is a long time to work at one job. But Gary said if he had it to do all over again, he would.

Director of Feed, Ed Sabey, said, "Gary's dedication to agriculture and our customers is deeply appreciated. He was a great example of how customer service is supposed to be. His concern for customers is exemplary and will be deeply missed." We wish Gary much happiness in his retirement and thank him for 50 years of service!



## BUILDING TO SERVE

# Project Updates from Around Your Cooperative

Your cooperative is investing in several major construction projects to better meet the needs of our members. These investments will allow for further expansion and enhance the experience for our local customers.

### Adams

Crews are wrapping up the construction of a 300,000 bu. grain bin, which was erected and readied for this year's soybean harvest. The new bin should eliminate bagging and will increase our soybean storage capacity at the Adams location from 220,000 bushels to 520,000 bushels. This will also give us some flexibility with the existing soybean bins. Depending on rotations we can choose to use the existing bins for corn if needed. In addition, the new bin will take pressure off of the Tomah and Mauston locations, which have taken on soybean transfers in order to keep the combines rolling in Adams.

Construction continues on a new dry liquid plant expansion project at our Adams Agronomy facility. The new facility, which is adjacent to the department's calcium plant, will increase storage and buying opportunities. It will also give the co-op the ability to work between the new liquid plant and calcium plant efficiently. The expansion will allow for faster load times with the ability to load two trucks at once. Construction is expected to be complete this fall and should be fully operational for the 2024 spring planting season.

## Auburndale

A new 250,000 bu grain bin is being constructed at the Auburndale West location. It will be completed sometime this fall, but whether it will be in time for this year's harvest is still a question mark. The new bin will allow for most of Auburndale's soybean traffic to be stored at the Auburndale West location. Auburndale East will still take soybeans, but will be limited to the existing 250,000 bushel bin. By switching the bins it will free up a 500,000 bu bin, which was previously used for soybeans, for corn. This should alleviate the need to bag corn at this location.

In addition to the new bin, Auburndale West is installing a new truck scale to alleviate some of the scale traffic at Auburndale East and allow for less driving around for the producers. Auburndale West has added overhead load out bins that will be finished after harvest this year. The addition of the overhead load-out bins will allow for faster truck loading and the ability to load trucks while corn is being received.



## Augusta

Construction on a new convenience store, in Augusta, is underway. The new store will be located right on U.S. Highway 12, in front of the Augusta High School. The new store will be a welcome addition to the community and will be able to offer a variety of options including Hot Stuff Pizza and Sandwiches, as well as Chester's Chicken. The new layout will also allow for the addition of convenient fueling for both gas and diesel vehicles.





## Hixton

Your cooperative is constructing a new, state-of-the-art, feed mill in Hixton. The premier milling facility will help bridge the territory gap between our West Salem and Auburndale feed locations. The mill has been designed to accommodate future expansion and has a target completion date of Spring/Summer 2024. The new mill will include 27 product bins, 12 load-out bins, 2 bagging bins, 3 working bins above the roller mill and grinder, repeat automation software technology, a 3-ton all-purpose mixer, 2-ton calf/heifer feed mixers with surge hopper and conveyors, 4 - 3200-gallon and one 1400-gallon liquid tanks in the basement to store liquids, a receiving system designed to unload trucks in approximately 12 minutes (5000 bushels per hour system), and a 7,500 square foot warehouse and office facility.

## Invoices/Statement Changes

Past Allied customers will notice a change in how their statements look effective 11/23. Statements for ProVision Partners customers will remain the same. We think you'll find the new statements simple and easy to read. You will also have the ability to look up and print invoices and statements online, so we will no longer be mailing invoice copies with your statements. Should you have any questions, please let us know.



## Financing Your Farm Needs



**by Raymond Murphy,  
Director of Credit**

As you prepare for the Spring 2024 growing season, remember to include crop input financing in your spring planning. Allied Cooperative has teamed up with the industry's leading lenders and is able to offer great interest rates from multiple agricultural loan programs all designed to meet your specific needs.

There are many incentives to prepaying for agronomy inputs, especially in the fall or winter which is usually the most cost-effective time to do so. We have programs from companies like John Deere Financial, Rabo Financial, and Tru Choice that can help you finance those inputs. The same companies also provide in-season financing for all your additional agriculture needs to help you adapt to today's ever-changing growing cycles.

Some of these loans include special rates for chemicals and seed, as well as programs that cover all agronomy products and fuel. They provide a simple loan application process and a post-harvest due date.

We also have loan programs that can help with feed financing. If you need a solution for your livestock operation, please let us know. We can help tailor a program that will meet your operation's needs. For more information on our loan products or to discuss your operation's financing needs, please call 608-339-3394, ext. 2258.

# ALLIED COOPERATIVE'S EXPANDED TRADE AREA



Allied Cooperative offers the following products, services and solutions:

## AGRONOMY

Our powerful combination of expert agronomists, modern technology, and one-on-one service and consultation make our cooperative the go-to team for agronomic challenges both large and small.

## ENERGY

From the diesel in the farmers tractor to propane to heat your home to the high tech lubricants to keep equipment running right—it's all available at our cooperative.

## FEED

Backed by a highly skilled team of nutritionists and experienced staff, our feed division has the know-how and manufacturing capabilities to help livestock perform at their peak.

## GRAIN

We have the capacity and flexibility to serve grain producers large and small. Understanding the grain markets and recognizing opportunity is our job.

## RETAIL

From auto parts and tires to gas and convenience to hardware and country stores, we offer our rural communities a wealth of products, services and solutions close to home.

## TRANSPORTATION

Our agronomy, grain and energy divisions are all supported by an extensive transportation department which can handle the biggest job.

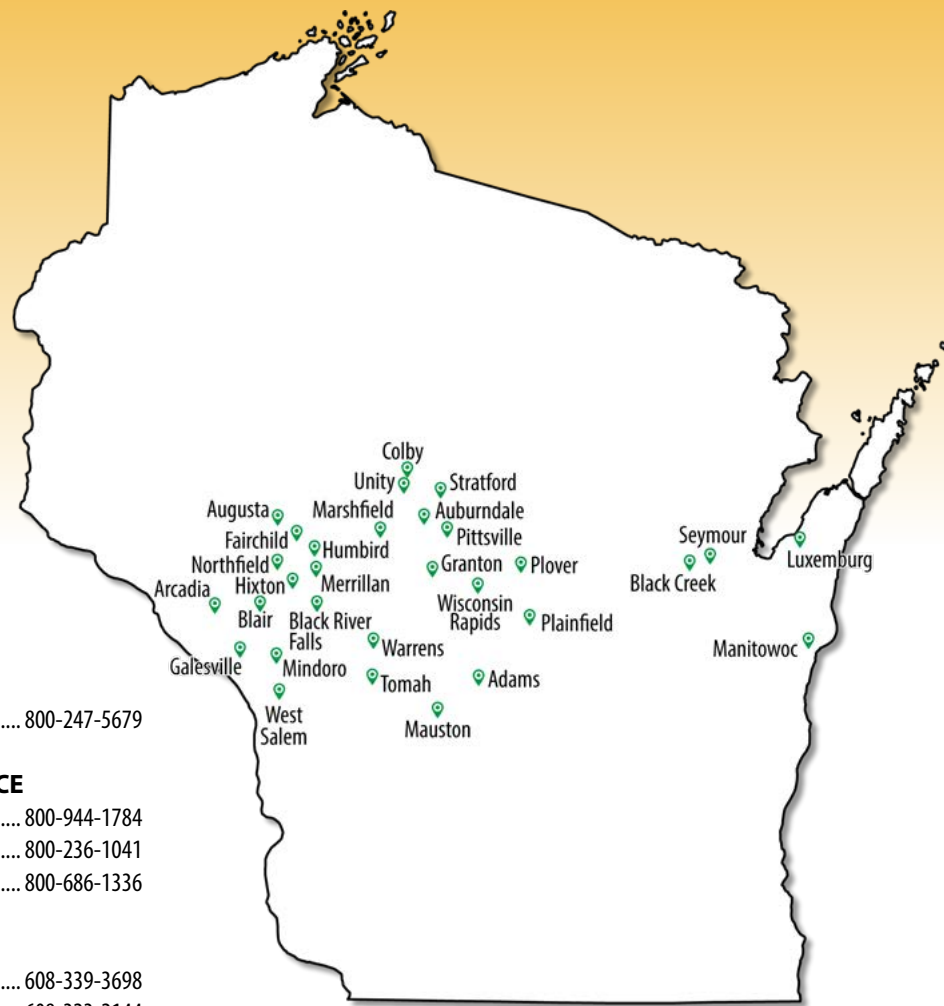
## LAWN CARE

To promote a healthy lawn, our cooperative offers lawn care in the Marshfield area.

## Allied Cooperative

Main Office  
540 S Main Street  
PO Box 729  
Adams, WI 53910

[www.allied.coop](http://www.allied.coop)  
800-247-5679  
[info@allied.coop](mailto:info@allied.coop)



### MAIN OFFICE

Adams..... 800-247-5679

### REGIONAL OFFICE

Hixton ..... 800-944-1784

Marshfield ..... 800-236-1041

Seymour ..... 800-686-1336

### AGRONOMY

Adams..... 608-339-3698

Arcadia..... 608-323-2144

Auburndale..... 715-652-2300

Galesville ..... 608-582-4711

Hixton ..... 715-963-3211

Mauston..... 608-847-6006

Plainfield (Pest Pros) ..... 715-335-4046

Plover..... 715-345-1955

Stratford..... 715-687-4373

Tomah ..... 608-372-2090

Unity ..... 715-223-2308

Warrens (Cranberry Supply) ... 608-378-4640

West Salem ..... 608-786-1103

### FEED

Auburndale ..... 715-502-3134

Hixton ..... 715-963-3211

Humbird..... 715-964-2411

Mauston (Warehouse) ..... 608-847-6006

Seymour ..... 920-833-1131

Stratford..... 715-687-4136

Unity (Feed Retail) ..... 715-223-2308

West Salem ..... 608-786-1102

### GRAIN

Adams..... 608-339-0357

Auburndale ..... 715-502-3134

Blair (East) ..... 608-989-2298

Blair (West) ..... 608-989-2335

Hixton ..... 715-963-3211

Mauston..... 608-847-5212

Stratford..... 715-687-4136

Tomah ..... 608-372-2090

West Salem ..... 608-786-4154

Wisconsin Rapids ..... 715-423-3000

### BULK FUEL/LP GA

Adams..... 608-339-3394

Arcadia..... 608-323-3311

Hixton ..... 800-944-1784

Marshfield..... 800-236-1041

Seymour (Bulk Fuel Only)..... 920-833-1131

Tomah ..... 608-372-2458

### CENEX

#### CONVENIENCE STORES

Adams..... 608-339-3626

Auburndale ..... 715-502-3131

Black Creek..... 920-734-1391

Black River Falls (Hwy 54) ... 715-284-3138

Colby ..... 715-223-2440

Fairchild ..... 715-334-5901

Granton..... 715-238-7972

Hixton ..... 715-963-3752

Merrillan ..... 715-333-7650

Mindoro (Non-Cenex) ..... 608-857-3414

Northfield ..... 715-984-2419

Pittsville..... 715-884-2501

Stratford..... 715-687-3217

### ACE HARDWARE

West Salem ..... 608-786-4141

### COUNTRY STORES

Hixton ..... 715-963-3211

Luxemburg..... 920-845-9105

Manitowoc..... 920-682-3388

Marshfield..... 715-387-1045

Seymour ..... 920-833-6151

Tomah ..... 608-372-2458

### LAWN CARE

Marshfield..... 715-387-3734

### NAPA AUTO PARTS

Adams..... 608-339-6412

Mauston..... 608-847-7501

### TIRE SERVICE

Mauston..... 608-847-1640

Stratford..... 715-687-4139



allied.coop

P.O. Box 729 • Adams, WI 53910

## Retail Locations In A Cooperative World



**by Adam Judy,  
Southern  
Retail Manager**

One of the ways a co-op makes an impression on their local community is through retail services such as NAPA Auto Parts stores (Adams and Mauston), the Ace Hardware in West Salem and our Country Stores (Luxemburg, Marshfield, Mindoro, Silver Lake and Tomah).

Being a part of the co-op gives us an opportunity to spread our wings out a little further than your run of the mill retail locations. It allows us to carry products in our locations such as fertilizer, shavings, whole and cracked corn, pet food and bird seed. These products are carried at our Ace Hardware Store, NAPA Auto Parts stores and each of our Country Stores. In addition, we carry Field Plot seed and herbicides at Ace Hardware and our Country Stores (except

Mindoro). We also carry Cenex brand oil/lubes at our Ace Hardware, NAPA stores and the Mindoro and Tomah Country Stores. We have broadened the selections at our stores to include more of the products our farm customers are looking for. If you haven't had a chance to check with our locations to see what we carry, we encourage you to stop on in. You might be pleasantly surprised!

## Board Report



**John Vehrenkamp,  
Board Chairman**

**Wow, how time flies when you're busy.** It seems like just yesterday we were planting—and now here we are, summer's gone and the harvest season has begun. It's been very busy at your cooperative as well. Along with our normal course of business, we've been very busy with the merger. I'm happy to report it's been moving along fairly smoothly, with only a few bumps here and there.

The Board has moved forward as well, with six board members from each cooperative being selected to serve on our new Board of Directors. I would like to introduce our new Board to you and give you our contact information in case you need to reach out to us:

- From Provision Partners:**  
 David Brill – dbrill@allied.coop  
 Aaron Kidd – akidd@allied.coop  
 Chris Leick – cleick@allied.coop  
 Jeff Meyer – jmeyer@allied.coop  
 Mark Vobora – mvobora@allied.coop  
 Bruce Wayerski – bwayerski@allied.coop

- From Allied:**  
 Jim Bays - jbays@allied.coop  
 Rick Geske – rgeske@allied.coop  
 Leon Pfaff – lpfaff@allied.coop  
 John Vehrenkamp – jvehrenkamp@allied.coop  
 Tom Walker – twalker@allied.coop  
 Paul Zastoupil – pzastoupil@allied.coop

I would like to officially announce that Rob Larson will move forward as our new CEO. Tim Clemens, who is looking forward to his retirement, will remain for a time to help with the transition. Together, we will be working hard to move the company forward and continue to be as successful as both of our co-ops have been in the past.

**Wishing you all a successful and safe harvest!**

## Employment Opportunities

As a large cooperative with six divisions and multiple locations, Allied Cooperative employs a diverse staff in a number of different career fields. If you are interested in joining the Allied Cooperative team, please visit our website at [www.allied.coop](http://www.allied.coop). There you will find a list of current job openings and an application. We look forward to hearing from you!

Allied Cooperative's employees play an important role in our success as a cooperative. We'd love to talk to you about career opportunities with our cooperative. Come see what Allied can do for you!

For an up-to-date list of openings visit [www.allied.coop/careers](http://www.allied.coop/careers). For more information on any of these openings call Michelle Gubser, Chief Talent Director at 715-687-4443 or email [careers@allied.coop](mailto:careers@allied.coop).

