# ALLED Connections WINTER 2023 A PUBLICATION OF ALLIED COOPERATIVE®

# WISCONSIN HARVEST SEASON CONTINUES



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hile hunters across Wisconsin prepared for the Fall deer harvest, Wisconsin farmers were still working feverishly to wrap up this year's corn and soybean harvest. Some of Wisconsin's harvest has been delayed by higher moisture levels in the late maturing crops – an unexpected development since most of Wisconsin's crop suffered from drought conditions that ranged from abnormally dry to exceptional drought throughout the growing season.

"It was a bit of a struggle to get soybeans finished up. We were still feeling the effects of the week of rain we had in October where some areas had over 10 inches of rain," said David Rappa, Director of Grain. "On November 9th most of the soybean harvest in Allied's trade territory was 80% complete. In the Auburndale and Stratford areas, however, they were only a little over 50% complete, and were having to dry soybeans."

Soybean yields have been down from last year overall and below average. "The heavy ground is off 5 to 10 bushels per acre," said Rappa.

Photo above by Marilyn Whalen, Arcadia Agronomy.

"And sand ground is off pretty significantly too due to the dry weather we had in August."

On the plus side, the new soybean bin in Adams was complete in time for harvest and it will be full. The soybean bin construction in Auburndale is also complete and is expected to be utilized for this year's harvest. The new scale at Auburndale is up and running and working well.

Corn harvest has been much wetter than we have seen in the past few years. The average moisture off the field has been around 20%, but as of November 9th there was still a lot

# A MESSAGE FROM OUR CEO

On October 1st Allied Cooperative and ProVision Partners Cooperative joined together as one cooperative. It was the beginning of an exciting new chapter for all of us. With this new chapter comes change. For many of us, change is uncomfortable. Growth and progress, however, usually come from stepping outside of our comfort zones and recognizing areas where we can grow and change.

In business, change is not only important—it's essential. The world is changing. Inflation and expenses are up and so is our cost of doing business. You see it in your own farms and businesses. Distribution expenses and insurance costs are up considerably. In fact, CoBank recently reported that ag cooperatives paid 40% to 60% more for property and casualty insurance in the 2023 renewal season. Both



**Rob Larson, CEO** 

Allied and ProVision Partners have had strong safety and low claim records and still our insurance costs are up over \$1 million. Together, as one cooperative, we are able to overcome some of these additional expenses through merger savings.

Markets, technologies, and customer needs are constantly evolving. If we want to stay competitive and relevant, we need to be willing to adapt and evolve as well. While our merger has required us to change many of the methods and programs we have grown accustomed to, our team has done a tremendous job aligning processes and bringing people together.

A new accounting software program meant change for Allied legacy employees and its customers. While the implementation of this software has been one of the more challenging parts of the merger, we are encouraged by our progress and trust that your recent statements were easy to read and understand.

We are working hard to transition all of our business materials and properties to the Allied Cooperative brand. We recognize that it can be a little confusing, with our legal name ProVision Partners Cooperative, dba Allied Cooperative. Just a reminder that you may see the name ProVision Partners on tax forms, legal documents, and checks, but the name Allied Cooperative is the name we will use in daily operations and marketing our co-op.

There is still work to be done, and not everything is smooth sailing yet – but we get a little closer every day. We are working hard to ensure that our cooperative remains successful and that our members gain the benefits of this partnership. I am excited about the potential this merger unlocks for us in the years to come and remain encouraged by our progress as we move forward as one cooperative. If you have concerns, let us know. We value your input and are here to listen.

As another year draws to a close, I would like to express my deep gratitude and appreciation for our employees. I have always believed that our greatest strength is the quality of our people. They are dedicated. They are diligent. They have worked hard throughout this transition and have remained committed to the ongoing success of this cooperative. It is a privilege to work at their side.

I would also like to thank you, our members, for your continued trust and support. We appreciate the opportunity to partner with you and thank you for your business. We look forward to serving you in the future and wish you and your family a Merry Christmas and a Happy New Year!

Allied Cooperative is currently accepting applications for its 2024 college scholarship program. Our goal is to encourage area youth to prepare for a career in agriculture and is designed to benefit Allied Cooperative members and their dependents. This year we will offer 25 - \$1,000

scholarships to full-time students pursuing a two- or four- year degree or farm and industry short course program. Selection for the scholarship is based on scholastic achievement, leadership and a written essay. Twenty of the scholarships will be designated for students pursuing careers in agriculture. Five of the scholarships will be designated for students pursuing non-agricultural careers. The number of scholarships awarded may vary based on quantity and quality of applications.

Scholarship applications must be postmarked no later than March 31, 2024. Winners will be notified by the end of May. To request a scholarship application, please contact Karmen Bernacchi at info@allied.coop. You may also download an application on-line at www.allied.coop.



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02 ALLIED Connections

# The Why of Yield Data



by Brad Mathson, Ag Technology Lead

Thinking back a long, long, time ago about this time of year, it was one of the nervous periods in my life. It was getting close to the time when report cards would be coming home soon, and I was wondering if I was going to have a fun talk or a painful talk with my parents. I never looked at the report card as a learning tool in a way to help improve that next report card. I just remember it being either a good or bad outcome.

As you settle in for winter and start thinking of planting 2024 you need to be looking at your cropping report card. The yield maps!! This pretty picture developed by all the up-to-date precision tools, representing hundreds of thousands of data points that can be either good or bad, or the worst is just being average. You can print a copy and hang it on the refrigerator and admire the report card until spring or until something else comes along to replace its honored spot.

That yield map should be looked at as the most important tool you have and the question "why" should be brought out.

Why is this part of the field doing so well, why is this part not performing nearly as well? In agriculture it is so easy to find a reason that is more likely an excuse – like it's too wet, it's too dry, it's too hot, etc. But when you find the why, then you will be able to make a faster impact on moving your yields to an above average yield trend.

This time of year, you need to spend time with your agronomy advisor and work on the why, compare yields to all the other data you have available to you, and work hard to find out the true why. When you finally get to that point you can now work on either managing the problem, such as shale or sand ridges in the field or fixing the problem like tiling, fertility, weed control and variety placement.

In the yield map to the right, we determined that we had low pH. This resulted in the yield drag of 22 bu of soybeans off the normal yield in this field. We also determined that we had compaction issues which caused a 14 bu yield decrease. So, by fixing just these two issues you can impact your average yield of this field by +16 bushels/acre. Again, as this example shows, rarely will you find just one factor affecting yields, but usually it is a combination of factors.





#### AGRONOMY



by Megan Kling, Sales Lead



**Think we can all agree** the 2023 growing season was a dry year to say the least. And if you had more weeds in your fields this year, you are not alone. Even the most robust herbicide programs last season were not bulletproof, which is frustrating for both the agronomists and growers. But across the cooperative geography we lacked the most important component to any residual herbicide program—RAIN.

All residual herbicides need rainfall to activate. Most herbicides need around a half inch of rainfall within seven days of application to fully activate. Once activated, timely rains are necessary to keep the herbicide activated for the weeks to follow. We can all do a rain dance, but ultimately it's up to Mother Nature to provide the moisture (unless you were lucky enough to farm under irrigation of course). So, what worked? What did we learn? How do we plan for 2024?

Corn wasn't so challenging because unlike beans, it actually canopied by late June. So, a two pass program or a timely one pass program worked fairly well for the most part. Having a herbicide pass with multiple modes of action at higher rates definitely seemed to shine. Products like Harness<sup>®</sup> Maxx, TripleFLEX<sup>®</sup>, Resicore<sup>®</sup>, and Acuron<sup>®</sup> Flexi really pulled their weight. When paired with glyphosate and atrazine, a TripleFLEX or Resicore program contains five different modes of action. Multiple modes of action help to fight a variety of weed species and fight resistance.

We all saw the value of making sure no-till acres had a solid burndown application prior to planting, because those that planted first had all that early soil moisture robbed away from the crop. Late planted corn acres caught in the dry spell were prone to late uneven emergence. The delayed emergence kept the canopy open longer leaving more time for weeds to germinate and escape herbicide residuals.

Soybeans were a different story—I'm pretty sure some fields with 30 inch row spacing never canopied this season due to the dry weather. We saw weed escapes even on robust, three pass herbicide programs! But with the bare ground exposed in between the rows, combined with lack of herbicide activation, that waterhemp could just keep emerging into September.

What products did we feel shined best? Fierce<sup>®</sup>, Sonic<sup>®</sup> and Zidua<sup>®</sup> early followed by Enlist<sup>®</sup>, Liberty<sup>®</sup> and a second group 15 (Warrant<sup>®</sup> or Dual). If weeds were big, Enlist and Liberty worked really well in the tank together. We know Liberty likes sunny, hot weather conditions so even straight Liberty programs worked well in 2023.

Here are some key things to keep in mind next year for weed free fields that provide the best ROI: **MAKE A STRONG PLAN.** Talk with your agronomy advisor to make a plan that fits your fields and your weed concerns. Plan for multiple passes and multiple modes of action. Remember prepaying for crop protection products will offer better pricing as well as ensure we have the products you need in stock.

2 CHOOSE BRANDED PRODUCTS THAT ALIGN WITH ONE MAJOR CHEMICAL COMPANY IF POSSIBLE. This can allow you to take advantage of any grower programs such as Bayer rewards, TruChoice or financing promotions that can benefit your overall chemical program costs. This also helps if you encounter needing a respray. Typically, the more products you apply from a single chemical manufacturer, the more support you can receive in the event of needing a respray. Note that receiving respray assistance only occurs in the event you respray... a weed escape complaint in October does not earn a check.

CONSIDER ADJUVANTS. Adjuvants **D** are added to a chemical program to enhance performance. Whether that's helping the herbicide penetrate the weed leaf surface or helping the pesticide stick to the plant verses rolling off onto the ground. Having the right adjuvants in the tank for the products being applied has a huge impact on overall effectiveness. For example, using a non-AMS based water conditioner with a Liberty application can lead to disappointing results versus a true AMS option. NOT ALL ADJUVANTS ARE THE SAME. Adjuvants are NOT a regulated space and any company can put any marketing they want on a product and sell it as an adjuvant. Know that Allied **Cooperative offers high quality options** that can be customized to your tank mix. Talk to your Allied agronomy advisor and ask questions to gain confidence in what you are purchasing with your chemicals.

Pick Your Corn Silage Varieties Carefully!



by Tom Hoffman, Sales Lead

of corn silage hybrids are created equal. There is a great selection of corn silage varieties for various needs. As we look at improved feed quality corn silage hybrids, it is difficult to overlook the benefits of Brown Midrib (BMR) corn varieties, especially in dairy herds.

BMR hybrids have proven to consistently have improved fiber digestibility. Many times, we see 6-12% improvement of fiber digestibility in BMR hybrids versus traditional hybrids. This improved fiber digestibility usually equates to improved Dry Matter Intake (DMI) on dairy cows. Most dairymen can see a direct correlation to improved DMI with increased milk production. We many times will see 2-4 pounds of DMI improvement with our leading BMR hybrids over conventional hybrids. This improved DMI can also reduce feed costs by improving starch intake and helping to improve energy requirements. Cost savings can be seen by removing the amount of starch in the diet as well as helping body condition on high producing dairy cows.

Improved BMR hybrids have shown very comparable yields with other traditional hybrids along with maintaining very high starch levels. You can rest assured that there is no agronomic sacrifices with the new and improved BMR varieties over traditional corn varieties. As you can see, selecting proper corn silage hybrids can have a big impact on helping farm profitability through enhanced milk production, reduced feed cost, better animal health or a combination of all these factors. Be sure to review your hybrid options with your Allied Cooperative agronomy advisor for the best hybrids for your operation. Then work with your Allied Cooperative feed nutritionist for your best possible feeding strategy for optimum results.



# Applied Fertilizer and the Effects of pH



per lb of N*
7.5
7.5
5
5
4

ne of my grower friends and I have been having discussions about falling pH's. He is continually liming his fields and is not seeing the levels stabilizing. It probably doesn't help he is farming "beach sand" with organic matter less than 1% and a Cation Exchange Capacity (CEC) of 2. While soil pH is affected by many different factors, he reminded me that the applied fertilizer we use to feed the crops has a big impact on pH, especially on poorly buffered soils.

He emailed me a great table (which I have plagiarized and included) from John Peters from the UW Soil Science Department from the 90's. For



instance, one pound per acre of nitrogen from Urea (46-0-0) may need up to five pounds of aglime to neutralize the acidity formed. So at 300 lbs/A of Urea, that is 138 lbs/A of actual nitrogen, it would require 690 lbs. of aglime to neutralize that application. DAP (18-46-0) and Ammonium Sulfate (21-0-0-24S) require even more. This effect is much more immediate in poorly buffered soils, but over time can draw down pH in "the good dirt" as well.

This is why it is important to soil test at least every 3-5 years, and lime accordingly. I believe in sands every other year may be more appropriate. We all know the reasons for keeping the pH in the "target" range for each crop—better nutrient availability, increased stand, earlier maturity, and better herbicide efficacy, just to name a few. With the increased costs of inputs, soil sampling and liming are always a good investment.

As we strive for bigger and bigger yields with today's new varieties, it is important to make sure the plants have everything they need. The more fertilizer we apply to achieve that yield, the more we affect the pH and the ability of the plant to utilize that fertilizer. That is why monitoring pH and liming is so important. Contact your local agronomy advisor if you have questions on soil sampling or liming.

Soil sampling day. Photo by Marilyn Whalen, Arcadia Agronomy.

#### **ENERGY DIVISION**

## Winter Care for Your Propane System



by Jeff Bunker, Director of Propane

isconsin winters are famous for heavy snow, ice, sleet, and freezing temperatures. It is important to keep in mind some snow hazards specific to your home propane heating system. Following are some steps you can take to help ensure you stay safe and warm during the cold winter months.

• Carefully clear heavy snow and ice from regulators, regulator vents, piping, tubing and valves. Failure to do so can cause damage that could result in an oil or gas leak. Appliance vents, chimneys and flues must also be kept clear of snow and ice so appliances can vent properly. Again, be very careful when doing so to avoid damage to system components. Finally, carefully clear snow and ice off the top of tanks, gauges, fittings, and lines. Using a broom to do so will help avoid damaging the tank or system components.

• If you use a snow removal service, make sure you review the location of your propane equipment and instruct them to steer clear of all parts of your propane system.

• If you suspect any of your propane appliances or equipment have been compromised, or you have

turned off your gas supply, please contact us so we can inspect your propane system, perform a leak test, and re-light your pilot lights.

• It's important to keep your



driveways and a path to propane tanks clear for the safety of our drivers.

• And again—keep an eye on your tank gauge. The tank gauge is located under the lid on your propane tank. Give us a call when the tank percentage on the gauge reads between 20 and 30%.

We know that you may see some changes due to the merger, but rest assured that your experienced, dependable LP staff – from the drivers to the customer service representatives and management will do whatever is necessary to provide you with the quality service you deserve and expect.

# LP Driver Retires Congratulations Peter Gadke!



### Allied Cooperative congratulates Peter Gadke on his recent retirement.

Peter Gadke worked in the LP Department in Marshfield. He has served our co-op since April 1989, starting in the Feed mill when it was Wood County Farm Supply. Then after acquisitions, he worked as a propane driver or doing whatever needed to be done. In the spring he'd do propane in the morning and then run fertilizer out of Unity until 7 or 8 at night.

Peter said that he enjoyed working here. Management, customers and everyone treated him well and were always good to work for. "It was a good way of life."

"Pete was always busy and on task to make sure the next customer was taken care of," said Troy Thompson, Director of Fuels. "It was common for Pete to work an hour or two on Saturday and Sunday, to stay caught up or to help out. Whether it was cutting grass or making sure our Pittsville Cenex had enough propane cylinders to get them through the weekend. Pete was a very dedicated employee, and we wish him the best in his retirement."

We thank Peter for his years of service and wish him much happiness in the years ahead!

## When to Contract Diesel Fuel



by Mike Kampstra, Certified Energy Relationship Manager

his time of year farmers, fleet owners, and businesses invariably begin to plan for next year's inputs, and one of the big input costs for many businesses is fuel.

The first thing most customers want to know when looking at fuel markets is "Is this the bottom" or "How low will it go?" The answer we invariably give is that it's hard to predict and getting tougher each year.

Fuel used to go through cyclical downturns in the winter and pricing would bounce back when farmers hit the fields, so much so that going back to 1996, around 78% of the time the lowest price for fuel came between November and February. However, lately, the markets seem to be bucking old trends, and showing increased volatility and unpredictability. Last year the lowest price came in April.

In FY23, diesel fuel markets remained depressed all spring and summer, only to skyrocket back over \$4.00 in the fall of 2023, then come crashing back down as harvest wound down. It's a rollercoaster, and prices can swing as much as 60 cents – or more – in a single day's trading session. Fuel prices varied more than \$1.30 a gallon and several times moved over \$0.90 a gallon in a single week.

Knowing that, how does a person book fuel in this tumultuous time? Experts recommend booking fuel based on your budget. Set a budget, and when pricing hits that budget, cover it with a contract. It's not really about beating the market, rather it is setting a number you can live with and sticking to it. That doesn't have to be all in one sitting, you can of course book multiple contracts and cost average them. The key is to not worry about what the spot price is doing, and simply stick to your preset number (easier said than done for many).

One older farmer used to tell me he'd go to the store to buy his wife flowers every Valentine's Day and book his fuel at the Co-op. That was his strategy, and more often than not, it panned out well for him. It's easy to get caught up in winning and losing – just remember that few people time the market perfectly. Last year out of the just over 700 fuel contracts we signed, less than 0.5% of the customers hit the market perfectly, and those were almost completely random chance.

We do offer customers assistance with booking – all of our energy sales team can be reached by text, phone call or email. In addition, we send out daily contract quotes and market intel, so let us know if you'd like to be on that list. It's our job to help you be as informed as possible when it comes to contracting fuel and making the right call for your business or farm operation.

### The Next Generation Premium Diesel Fuel

Last fall CHS released the next generation of Cenex® premium diesel fuels. The enhanced formula includes an additive package engineered not only to boost power, performance and engine protection in on-road and off-road equipment, but also to anticipate and meet the challenges of future engine technology.

The updated Cenex premium diesel formula was designed with stricter emission regulations in mind to ensure users are prepared when those new standards come into play and contains superior chemistry for superior performance.

When compared with a typical #2 diesel, Cenex diesel fuels can't be beat. They provide:

#### AGGRESSIVE DETERGENCY PACKAGE

- 40% more effective at breaking down harmful engine deposits
- 2.5X more effective at cleaning up injector deposits and preventing further build-up in dirty equipment
- Up to 4.5% more power when it matters most
- Up to 5% better fuel economy when every dollar counts

#### TOTAL WATER MANAGEMENT SYSTEM

- Water separates from fuel efficiently, settling quickly at the bottom of fuel
  storage tanks for easy drainage
- Any remaining negligible water is entrained for safe passage through the combustion chamber

#### **INJECTION & COMBUSTION OPTIMIZATION**

- Prevents diesel fuel from coking
- Reduces filter and injector repairs and replacements
- Prevents internal diesel injector deposits from forming deep inside high-precision injectors

#### **STORAGE STABILITY**

- Tolerates temperature extremes
- Reduces gum and varnish build-up
- Increases injector life and optimizes combustibility

#### **CORROSION PROTECTION**

- Prevents rust and corrosion from forming on metal parts
- Protects fuel systems from rust and pitting
- Prevents corrosion-caused leaks, blocking and breaks
- Slows natural diesel fuel degradation caused by exposure to oxygen

#### **IMPROVED LUBRICITY**

- Provides 10% to 15% more lubricity
- Protects injector and fuel pumps against wear
- Meets OEM fuel lubricity recommendations

#### **HIGH CETANE NUMBER**

- Generates fewer emissions for longer-lasting diesel particulate filters
- Fewer regenerations
- Reduces wear and tear on vehicle starter and battery
- Improves cold weather starts

To learn more about Cenex premium diesel fuels, contact one of our energy specialists or visit us on the web at www.allied.coop/energy.

# GIFT CARDS FOR GALLONS

AUGUS AUGUS

Allied Cooperative invites you to earn gift cards for your lubricant purchases. Now through February 29, 2024, end-users can earn one \$50 VISA® gift card for every 100 gallons of qualifying premium Cenex® lubricants purchased. For program details and to submit gift card requests visit cenex.com/giftcardsforgallons. For more information or to place your order, contact your local certified energy specialist.



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Earn a \$50 gift card for every 100 gallons of qualifying premium Cenex<sup>®</sup> Lubricants purchased. See program details and submit gift card requests at cenex.com/giftcardsforgallons.



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### **FEED DIVISION**

### Preparing for Winter



by Ed Sabey, Director of Feed

Wisconsin winters equal snow. And like most folks, I get a little nostalgic when I hear Bing Crosby's "White Christmas" on the radio and recall singing with my Dad around the piano. It takes me back to my growing up days of playing pond hockey, skiing, and just enjoying all things winter—especially snow days, and the surprise break from school.

Unfortunately, farmers don't get snow days. When the snow piles up outside, the farm work still must continue. The livestock still have to be fed and the cows must be milked. Most farmers would be more than content to have just a dusting of snow. This year, however, there are rumblings, especially in central Wisconsin, from farmers that are really hoping for significant snowfall this year. Wisconsin needs the moisture.

I don't mind a little snow, but it does make things a bit more challenging for your co-op's Feed Division. Not only is delivering feed more taxing for our feed truck drivers, it is more challenging in the farm yard. You can help us with that! Please make sure your feed bins are operational and your driveways are cleared of snow and ice. And please be aware of any debris that might not be visible to our drivers when buried beneath the snow.

#### **Commodity Markets**

The commodity markets can be volatile this time of year. We do offer feed/feed ingredient contracting options that can help protect/enhance your bottom line. To learn how feed/feed ingredient contracting may benefit your business, contact one of our team members at 715-502-3134 and we can "steer" you in the right direction.

#### **Winter Meetings**

We are planning several excellent educational events this winter, including:

- Beef Mineral Meeting January 24th in Tomah
- Feed Lot Meetings
- Carbon Credit Meetings December 13th in Marshfield

These events are great opportunities to hear from some of our industry's experts and gain new insight on products and services that can help boost the efficiency of your operation. Watch our website and Facebook page for more information.

As another year draws to a close, I would like to thank you for your continued support. We appreciate your business and

look forward to working with you in the coming year!

Harvest

Continued from page 1...

of corn standing that had moisture of 25% or higher. "When we get corn over 20% it really cuts our drying capacity back," said Rappa. "Most locations have been drying 24 hours a day to keep the combines going. If I had to guess, I would expect to have corn harvest wrapped up by the end of December if the weather holds and some of the wetter corn continues to dry in the field."

Corn yields have been better than expected, though they are seeing high yield variability in the same fields. "It is common to hear combine monitors going from 40 to 300 bu/ acre in the same field. Overall, yields should be about average on the heavy and sound ground, and the irrigated corn is running better than last year," said Rappa. "Genetics have been very impressive for how little rainfall we have seen this growing season."

As Allied's grain division wraps up this years harvest, they will soon begin preparing for next year. "There's really not a slow time when you have this much grain to move," said Rappa. "We take it all in in a couple of months and we have 10 months to market it so we're ready for next year's harvest."

<image>

### **BUILDING TO SERVE**

### **Construction Updates**



#### Adams





n Adams, construction of the new 300,000 bu grain bin was wrapped up just in time for soybean harvest. Just down the road from the Adams grain plant, construction of the the new dry liquid plant expansion and the road leading to it is complete. Our staff is now working on the electrical and plumbing and ensuring the blending system is ready for spring.

Meanwhile, in Auburndale construction of the new 250,000 bu grain bin is complete. The electrical is being wrapped up and they expect to be able to utilize the bin for storage yet this fall. 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 installed a new truck scale to alleviate some of the scale traffic at Auburndale East. This has provided 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.

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 feed mill constuction project in Hixton continues to move forward, with piping going up on the distributor, a roof being installed on the warehouse and dry wall being installed in the office. The mill has been designed to accommodate future expansion and has a target completion date of Spring/Summer 2024.



Augusta



## NAPA – A Great Source for Ag Parts



by Kevin Bucel, NAPA Stores Manager

Wondering where to find parts for your agricultural and farm equipment? Ag equipment brands like John Deere and Caterpillar use engines just like a car or truck. Allied's NAPA Auto Parts stores in Adams and Mauston has an expanded line of agricultural products. Products include everything from wheel bearings and tractor overhauls to air conditioner and heater parts to cab foam, tune up kits, u-joints, roller chain and more. Parts that are not in-stock can be ordered for a fast turnaround. The store can also supply parts for heavy equipment and semis.

Our goal is to provide people with the absolute best in customer service. That's

what people want. It's what they expect. And it's what we work hard to provide. Contact the Adams or Mauston NAPA stores for all of your parts needs.



### **Board Report**



David Brill, Vice-Chairman

There's an old saying that says, "Two heads are better than one." That holds true for your cooperative. I believe the decision to combine our two cooperatives into one allows us to better serve our customers.

We are able to combine our employees' expertise. The ancient wisdom found in the book of Proverbs says, "Iron sharpens irons, so one person sharpens another." The greatest asset of any business is their people. And when you put those assets under one umbrella – the agronomists, the nutritionists, our grain experts and more – all working towards a common goal, they sharpen each other's talents and strengths. This results in a high probability of success – both for the co-op and its members.

We are also able to combine our working capital, which allows us to proceed with infrastructure projects. It allows us to streamline our facilities and become more efficient. Many of these items were just "wishlist ideas" on our own. But together we can accomplish more. This, of course, allows us to better serve our customers, and that is our number one objective.

Thank you for your continued support!

## 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. Our employees play a critical role in our success as a cooperative. If you are looking for an opportunity to grow and join an organization that values your contributions, we would love to hear 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 a list of current openings, visit www.allied.coop/careers. For more information on any of these openings, call Michelle Gubser, Director of Talent Management at 715-687-4443 or email careers@allied.coop.

