



UPGRADES AT THE MINDORO COUNTRY STORE



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The Mindoro Country Store plays a vital role in the small unincorporated village it serves. Arguably one of the most important businesses in town, it is the only store/gas station that serves the residents in this rural part of Wisconsin.

One of the challenges of operating a small town convenience store is it can be difficult to keep up with industry standards while maintaining profitability. The State of Wisconsin required that we update our pumps and fuel tanks by the end of 2020 if we were to continue to sell gasoline and diesel fuel from this location.

Unfortunately, these upgrades were an expensive undertaking. Director of Refined Fuels Jeff Bunker and Board Member Leon Pfaff worked closely with the Wisconsin Economic Development Corporation and Mike Hesse of the Town of Farmington to write a grant to assist with the expenses. At the same time, the staff at the store collected signatures to show support for the project. Their efforts were rewarded with a grant from the Wisconsin

Economic Development Corporation which helped offset the cost of the project.

The project included installing new gasoline and diesel fuel tanks, new pumps with a card reader system, and price signs. All of these benefits are a real advantage to the community as customers will now be able to purchase gas and diesel at the Mindoro Country Store 24 hours a day.

There are advantages for the co-op as well. "The new tanks allow us to take transport delivery which helps us keep our costs down," said Bunker. "Also, we now have 91 octane premium gasoline available and a new point of sale system that has several features that will help overall store processes. All of these changes are a real benefit to the community and helps

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ALLIED COOPERATIVE LOCATIONS

ADAMS

ADMINISTRATION OFFICE / LP GAS / FUEL

540 S Main St • PO Box 729
Adams, WI 53910
608.339.3394 / 800.247.5679
www.allied.coop

AGRONOMY / GRAIN

251 Railroad St Adams, WI 53910
608.339.3698 / 800.331.3073 (Agronomy)
608.339.0357 (Grain)

CENEX PUMP 24

451 S Main St Adams, WI 53910
608.339.3626

NAPA AUTO PARTS

540 S Main St Adams, WI 53910
608.339.6412

ARCADIA

OFFICE / LP / FUEL / OIL AUTO SERVICE CENTER

N28281 State Rd 93 Arcadia, WI 54612
608.323.3311

AGRONOMY / FEED

245 Van Buren St Arcadia, WI 54612
608.323.2144 (Agronomy)
608.323.3818 (Feed)

BLAIR

EAST GRAIN PLANT

1015 E Broadway St Blair, WI 54661
608.989.2298

WEST GRAIN PLANT

420 N Park Rd Blair, WI 54661
608.989.2335

GALESVILLE

AGRONOMY

W19801 Winnebago Rd
Galesville, WI 54630
608.582.4711

MAUSTON

AGRONOMY / FEED / GRAIN / TRANSPORTATION

N3709 Townline LL Rd
Mauston, WI 53948
608.847.6006 (Agronomy)
608.847.6896 (Feed)
608.847.5212 (Grain)
608.847.1642 (Transportation)

MAUSTON TIRE SHOP / NAPA AUTO PARTS / SAFETY & COMPLIANCE

310 Prairie St Mauston, WI 53948
608.847.1640 (Tire Shop)
608.847.7501 (NAPA)
608.339.3394 Ext 320 (Safety)

MINDORO

MINDORO COUNTRY STORE

N8319 Cty Rd C Mindoro, WI 54644
608.857.3414

PLAINFIELD

PEST PROS

10086 1st St Plainfield, WI 54966
715.335.4046

PLOVER

AGRONOMY

4809 Monroe Ave Plover, WI 54467
715.345.1955 / 715.498.2767 (Cell)

TOMAH

DOWNTOWN OFFICE / LP

TOMAH COUNTRY STORE & FEED

711 Fair St Tomah, WI 54660
608.372.2458 / 800.338.6624

AGRONOMY / GRAIN

10533 Estate Rd Tomah, WI 54660
608.372.2090

WEST SALEM

OFFICE LP GAS / FUEL / ACE HARDWARE

570 Commerce St
West Salem, WI 54669
608.786.1100 / 800.657.5189
(Office/LP/Fuel)
608.786.4141 (Ace Hardware)

AGRONOMY / GRAIN

165 S Mill St
West Salem, WI 54669
608.786.1103 (Agronomy)
608.786.4154 (Grain)

WISCONSIN RAPIDS

GRAIN PLANT

3990 Commerce Dr
Wis Rapids, WI 54494
715.423.3000

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duplicate copies of this newsletter,
please call the Administration Office
listed above, or email info@allied.coop.

A LETTER FROM OUR CEO



For over a century, your cooperative has been meeting the needs of area farmers. We have remained relevant by being nimble and adjusting our business plan as necessary to ensure the long-term success of our co-op.

It is no secret our Feed Division has operated in a very challenging environment in recent years. Wisconsin suffered through a particularly brutal 2019 year with a 10% loss of dairy farms. The shuttering of family farms in our trade territory has been an ongoing struggle. As Wisconsin dairy and livestock producers continue to face a difficult market, Allied's Board and management went to work to come up with a solution that not only protects our cooperative, but benefits our member-owners as well.

After many months of considering different options, we sat down with some of our neighboring co-ops to discuss the challenge we all faced in this shrinking market. One of the people we sat down with was Rob Larson, CEO of ProVision Partners Cooperative of Marshfield, Wisconsin. Out of our conversations a partnership opportunity was born. You can read more about that partnership on the next page.

After a particularly contentious presidential election, the thought of crossing party lines for the good of a common cause is almost unheard of. But success in today's agricultural economy means thinking outside the box. By setting aside our own agendas and working together we are able to add stability for our member-owners in an ever-changing ag environment. And while we do experience a certain amount of competition between cooperatives today, we are still a co-op. Webster's defines co-op as "involving mutual assistance in working toward a common goal." We exist for the benefit of our members. I believe this partnership is a win-win for both of our cooperatives. And I look forward to our combined success in this new venture.

We greatly appreciate your business and continued patronage with Allied. Please take care of yourself and your families.

Sincerely,

Timothy Clemens, CEO



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ALLIED COOPERATIVE AND PROVISION PARTNERS ANNOUNCE PARTNERSHIP AGREEMENT

Allied Cooperative is pleased to announce that they have entered a partnership agreement with ProVision Partners Cooperative of Marshfield, Wisconsin. Under this agreement, Allied Cooperative will lease its West Salem feed mill to ProVision Partners effective December 1, 2020. This partnership brings together two of Wisconsin's leading cooperatives—both with strong balance sheets and a steadfast focus on their customers.

"Capitalizing on our efficiencies and strengths has never been more important than it is in today's farming environment," said Timothy Clemens, Allied Cooperative CEO. "We recognize that our members rely on us, not only to provide product availability, pricing and efficiencies, but to protect their investment in the cooperative as well. By working together we are able to provide our members with expanded capabilities and access to more products and services."

Under the management of ProVision Partners, operations at the West Salem feed mill will continue without interruption. "In an effort to minimize change to the customer, we are working together to make this transition smooth and seamless," said Rob Larson, ProVision Partners CEO. "ProVision Partners plans to retain all members of the West Salem feed mill staff, and is working diligently to ensure a smooth transition."

ProVision Partners Cooperative sells over \$60 million of feed products each year from its state-of-the-art facilities. Their position in the feed marketplace provides them with more diversified access to feed ingredients and more flexibility with custom blends due to commodity and bulk storage capabilities. Both cooperatives are Purina/Land O'Lakes dealers, so customers will have access to the same feed products they have purchased from Allied in the past—but will also have access to expanded services such as wet calf feed blends, flaking and pelleting which can be done at ProVision's Auburndale facilities.

While ProVision Partners will manufacture and market feeds from the West Salem feed mill location; Allied Cooperative will continue to sell feed and livestock related products at its Arcadia, Galesville and Mauston locations, as well as the Adams NAPA store, Tomah and Mindoro Country Stores.

Both Allied and ProVision Partners are excited about this partnership. "Bringing both companies' resources together benefits our collective stockholders, and adds value and strength to our communities and Wisconsin's feed and livestock industries as a whole," said Clemens. ■

PLANNING AHEAD AND PREPAY



by Joe Spinler,
COO

When you sit down with your Allied Agronomy Advisor to plan your agronomy needs, please ask them about prepay.

Year in and year out, fertilizer prepay has usually proven itself to be a good idea. Although there are no guarantees that prices will go higher, the history of the industry will tell us that they usually do. Retailers will usually use their storage for spring pricing considerations, but most are not able to hold all of their needs. Allied is no different when it comes to that, so we must go out and buy contracts that are for a spring delivery timeframe.

At Allied Cooperative we take on risk and need to be able to make sure that we have product in place when we need it. We do, however, use the amount of tons sold or prepaid by the end-user as a guide as to how much we need to purchase. Two years ago when urea was tight we were able to supply all of our customers whether they prepaid or not. One advantage to prepay, besides locking in the price, is that in the event of a product shortage we will do everything we can to ensure that those that prepaid for a product take priority in that product fulfillment. Also, remember that when you commit we cover those tons and you are contractually obligated to take them, in the event that we have a market that goes down we still own that product that we purchased for you. We have contract verbiage in place and sellers can explain to you what it means as it relates to unused products. In the event that you know early that you will not need all of your product, the sooner you let us know the better we can plan for the excess product.

Allied also offers chemical prepay pricing starting in December. This for sure will be the best prices of the season and products will move up monthly from that time going forward. Dependent on your cost of money, the way the pricing works it is usually very much in your favor to prepay for your products even if you need to borrow the money. Again, your sellers can look back on some history and do some math to help you figure out what is best for your farming operation.

There are a lot of uncertainties as it relates to farming. We believe it's a smart decision to remove some of the unknown by locking in your inputs. It's one variable that can be taken off the table. You can also pay for different portions of your prepay at different times as well. Please remember, however, that prices can change daily without notice especially as it relates to crop nutrients. Contact your agronomy advisor, and let them help you put together a plan. ■

FINANCING OPTIONS OFFERED FOR 2021 CROP INPUTS

Allied Cooperative has affiliated with three Ag Loan companies to offer you several good options to finance your crop inputs. We can offer loan programs through Cooperative Credit Company, CHS Capital and Cooperative Finance Association. All of the programs have slightly different options/features that should give you a good choice to obtain a loan that will fit your operation. The loan programs offer competitive interest rates, quick response to application processing and a limited amount of paperwork to complete their loan process.

John Deere Financial (Farmplan) and Rabo AgriFinance. Many of our suppliers have financing programs available for their seed and chemical products that are sold by Allied Cooperative. If you have used their programs in the past and have maintained your account with them, in most cases, this option is available to you without any additional paperwork. If you would like to establish an account with either John Deere Financial or Rabo AgriFinance, we would be glad to assist you with their applications.

TruChoice Financing for your chemical purchases is also an option again this year. Allied Cooperative can assist you with financing your Corteva chemistry through TruChoice. We can also help redeem any earned Corteva Cash that you have earned by submitting a qualifying purchase.

Secure by Winfield United is a new opportunity for Allied Cooperative customers this year. Seed and chemical purchases with an approved application are required to have this choice as an option. Please ask if you would like more information.

Please take advantage of these financing options that may meet your needs for this planting season. Allied Cooperative is happy to be able to offer these options and Gerry Fanta would be happy to present these loan programs to you. ■

Ron DeMars Director of Credit
608.339.3394 ext 2258

Gerry Fanta Ag Loan Manager
608.339.3394 ext 3314

Steve Lisney Assistant Credit Manager
608.786.1100

www.allied.coop

PROPANE: GET READY FOR WINTER



by Dianne Dallmann
Director of Propane

Although NOAA's forecast for this winter indicates that temperatures could be colder than last year, recent winters provide a reminder that weather can be unpredictable. Add to that the fact that many of our customers are now working from home or doing virtual

schooling due to the pandemic. While you may have turned down the thermostat during the day to save energy, if you're working from home your usage is predicted to be up anywhere from 5 to 10 percent.

If you have had a change in your routine, we ask that you check your tank to ensure that you do not experience any runouts due to a change in usage. If your tank reaches between 20-30% please notify one of our offices, so our team can make adjustments and ensure your timely deliveries.

Winter Care for Your Propane System

Wisconsin 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 clear and path to propane tanks clear for 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 and give us a call when the tank percentage on the gauge reads between 20 and 30%. ■



BULK OIL DELIVERY CHANGES



by Jeff Bunker
Director of Refined Fuels

For years, many of our customers have utilized the Cenex bulk oil delivery system as a way to save money while reducing space needs and avoiding handling drums of oil.

The Cenex® lube trucks have made a few minor changes to increase efficiency while continuing to provide excellent customer service. Bulk delivery requires a minimum delivery of 100 gallons of bulk product. (This can be a combination of products, ie. 50 gallons of Qwiklift and 50 gallons of TMS 15W-40.) Deliveries of less than 100 gallons will be charged a below minimum delivery fee.



During the months of March and September, minimum delivery fees will be waived for farm deliveries of less than 100 gallons. These orders will be grouped together for orders and delivery. Please plan ahead for delivery during these months if you will not be able to meet the 100 gallon mark. This will allow you to continue to receive high quality Cenex Bulk Oil at the best price.

Now is also a great time to look your tank systems over to ensure the products are labeled correctly and tanks are in good shape.

Finally, Cenex has a popular Gift card promotion which runs from November 1st, 2020 through February 28, 2021. End-users earn one \$50 VISA gift card for every 100 gallons of qualifying lubricant and grease products. This is a great program to allow you to get your tanks filled before the busy spring season starts. ■

Please contact Allied Cooperative's Energy Division for more information.

Jeff Bunker 608.786.1100

Russ Bortz 608.780.8614

Dianne Dallmann 608.339.3394

Rich Karpinski 608.403.1178

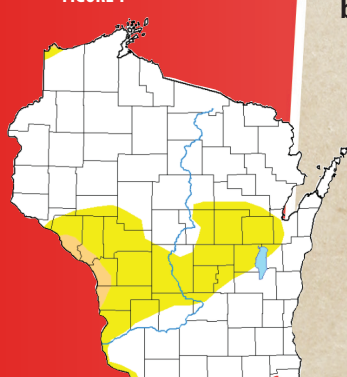
Agronomy Update

2020 Key Agronomic Takeaways

by Tryston Beyrer, Ph.D. Agronomist, WinField United

WINFIELD
UNITED

FIGURE 1



**WISCONSIN AUGUST
DROUGHT INTENSITY**
 ■ None
 ■ D0 Abnormally Dry
 ■ D1 Moderate Drought

FIGURE 2



Frogeye Leaf Spot (above) and southern rust (below) are two relatively newer diseases to west central Wisconsin that can have a significant impact on yield.



Plan for success, develop a crop management plan, and follow through

Producers that planned for success in 2020 were generally rewarded with greater crop yields and in 2020 was fortunately accompanied with higher crop prices too. Unfortunately there are some producers that had no plan or deviated from their plan and decided to cut corners, a decision that producers may be regretting at this time. The following are some areas that were rewarded for in 2020.

Set a solid foundation:

Compared to recent years, the yield potential was generally greater in 2020. Producers that have been working at maintaining or increasing P and K soil test levels helped to start and finish the crop off strong. In some areas of Allied's territory it turned abnormally dry during parts of the season (Figure 1). Below average soil moisture made it difficult for plants to efficiently take up nutrients, especially if soils were already below optimum levels. With drier field conditions this fall, this can be an excellent opportunity to soil test and correct pH and fertility levels that would likely limit yield in 2021.

Started strong:

How did this spring compare to last year? Most producers would say it was leaps and bounds better, but I would question whether our early start in 2020 hurt us more than we might think. With 2019 in recent memory, many producers planted a little sooner than soil conditions were fit, to help make sure we did not have a repeat of delayed planting like last year. Topsoil conditions were often okay, but subsoil was a little wetter than what plants prefer. This coupled with a cold snap in early May really tested the vigor of hybrids where producers that selected hybrids with above average emergence and vigor scores were rewarded during this time period. Like most years, planting offers cold conditions which limits root development, nutrient uptake and can result in less consistent plant emergence. Producers that had phosphorus based starter programs and additives such as zinc and plant growth regulators helped minimize some of the detrements the environment threw at us, which is something that should be considered each year.

Didn't let your crop go hungry:

June and July temperatures were above average which resulted in faster crop growth. Like a rapidly growing teenager that frequently depletes the home of groceries, plants have increased nutrient demand per day and require supplemental fertilizer as soils may not be able to release enough to meet crop demand. Mobile nutrients such as nitrogen, sulfur and boron were a primary focus as timely rain events moved some of these nutrients below the root zone. Monitoring of crop progress and the amount of available nutrients through soil nitrate sampling, tissue sampling, and general observations in the field led to positive responses to sidedress applications in 2020.

No Tolerance for Weeds:

Adequate weed control and managing tough to control weeds is at the top of many producers minds, especially when they thought they had clean fields and then started to see weeds come through the crop canopies after deciding not to spray. There are several options for weed control and one of the most consistent programs is including a pre-emergence residual herbicide combined with a post-applied chemistry that includes a residual. Including multiple effective herbicide mode of action will be imperative as herbicide resistance to RoundUp, PPOs (e.g. Cobra), atrazine, and ALS (e.g. Classic) chemistries have been observed on growers fields in west central Wisconsin. Discussions need to occur now to determine what traits and chemistries are best suited for your operation.

Follow through with late season management:

Frequent scouting helped identify some relatively newer diseases in Allied's territory. In addition to some of the more common diseases such as northern corn leaf blight, grey leaf spot, tar spot and whitemold; frogeye leaf spot on soybeans or southern rust on corn was observed at higher numbers late in the season (Figure 2). With the crop development ahead of average and later infestation of disease, they did not have as great of an impact on yield as they could have. This being said, yield potential was fairly high and crops reached crop maturity quicker. Those that applied fungicides may have observed the plants taking advantage of extra days for grain fill and slowed the cannibalization of the stalks as nutrients and water could be taken up more efficiently. Planning for when fungicides offer the greatest benefit can be challenging since they need to be applied prior to disease infestation for maximum benefit; but fortunately your local agronomist has access to data that can help position specific hybrids that have greater tendencies to respond to fungicide applications. ■

A Lot of Positives as Agronomy Wraps Up Growing Season

Allied Cooperative's agronomy team has been busy in the fields this harvest season, doing yield checks and analyzing the seed and fertilizer products that resulted in the highest return on investment. While we would have preferred to review data with local growers at an Answer Plot event, our agronomy advisors have put together a report on what they are seeing throughout our trade territory with the different varieties. We trust this will be a help to you as you look towards planning your next year's crop.

ADAMS REGION



Mark Henke
Wrangler Jones
Mike Soley

Harvest is just about wrapped up for the season, and producers are both happy and surprised by yields despite several setbacks during the season, including hail damage in July and drought in August. Farmers that took the split application route, have been happy with timely applications of fertilizer making nutrients available for the plants when they need it. There was some late season black tar spot found in the corn, but it didn't have any major effect on yields. Waterhemp has been a continuous problem over the last couple years, but Enlist and Xtend have both proven their ability to handle this weed when applied correctly.

On the corn side, there were several standout varieties. Dekalb's 47-55 performed extremely well, producing great yields. Croplan's 3899 was also strong suit and produced some excellent yields. Dekalb 44-80 and Croplan 4199 were consistently strong on the sand grounds this year with 4199 producing one of the top yields in this region with 240 bushels. Dekalb DKC 51-25 looks like it will be a good tough acre hybrid to complement DKC 47-27. Croplan 4188 has looked good under water and on better ground. It appears that some earlier day maturities fared better due to the late season dry spell.

In soybeans, we saw several standout varieties. Croplan 1960s were strong again this year, and our agronomy advisors were impressed with Croplan 2020E. Asgrow 17X8 and 20-x9 also looked good. NK 12- R3 and 14-U9X were early varieties that were impressive to our team. They showed excellent yields on irrigated ground. The light ground took a beating during the August dry spell, but the better ground held up. The Xtend platform worked well and so did the Enlist program, both will be available at Allied. Drought stress had its effect on yield, still soybean yields stayed consistent with an average yield of 60-65 bushel/acre.

ARCADIA REGION



Kyle Waltemath
Marilyn Whalen

Harvest has gone very well for the growers in western Wisconsin and producers are overall happy with the yields. Soybean yields were variable. Even with the dry weather we experienced, they found white mold on the low ground, high fertility fields. The hills yielded better as they were able to shed some of the

heavy rains off better. The varieties that did well in the Arcadia region were the Asgrow 20X9s and on the earlier side NK 14U9Xs. The Xtend beans were a nice option to clean up waterhemp and ragweed, although there is also a place for the Enlist or Liberty beans in the areas with concerns of what is bordering the fields.

For corn, our best variety was the Croplan 4188, which produced the area's top yield check at 278 bushels/acre. Croplan 3899, 3909 and 4199 and Dekalb 47-55 also looked good. Brevant B94Z97 did well in our plot as well. Rootworm pressures were bad this year resulting in downed corn in areas where the right trait was not planted. We also found some tar spot in a field this fall when looking at fields before harvest, luckily, I do not think we lost any yield with it setting in so late. Producers that side dressed corn seemed positive that it helped yields. We agree and would estimate a 20-bushel increase.

GALESVILLE REGION



Nathan Ausen
Keith Ronning

At planting, Galesville area customers soaked in corn and soybeans earlier than expected, and in record time. While it seemed like ideal planting conditions, there were some dry pockets and some of the seed didn't get planted to moisture, so we had some uneven emergence. Early on we had decent rainfall events. As the summer drag on the rains decided to stop. Yield followed these patterns in certain areas.

In soybeans, we saw some great yields and some not so good yields. We also saw something we had never seen in our area—green pod split. During pod development we got dry, which did not allow for the pods to expand and develop fully. Then we got rains during seed development and seeds began to swell and the pods were too small to hold them and split. Also, some of the soybeans that were on the lighter parts of the fields shut down, then started up again once we got rain, so we had some green beans. Despite these challenges, for the most part we saw great yields in soybeans. Croplan RX 1960 and Asgrow 20X9 did well for us, but what is really impressive is the Croplan RX 1600 and NK 14UX9, which are both performing great. On a side note, we had a few soybean trials out this year that utilized a new bean popper fertilizer, Compellent LG. With this product it looks like we might actually have a soybean popper that is seed safe for beans and works.

In corn, we had some green snap this year. This was a result of three major wind storms—the first one around July 6th, the second a month later, then again in September. Corn varieties that look good are, as always, Dekalb DKC 54-40, 54-38 and 47-54 and Croplan 3899 and 4188. We see a lot of potential and really like Dekalb DKC 43-75, 44-80 and 49-72 if you can split the N and feed it well.

Farmers are overall happy with yields. The sand ground did get hurt with lack of moisture in late July and very little rain in August, but the heavy ground was good. The dry fall weather allowed harvest to get done quickly.

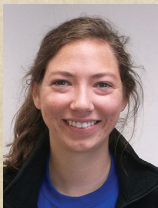
MAUSTON REGION



Pat Cauley

Harvest is coming to an end in the Mauston area. The five weeks of dry weather in August had a negative impact on soybean yields. The Asgrow 20X9's seemed to show very good results across multiple different soil types. On the earlier side, the NK 14-U9X yielded very good and seemed to handle disease prone environments. For corn, Croplan 3899 VT2P is having another great year. The majority of the corn in the area is around 16-19 percent moisture. Croplan 4188 is showing very good results across the area and seems to be very good on emergence. Lastly, DeKalb 44-80 VT2P is yielding near the top and is a 94 day relative maturity. Tar spot pressure seemed to be down compared to last year but was still present and is a disease that needs to be monitored closely. Over all yields were good and test weights were high on corn, it was a nice change of pace compared to the past few years.

PLOVER REGION



Dani Johnson

From irrigated sands to the wet heavy clays to the west, crops all across our Plover territory had a great year for growing (and so far harvest too)! Where growers had, or were willing, to put the fertility, things were booming. On the longer maturity irrigated soybean side, Asgrow's 20X9s not only looked beautiful all season, but their good looks came with great yield come harvest time! On the earlier maturity side, we put Croplan's 0957s and Asgrow's 11X8s to the test. With planting late and a long dry spell in August, I was worried about pod fill, but those varieties proved their worth and we still hit better than average yields.

With corn harvest we've had a whole range of varieties that exceeded our expectations this year across different environments. Dekalb's 40-45 VT2P, 43-75 VT2P, and 44-80 VT2P did quite well, hitting anywhere from 195-250 bushel/acre on typically tougher ground. Croplan's 3314 VT2P held up very well on dryland sand ground and their 4188 VT2P has looked great all season, so we're excited to see where yields come off for that.

TOMAH REGION



**Caleb Miller
Travis Woods**

This fall has been an overall success in the area. Growers are pleasantly surprised with some of the yields they have been seeing, even with the lack of mid- to late-season rain. While lighter ground fields were struggling, the heavier ground seemed to hold moisture longer than some thought

it would. Going back to earlier in the year for the silage harvest, growers were very happy with the tons they were bringing in. The Brevant Unified hybrids were running close to 30 tons/acre for one grower we spoke with, and overfilling bunkers for another.

No rain in August certainly did not help with soybean yields. Farmers were seeing soybean yields vary across their fields. Soybeans that seemed to do well were the Asgrow 20X9 and the NK 20J5X. We also liked Croplan 1600X and 1960X. We did see a 2.7 bu increase in yields where the farmer used the Acceleron Fungicide/Insecticide treatment compared to no treatment.

On the grain corn side, the Croplan 3899 did very well again this year, as did Croplan 4188SS and Dekalb 47-55/54. The silage corn TMF 09S97 did very well as well. This year it will be in a Brevant bag and the number will be B09T79SX.

WEST SALEM REGION



**Abigail Holst
Shawn McAlister**

In the West Salem area, it seems that Dekalb DKC 52-34 is performing as the new leader to take over some of DKC 53-56, and older hybrid that has been very successful in high productive environments. Dekalb 51-38 and 51-40 have also put in a solid year of performance. Farmers are seeing very high yields with this hybrid due to the flex ear. Dekalb 53-56 is the West Salem region's highest yield check so far at 321 bushels with Delaro fungicide application flown on at a tassel. Croplan 3575 seems to be taking over the role of the corn you can't screw up. It performs well in medium yield environments and has enough drought tolerance and flex to handle sandy and low population. Other varieties to consider are DKC51-40RIB. This hybrid flexes well in many different populations and has excellent dry down. In addition, Croplan 4188SS/RIB is a very attractive plant with a huge ear flex that handles tough, variable and ideal yield environments. It does not like to be pushed at high populations, but does very well in the lower to medium populations.

Soybeans also saw very good yields. Asgrow 20-X9 did very well with some checks coming in above the 80 bushel mark. Croplan RX 1960 also had another solid year.

Our entire agronomy team thanks you for your business this past year, and looks forward to putting all we've learned in 2020 to work for you in 2021! We're looking forward to another great year! ■



BULLISH FUNDAMENTALS CONTINUE TO FEED BULL GRAIN MARKETS



by Rich Dahlke,
Grain Merchandiser

Every day I get asked how we can go from expecting record yields and low prices to the bull market we are finding ourselves in. What is the one thing that caused this welcome rally in prices at a time when prices are historically low—glut of harvest. The truth is it isn't just one thing. It is several items that are causing a progression of bullish fundamental news in grain production and use around the world. The bullish news keeps coming and each bit of news feeds the Bull and creates money flow into commodities.

Here is a chronological list of some of the events that led up to this since it started in mid-August.

- Iowa Derecho causes a loss of 250 million bushel. The storm occurred on August 10th—two days before December corn hit a contract low.
- Much of the nation turned dry through crop maturity, giving a poor finish to what would have been a very good crop.
- China recognized their own food crisis and bought record large new crop corn and soybean amounts from the U.S.
- China saw flood damage and trims its crop size.
- Index funds brought record large amounts of soybean contracts because of the changing supply and demand fundamentals.
- USDA reported that last year's crop was smaller than we thought. 258 million bushels less corn and 52 million bushels less beans.
- The October 9th WASDE USDA report showed one million less corn acres and 700 thousand less bean acres for 2020.
- Brazil dry season seemingly lasted three weeks longer than normal. This theoretically caused later planting, poorer emergence and a later harvest which in turn causes a later planted corn crop which causes a concern for pollination during April—the driest part of the growing season.
- Black Sea dryness impacted wheat seeding pushing wheat and corn higher.



- The U.S. Southern Plains were very dry for wheat seeding.
- Brazil eliminated import tariffs questioning if Brazil will buy grains from the U.S.
- Several countries other than China are seen building reserves in response to the Covid-19 supply issues they saw earlier in the year.

After that list I ask myself, "What else could happen to keep feeding the Bull?"

- La Nina weather pattern in South America causing dryness.
- China buys soybeans from the U.S. in February when they normally are looking elsewhere. This will cause a further drop in ending stocks.
- An Inflation surge causing an inflow of outside money to commodities.
- Continuing dry/drought conditions in various countries.
- More countries stockpiling reserves.

On the Bear side, what could bring this rally to a halt?

- Another shutdown of the country due to Covid-19?
- Basically, any of the above cease or don't happen.

That leads us to where are we headed on prices next year?

Trying to predict prices going into next year might be a little more difficult than previous years where we basically traded comfortable ending stock numbers and stagnant demand all around the world. That is currently not the case as the CBOT is telling us they want all commodities now as spreads have narrowed on corn and even inverted on soybeans and wheat.

Now we have a potential supply problem in South America and potentially tight carryout numbers in the United States on soybeans, which could make things very interesting heading into our growing season. Any weather hiccup in our growing season could add more gas on the fire of this bull market. Trying to pick the top in a bull market can be a fool's game and we won't know where that is until there is an unwilling buyer on the CBOT. What we do know is we are much more optimistic on all commodity prices heading into 2021 than we have been in some time. ■

Soybean Seed and CPP Update

The following products have been approved and are available at Allied Cooperative for the 2021 season. • Xtend® • Xtend Flex®

Allied is also carrying Enlist™ soybeans. These are available in bulk or packaged, as well as Liberty®, and Roundup® ready. Call your local Allied Agronomy Advisor for all your soybean seed needs. Be sure to place your order early and take advantage of prepay savings and financing programs. ■





SAFETY CORNER

By Dawn McCluskey
Director of Safety & Compliance

Prepare Your Car for Winter Weather

Anticipation is a key safety measure. As the days are getting shorter and the weather is cooling down, it's a great time to plan ahead and make necessary changes to what and how we do things. This includes having your vehicle ready for a "just in case" moment.

Don't let the weather catch you unprepared for winter driving. The Centers for Disease Control and Prevention (CDC) has some advice about preparing your car for winter.

As you plan for winter, consider putting together some vehicle emergency supplies. A good windshield scraper, extra hats, blanket, and mittens are a good start to being prepared.

For emergencies your vehicle kit should include these basic items:

- Basic tool kit with pliers, a wrench and screwdrivers
- Jumper cables (roadside emergency kits are available at our local Napa and Ace Hardware stores) these kits may also include reflective triangle markers and a flashlight
- First aid kit
- Cellphone charger (a car charger or rechargeable portable charger—may be a better option if the vehicle is powerless)

You can avoid many dangerous winter travel problems by maintaining and servicing your vehicle as the manufacturer recommends. In addition, every fall, do the following:

- Have the radiator system serviced or check the antifreeze level yourself with an antifreeze tester. Add antifreeze as needed.
- Replace windshield washer fluid with a wintertime mixture.
- Replace any worn tires. Make sure the tires have adequate tread, and check the air pressure in the tires.
- During winter, keep the gas tank near full to help avoid ice in the tank and fuel lines.



Keep your car fueled and in good working order. Be sure to check the following:

- ☐ Antifreeze
- ☐ Windshield washer fluid (wintertime mixture)
- ☐ Heater/defroster
- ☐ Brakes/brake fluid
- ☐ Emergency flashers
- ☐ Exhaust
- ☐ Tires (air pressure and wear)
- ☐ Fuel
- ☐ Oil
- ☐ Battery
- ☐ Radiator ■

ALLIED COOPERATIVE TEAMS UP WITH LAND O'LAKES TO SUPPORT LOCAL FOOD PANTRIES

Allied Cooperative teamed up with Land O'Lakes once again to donate a total of \$26,000 to area food pantries. Allied Cooperative made their donation in conjunction with a corporate match program through the Land O'Lakes Foundation called "Feeding Our Communities".

Pantries in Adams-Friendship, Arcadia, Blair, Galesville, Mauston, Montello, Necedah, Plainfield, Plover, Tomah, and West Salem were recipients of the funds with \$2,000 going to each pantry. An additional \$2,000 was delivered to Beyond Blessed Pantry when they had an immediate need for a walk-in cooler and freezer earlier this summer.

The Beyond Blessed Pantry serves one of the hardest hit areas in the state financially—Baraboo/Wisconsin Dells. The pantry went from serving 300 households per month to 350 households per week. In September they served 1,600 households. They move 20 to 30,000 lbs. of food each week and are staffed entirely by volunteers all with drive-thru/no contact service. Each week an average 25 volunteers is needed to do set-up and 35 volunteers to distribute the food.

If you're looking for a place to give back this holiday season and beyond, you can't find a more worthy charity than your local food pantry. Whether it is through a donation of food, ongoing support to help with facility needs or volunteering – it's a great way to help neighbors in need. ■





Tomah's Go-To for Winter Supplies

Tucked away just across from the fairgrounds in Tomah is the Tomah Country Store. It's the "go to" store for all things winter, and because it's a little off the beaten path you have easy in and out access with no crowds and less pandemic stress. Check out some of the winter supplies you will find at the Tomah Country Store:

- Wood Pellets
- Rutland Fire Starter Gel & Long reach matches
- Ice Melt
- Calcium Chloride
- Roof Rakes
- Insulated Gloves
- Bird Feeds and so much more!

Stop in for a stress free winter shopping experience! ■

Mindoro Country Store

Continued from page 1...

to keep the fuel pumping in this small rural Wisconsin town."

While the store's product selection is limited, it stocks all the necessities the local residents may need to hold them over between shopping trips. The shelves are stocked with a little bit of everything, including frozen goods, meats, dairy items, paper products, snacks, over-the-counter medications and more.

For the convenience of area farmers and residents, the store also carries a limited supply of hardware and automotive supplies such as bulbs, filters, fuses and spark plugs. They also supply animal health products, pet foods and other livestock feeds, wood pellets, water softener salts, kerosene, oil and grease products.

"We are a small town store that strives to obtain our customers' satisfaction," said Janell Quall, store manager. "When we see a customer struggling we try to go above and beyond to help them out. Whether it's helping them with gas or carrying feed to their vehicles, our customers always come first." Allied Cooperative encourages you to stop by the Mindoro Country Store and see all the changes we've made. ■

Tire Pressure and Cold Weather How to Avoid Getting a Winter Flat

Autumn weather means it's time to check that your tires are properly inflated. If you think back to your high school science classes, you may remember that most objects expand when heated and contract when cooled. That's exactly what happens with your tires and the air inside them, so even tires that were perfectly inflated in August might be underinflated by the end of September. Here's how to make sure your tire pressure and cold weather don't add up to a flat tire.

WHAT HAPPENS WHEN TIRE PRESSURE IS LOW?

If your tire pressure is low, then your tires likely aren't providing good traction, which is their primary job. This can result in poor handling and longer stopping distances when you hit the brakes. It can also be dangerous if tire pressure gets too low, as it can cause damage to your tires and possibly tire failure.

LEARN YOUR RECOMMENDED TIRE PRESSURE

Tire pressure is measured as psi, which means pounds per square inch. Every automaker has a recommended tire pressure for the tires on each of its vehicles. This recommended psi ensures that the tire is inflated enough to provide the best traction and fuel economy and that it wears correctly so it doesn't need to be replaced prematurely.

You can find the recommended tire pressure in the manual, or you can just open the driver's side door. There you'll see a sticker on the door or door jamb that has the correct tire pressure for your vehicle's tires.

CHECK YOUR TIRE PRESSURE

Once you know the recommended tire pressure, checking for tire pressure is quick and easy:

1. Start by obtaining a tire pressure gauge. These are available in a range of styles. Make sure you pick one that you can easily read, as some have smaller markings than others.

2. Remove the valve cap from your tire, and attach the tire pressure gauge to the valve stem. There will be a brief hiss of air, but keep pressing until the hiss stops. Once it stops, you'll know that the gauge is correctly attached and it will display an accurate pressure reading.

3. If your tire pressure is lower than recommended, then go ahead and add air. You don't want the pressure to be too high or too low, so aim for exactly what the automaker recommends for most driving situations.

4. Once you're done adding air, it's a good idea to store the gauge in your car so you can check your tire pressure at a moment's notice.

HOW OFTEN SHOULD YOU CHECK TIRE PRESSURE?

That first morning when you feel like you need to put on a sweater or break out a jacket is the perfect time to check your tire pressure. If you feel the cold, then so do your tires. As the temperature continues to drop during fall and winter, you should check periodically to see if your tires need a bit more air. It only takes a few minutes, so check your tires when the cold weather arrives to make sure they're safe for driving.

Check out all the tire gauges available at the Adams or Mauston NAPA stores for routine maintenance and repairs. For more information about tire pressure and cold weather, chat with one of our knowledgeable experts. ■






TAKE \$5⁰⁰ OFF

YOUR PURCHASE OF \$25⁰⁰ OR MORE!

COUPON MUST BE PRESENTED AT TIME OF PURCHASE. NO PHOTO COPIES ACCEPTABLE.



Coupon expires 2/28/2021

Offer valid only at the following Allied Cooperative locations: Ace Hardware in West Salem, WI; NAPA Auto Parts in Adams, WI and Mauston, WI; and Tomah Country Store, Tomah, WI (excludes all feed). One coupon per customer. Photo copies not acceptable. May not be combined with other offers.



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P.O. Box 729 • Adams, WI 53910

2021 ALLIED SCHOLARSHIPS

Allied Cooperative is currently accepting applications for its 2021 college scholarship program. Allied Cooperative members and their children may apply for one of twelve \$1,000 college scholarships to be presented in spring 2021.

Selection for the scholarship is based on academic performance, extra-curricular activities, community involvement and/or employment, and honors and awards. Applicants are also asked to submit a short essay. Preference will be given to students pursuing a degree in an agricultural related field. Scholarship applications must be postmarked by April 1, 2021. Winners will be notified by the end of May. To request a scholarship application, please contact info@allied.coop. You may also download an application on-line at www.allied.coop. ■



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. 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. As a

cooperative, our core values are teamwork, integrity, dependability, efficiency and service to others. If your values match ours, we'd love to talk to you about career opportunities with our co-op. Come see what Allied can do for you! For a complete and up-to-date list of openings visit www.allied.coop. For more information on any of these openings call (608) 339-3394 or email humanresources@allied.coop. ■

BOARD REPORT



Leon Pfaff,
Board Secretary

On behalf of the Board of Directors, I would like to offer my heartfelt thanks to Allied Cooperative's staff and management team for the excellent job they are doing during the COVID-19 pandemic. The extra efforts and steps taken to keep the co-op running and our patrons supplied has not gone unnoticed and is greatly appreciated.

After many months of hard work, the Mindoro Country Store opened its new gas pumps and unveiled some nice building upgrades. I would like to thank Jeff Bunker, Director of Refined Fuels and Mike Hesse, Town of Farmington, for working with us to secure a considerable grant from the Wisconsin Development Corporation to help fund this project. I would also like to thank the Town of Farmington residents for signing the petition in support of it.

The Mindoro Country Store is an important part of the Mindoro community. It is the fuel supplier to first responders, emergency vehicles and county vehicles serving northern La Crosse county. The new pumps have 24 X 7 availability and that is a big plus for Mindoro residents who rely on us for fuel.

I would like to thank my fellow Board members and Allied's administration for their community support and for being so cooperative in building something that will last into the future. When Board members work together for the betterment of all, that's called the "cooperative spirit", and I'm proud to serve with each member of our team.

Please stay safe and have a wonderful holiday and successful year ahead!

