

ISSUE
40
WINTER
2022

ALLIED QUARTERLY

A PUBLICATION OF ALLIED COOPERATIVE®



CHRISTMAS

COURTESY OF AMERICA'S FARMERS



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**THE HOLIDAYS
ARE HERE!**
**It's a special
time of year
when friends
and families
gather together
to celebrate our
many blessings.**

So many of the traditions American families participate in would not be possible without agriculture.

There are nearly 35 million Christmas trees cut down in the United States each holiday season. Wisconsin is the nation's fifth-largest Christmas tree producer, with an annual harvest of more than 600,000 trees, many of which are grown in our own trade territory.

More than 100 million travelers will head to visit family and friends this Christmas. Farmers play a big role in holiday travel, as nearly 40% of corn is used to make ethanol. Corn is also used in many of our foods, sweeteners and beverages.

35
million
Christmas Trees

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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

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)

MAUSTON TIRE SHOP / NAPA AUTO PARTS

310 Prairie St Mauston, WI 53948
608.847.1640 (Tire Shop)
608.847.7501 (NAPA)

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 (Office)
715.498.2767 (Cell)

TOMAH

DOWNTOWN OFFICE / LP

TOMAH COUNTRY STORE & FEED
711 Fair St Tomah, WI 54660
608.372.2458

AGRONOMY / GRAIN

10533 Estate Rd Tomah, WI 54660
608.372.2090

WEST SALEM

OFFICE / LP GAS / FUEL / TRANSPORTATION /

ACE HARDWARE

570 Commerce St
West Salem, WI 54669
608.786.1100 / 800.657.5189
(Office/LP/Fuel/Transportation)
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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A LETTER FROM OUR CEO



"Help wanted!" It's a sign we see posted everywhere we go these days. While the labor shortage in the U.S. was already starting to grow, the pandemic expedited its growth and has become a real cause for concern for businesses across our country. Experts attribute the shortages to several factors, including reduced immigration, increased retirements, even a new "anti-work movement" in which people are choosing not to work at all.

Recent studies show that there are 50% more job openings today than at any time before the pandemic. The unemployment rate is near a half-century low. There is a 9.2% drop in employment among workers ages 65 and older and a 3.0% decline among workers ages 20 to 24.

Allied Cooperative is not immune to the effects of this labor shortage. We have several openings throughout the co-op. And while I may be biased, I truly don't think you can find a better place to work than our co-op. I should know ... I have worked in the cooperative system my whole career. It has been a blessing to me and my family. I am not alone. We have employees that have worked here as long as 50 years. They like the work. They like that they get to spend their days in the fresh air and sunshine. They like the camaraderie they share with co-workers and customers. They like that they're part of a system that is helping to feed the world.

Developing the next generation of talent has been a priority of Allied Cooperative for several years. We have a robust internship program in which we provide valuable experience and hands-on education opportunities to students. Intern opportunities include sales and marketing, operations and crop scouting positions. This is a great opportunity for students to grow their knowledge while learning from some of the industry's best.

We have full and part-time openings throughout our cooperative in a variety of locations and business settings. We offer a competitive wage along with a full schedule of benefits. We understand that the "on paper" benefits are important to you and your family, but truly that's just a part of the reward you'll find working for Allied Cooperative. Many benefits will be found simply in our culture. It's the continual education and training opportunities. It's our commitment to community. It's the friendships you'll make.

You can make a living anywhere. Our goal is to take it one step further ... we want to help our employees make a great life! If you or someone you know is looking for a job, we encourage you to visit our website at www.allied.coop/careers and see all that Allied Cooperative has to offer. We'd love to have you on our team!

Sincerely,

Tim Clemens, CEO

JOIN OUR TEAM



GIVING FOR HUNGER RELIEF

Allied Cooperative has once again teamed up with Land O'Lakes 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".

2022 has been a most difficult year for many families, and food banks and pantries have experienced a sharp surge in need. According to the Consumer Price Index, costs are up an average of 10.9%, a 40 year high. These prices are driving thousands of Wisconsin families to their local pantries, many for the first time. Food pantries often feel a surge of need during the holidays when the kids are not in school and there are more competing financial obligations.

Pantries in Adams-Friendship, Arcadia, Black River Falls, Blair, Galesville, Mauston, Montello, Necedah, Plainfield, Plover, Tomah, West Salem and Wisconsin Dells/Baraboo were recipients of the funds with \$2,000 going to each pantry.

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. ■



Justin Smith, Energy Specialist at Allied Cooperative presenting check to Dinah Short, Food Pantry Director for Central Wisconsin Community Action.



FARMERS *Continued from page 1...*

1.76 billion candy canes will be made this Christmas. According to the Wisconsin mint industry, the United States is responsible for more than 70 percent of the world's supply of mint – and Wisconsin ranks fifth in the nation for production of mint oils.

On Christmas Eve, children will set out cookies and milk for Santa. Dairy farmers make that possible. An estimated 137 million gallons of milk will be set-out for Santa on Christmas Eve. Then there's the endless cheese trays, whipped cream covered pies and delicious cups of egg nog. Americans are expected to purchase 161 million pounds of butter over the holidays alone. None of it would be possible without our dairy farmers.

Christmas dinner is a favorite tradition, and the centerpiece is usually a juicy cut of meat provided by a livestock farmer. Whether it is ham, turkey, chicken or a savory cut of beef, the farmers that breed, feed and prepare their livestock for market make this feast possible. It is estimated that 68 million turkeys and 318 million pounds of ham will be consumed between Thanksgiving and Christmas.

Of course what dinner is complete without the delicious side dishes? Many of the fruits and vegetables served on American's dinner tables are grown in our own back yard. Last year, Wisconsin potato growers produced 29 million cubic weight of potatoes, and were the third largest potato producers in the country. Wisconsin potato growers planted 69,000 acres of potatoes – many of those acres are serviced by Allied Cooperative. Other favorites like green beans, sweet corn and cranberries will add to the feast, each one made possible by America's farmers. Wisconsin produces 44% of the U.S. supply of green beans and 60% of its cranberries.

These and so many more of the blessings we enjoy, started in the hands of an American farmer. As you gather around your tables to give thanks this Christmas – remember to thank a farmer too. Merry Christmas from our families to yours! ■



CALENDAR PHOTO CONTEST WINNERS



Allied Cooperative Photo Contest Winners (l to r): Pamela Plenge, Corey Pettis, Debra Schotten, Doyle Gates, Shirley Gates, Corey Pettis, Jason Anderson, Corey Pettis, Britney Legee, Bob Doering, Shirley Gates, and Pamela Plenge.

Allied Cooperative invites you to enter our next Calendar Photo Contest! We are looking for striking digital images of local scenery, agriculture and nature, throughout all four seasons to be used in our next calendar. Winners will receive a \$30.00 Allied Cooperative gift certificate and plenty of bragging rights. Please submit your high quality digital photos, as well as your name and contact information, via email to info@allied.coop. Contest deadline is August 10, 2023. ■

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 a propane 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 paths 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 and give us a call when the tank percentage on the gauge reads between 20 and 30%. ■

PATRON POINTS LAUNCHES NEW APP



If you're not a member of Patron Points, you should be! With Patron Points, every dollar you spend at Cenex Pump 24 in Adams earns you points towards valuable rewards. Earn a free cup of coffee, a McDonalds' meal or save up your points for \$50 Cenex gift cards.

And now Patron Points just got easier! Patron Points users can now download a handy app from their app store and watch their points grow, and take advantage of special discounts and offers made available exclusively to our Patron Points users. Stop by Cenex Pump 24, pick up your Patron Points cards and start saving today!





A NOTE ON RIVER LOGISTICS

October and November have not been kind to barge shippers on the Mississippi River system. Harvest was in full swing and the river terminals should have been seeing their busiest time of the year. Instead, we were seeing barge movements at about 80% of last year. Mostly, this was due to low water levels in the lower portion of the river.



by Rich Dahlke, Adams
Grain Location Manager/
Grain Merchandiser
rdahlke@allied.coop

Many river shippers are finding it difficult to meet their sales commitments because the barges just could not make it up the river, because of the low water levels. When the terminals can't ship, their facilities fill with new crop grain and with no room to store it the basis must widen to discourage farmers selling into these facilities.

In October, the basis in parts of central Illinois widened 20% week after week. Places that

normally see harvest basis of -.20 were seeing levels of -\$1 or more. Meanwhile, a couple hundred miles to the west ethanol basis was +\$1 – which is a huge opportunity for the trucker. He had the ability to make \$2 a bu for a couple hundred mile run to the west. Funny how someone's misfortune leads to another's opportunity in this business.

Lately, barge freight has fallen substantially. Forecasted rains have given some confidence

that barge movement will get better. We all hope so. Barge movement on the Mississippi is extremely important to the economy of the upper Midwest. It is obviously a big part of our ag economy providing the cheapest way to transport dry fertilizer and grains to and from ocean vessels, but also for things such as concrete aggregate, road salt etc. Crop inputs are expensive. Freight for these inputs make up a substantial portion of what we pay for them. ■

PLAN EARLY, PLAN OFTEN



by Allan Herritz,
CPP Manager
aherritz@allied.coop

The 2021 and 2022 crop years posed tremendous challenges for sourcing crop inputs such as fertilizers and crop protection products. As the 2022 crop year comes to an end and we look at what 2023 has to offer, the relief from supply challenges that we were all hoping for has not yet arrived.

When we look at what has transpired over the last three to four years, we have gone from inventory levels at an all-time high in 2019/2020 to inventory levels at an all-time low in 2021/2022. This has occurred within all channels of the agriculture industry, from retailers like us to our distribution partners and our crop protection chemical manufacturers.

The list is long when it comes to the reasons for these supply challenges. We have heard of factories in other countries limiting production of select active ingredients due to Covid outbreaks. We have heard of shipping container shortages to get product to the U.S. We have seen the ports in the U.S. backed up for weeks and even months at a time. Everywhere we look there are labor shortages making it difficult to hire the staff needed to manufacture the crop protection products we need. Truck driver



shortages are at all-time highs. All of this adds into the equation of getting the herbicides you need to your fields.

Our industry seems to be playing catch up to resolve the issues we are facing. The industry has seen active ingredient imports increasing dramatically over the past 6 months compared to the same time period in 2021. This should help offset the shortage we are seeing. We too, have started our process months earlier as compared to years past in order to accommodate our 2023 growing season. It is critical that all partners in the agricultural supply chain (chemical manufacturer, distributor, ag retailer, producer) start their planning process for the 2023 crop year as far in advance as possible.

Contact your local Allied Agronomy Advisor to start your planning process today. ■

2022 Growing Season in Review

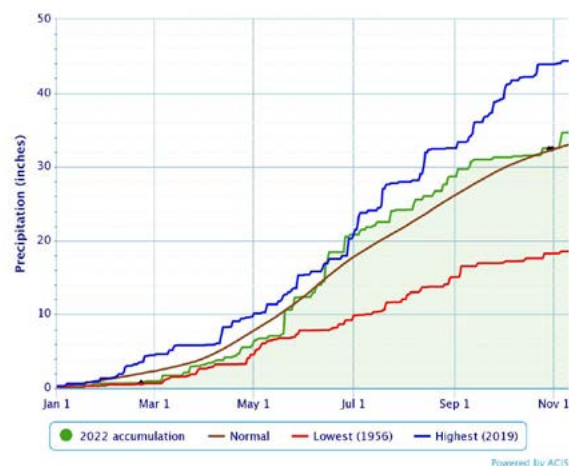
by Tim Abbe, WinField United



WINFIELD UNITED

With the 2022 harvest nearing completion, it's time to look back and reflect on everything our crops experienced throughout this year's growing season. As always, we'll start by looking at the weather conditions which crops faced this year. Most of central Wisconsin started off a bit on the dry side, but then as we moved into June, moisture levels moved to just a little above average and remained there for the rest of the season bringing us up to date. The graph on the right shows the current annual precipitation levels for Sparta, WI compared to the average, lowest recorded, and highest recorded annual totals. You'll notice the higher-than-average moisture levels throughout the months of July, August, and September which is especially beneficial to soybeans trying to add and fill late season pods. Many of the reports coming in for soybean yields are very favorable and these late summer rain events certainly helped contribute to that. On the Growing Degree Unit (GDU) side of things, most of the central part of the state followed it's "normal" GDU trend almost to the line, so things were about as average as it gets in that regard. Now with every summer comes some hot and muggy days, but for the most part the conditions during corn pollination were favorable and the yields seem to be reflecting that.

Accumulated Precipitation – SPARTA, WI



Corn

Now that we've talked about all the things that we can't control, we'll dig into some of the observations that were made for our state's most important crop. Planting conditions were probably on the average side for most of central WI, with the exception of one very warm week in May that led to fast emergence of corn crops planted just prior to this timeframe. This made it difficult to evaluate the emergence scores of new experimental varieties and also forced some otherwise pre-emerge herbicide applications to be made after plants had already emerged. The benefits of in-furrow starter may also not have been as pronounced as would normally be expected due to the warm early May weather.

We can't talk about corn without also talking about nitrogen as it is the most heavily managed nutrient that gets applied to a corn crop. This year in Wisconsin Answer Plots we highlighted some of the new biologic nitrogen fixation products that are on the market and continue to garner interest from producers looking to dampen the effects of rising fertilizer nitrogen costs.

The image on the left (pardon my lousy handwriting) shows some ears that were pulled from the nitrogen management block of the demonstration section of one of our local Wisconsin Answer Plot sites. The upper left-hand box shows



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an ear from the untreated area (no nitrogen applied) and right next to that is a treatment that included two different nitrogen-fixation products plus approximately 100 units of N upfront and a foliar feed nitrogen product applied at the V12 growth stage. The recent AP research has suggested that the optimum return from these products may come when a moderate nitrogen fertilizer application is made, which was the reason that nitrogen fertilizer was applied along with the N fixation products in this treatment versus just applying the N-fixing microbes by themselves. We're still in the process of analyzing the yield data from the research portion of our AP sites so stay tuned for that later this year or early in 2023. My current opinion regarding these types of products is "cautiously optimistic". I think there is a fit for them, but we're still a long way away from understanding the best possible way they can be utilized and would not suggest cutting nitrogen fertilizer rates at this time for anything other than a side-by-side test plot to get a look at the treatments firsthand.

Some late northern corn leaf blight infections were observed in certain pockets throughout the state this year, but otherwise we were once again hit with late season tar spot pressure. However, it did come in later than the previous year and seemed to cause less yield loss, especially where a fungicide was used to help protect the plants early in the reproductive stages.

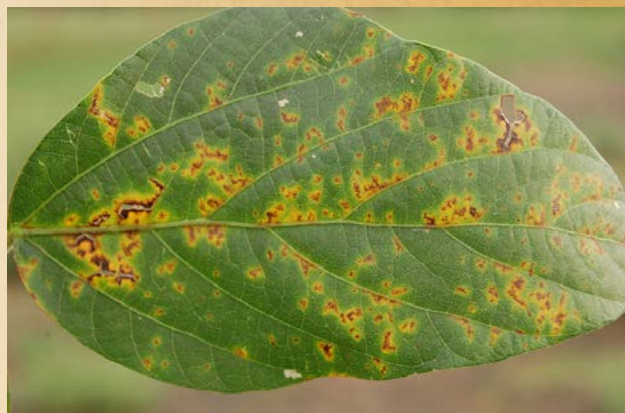
The image on the right is of a 104-day maturity corn variety that was treated with a fungicide at approximately the R2 growth stage and as you can see, tar spot was still able to move in later in the reproductive stages. Remember that even once a corn plant is past the stage where it can abort kernels, yield loss can still occur via the decrease in overall kernel depth on the ear. As with every disease, some genetics possess a better ability to fight the pathogen than others and this is likely the case with tar spot, but fungicides still represent our best management practice for mitigating the effects of the disease when it is present.

Soybeans

They say the key to maximizing yield is to "never let the plants have a bad day" and this is certainly true with a corn plant, but the indeterminate soybeans varieties of the upper Midwest do not fit cleanly into this theory. Early season stresses in soybeans do not always lead to yield loss because the biology of indeterminate soybeans is

such that it can continue to add yield late in the summer through the addition and filling of new pods. As was mentioned in the beginning, some timely mid and late summer rains were probably the biggest contributing factor for the good soybean yields many farmers are seeing throughout the southern and central parts of the state. With that being said, it's still important to manage all the controllable factors with a soybean crop. Mitigating disease and insect pressures were present and eliminating competition with weeds is still a must when trying to achieve high yields in soybeans. The pigweed species (particularly waterhemp) continue to be a problem for soybeans throughout Wisconsin and the best managerial approach involves a mix of both GMO trait technology (Liberty, Xtend, Enlist) and overlapping residuals. Once this weed has made it into a field, new plants will germinate just as the sun will rise, so preventing that germination can help reduce competition with the current crop and eliminate the potential for new weed seed to enter the soil.

White mold pressures were still present in certain areas of the state (as they always are in some capacity), but we also saw an abundance of bacterial diseases this year. The image on the right contains a leaf infected with bacterial blight. Bacterial diseases can be identified by a brown lesion in the center surrounded by a yellow ring or "halo". Some soybean fungal diseases like septoria brown spot can have a similar appearance, however this disease will usually begin in the lower soybean canopy and move upward whereas bacterial diseases can infect anywhere on the soybean plant and will usually be more sporadic. Currently, the only real management tactic for combating bacterial diseases is rotation, but years where these diseases are of economic severity are few and far between. ■



We can't talk about corn without also talking about nitrogen as it is the most heavily managed nutrient that gets applied to a corn crop.

Making the Most of Yield Data

There are many platforms farmers use to collect data on their farm. My personal favorite is the yield data component that shows the end results of the season's hard work. As the Lead Precision Ag Specialist at Allied I am tasked with helping make sure that a grower's yield data is being used to its fullest potential. Many growers look at their yield data and just say, "Good enough," but never dig into what is going on.

With the use of Allied's EFC Systems™ mapping program, we can do more than just say, "Good enough." This year we are hoping to pilot a couple of locations on the EFC farm planning tool. This tool will allow us to put in last year's yield data and costs to see where the grower's outcome will be. It can help cut costs and take a little more of the worry out of farming practices.

Yield data is a great tool when it comes to soil fertility analysis. In EFC, our agronomists can layer your data over soil sample data and show where the highs and lows align. Another great tool with our EFC program is the use of VRT (variable rate technology) recommendations when it comes to yielding data.

Some growers are not 100% sure about taking soil samples or there is data that has been lost or corrupted. When those kinds of things happen VRT recommendations can be written based off of the yield data instead. There are programs such as Climate FieldView™ that we can directly link to Allied's EFC program so your yield data can flow straight to your agronomist's desktop. That platform is not needed if the data can be put onto a flash drive – that will work just as well and will allow you to start using your yield data to its fullest potential. ■



by Merry Luedtke,
Lead Precision
Ag Specialist
mluedtke@allied.coop

Navigating Drone Regulations

Drones are a hot topic in the countryside and in the office of Allied Cooperative. Growers are starting to jump on the train and purchase this for their toolbox. There are many exemptions farms get for their farming practices, unfortunately spray drones are not one of them.

As more drones are being purchased the Federal Aviation Administration (FAA) is starting to really oversee drones. A great way to stay in good standing with the FAA and not have to worry about the hefty fines is to make sure you are fully licensed.

All spray drone pilots must acquire a proper drone pilot's license and an aerial applicator license (FAA Part 107 & 137). Part 107 states that you need to fly the drone commercially and as a farmer the FAA considers your drone flights commercial. Part 137 is your aerial applicator license which is required to legally dispense chemical from your spraying drones.

Along with those two licenses, all pilots (farmer or not) need to have a pesticide applicator's license for their state and a FAA medical physical (FAA 2nd Class Medical). Finally, a certification is needed from the FAA to fly any drones over 55 lbs. (FAA Section 44807). Section 44807 paperwork can be a process, but it is what is required to fly a sprayer drone. If you plan to fly at night, there is an exemption form that must be sent and approved by the FAA.

Many spray drone companies offer guidance on licenses, certifications, and proper insurance. With winter on the move, it's the perfect time to start studying and getting the license you need to fly safely and legally. The above pieces only scratch the surface on what you need to know about flying a spray drone. Always check your FAA guidelines or reach out to your local drone dealer. ■

ACE GETS YETI

Allied Cooperative's Ace Hardware in our West Salem store is pleased to announce that YETI is now fully displayed in our store! After 2 years of being on a waiting list, we are now an official YETI vendor.

YETI products feature innovative technologies and designs. YETI drinkware, ice chests, and gear are built to stand up to the demands of nature and keep your food and beverages at the perfect temperature during all of your outdoor activities, including camping, hiking, and grilling.

We're excited to add YETI to our product mix!

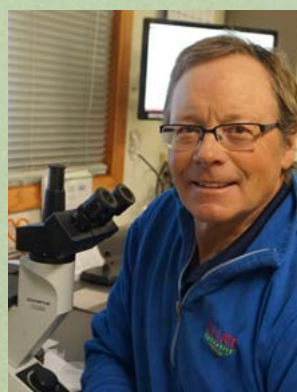


ACE
Hardware

FUN TIP: Put your ice cream sundaes in a YETI cup and watch how much longer your sundae lasts (if you can keep from eating it!)



Pest Pros Founder Retires



Randy Van Haren recently announced his retirement. Randy's knowledge, experience and customer relations were a real asset to Allied Cooperative. His understanding of the vegetable marketplace was second to none and we were fortunate to have him on our team.

Randy's start in agriculture was a bit unorthodox compared to the industry standard, as he grew up in the urban Madison area. He attended UW-Madison for a bachelor's degree in entomology with a forestry career in mind.

During his undergraduate studies at Madison, Randy connected with Dr. Jeff Wyman, the UWEX vegetable entomologist, who somewhat persuaded Randy to continue his education in

entomology through UW-Madison's entomology Master's program. Randy's graduate studies focused on the mint flea beetle, which introduced him to the agriculture industry as well as Wisconsin mint growers. Additionally, Randy was a part of the UWEX integrated pest management pilot program, which led him into his crop consulting business.

Randy began Pest Pros Inc. in May of 1984 primarily serving muck farmers on their mint, carrot, onion, and potato crops. Seeing the greater need for integrated pest management on the vegetable crops, Randy grew his consulting business to service more of the Central Sands of WI.

Randy became a great resource to the vegetable crop industry not only on the crop consulting end, but by exploring new methods and products. Randy saw the need to establish a lab testing for Potato Early Dying complex, and with some help, the Pest Pros lab became nationally recognized.

Besides crop consulting services, Randy dabbled in the fish industry as a co-owner of a perch fish farm. As Randy progressed in his career, he started considering what Pest Pro Inc's next path would be as he planned for retirement. Randy sold Pest Pros to Allied Cooperative in 2012 and stayed on as an employee of Allied's Pest Pros division to assist in the transitioning of clientele and the training of new consultants. Now, 10 years later, Randy is "officially" ready to retire to enjoy more time with his family, especially his first grandchild, as well as his hobbies (downhill skiing and cycling).

Congratulations to Randy on an outstanding career. We wish him nothing but the best in his retirement! ■

Allied Board Member Receives Cooperative Builder's Award

Leon Pfaff was recognized by Cooperative Network with its annual "Cooperative Builder's Award" at ceremonies held in La Crosse on November 10th. The award was announced in November 2021, but ceremonies were cancelled due to COVID.

The award is Cooperative Network's highest honor, given to individuals who have made significant contributions to the cooperative movement. Pfaff was nominated for the award by the Allied Cooperative Board of Directors and received several endorsements from fellow co-op members, community leaders and his children.

Leon was recognized for demonstrating so many of the qualities that define a strong leader including dependability, integrity and teamwork. He has worked hard to represent his fellow members' interests, while protecting the overall interests of the co-op at the same time. We congratulate Leon on this well-deserved accomplishment! ■



Daniel Smith, President and CEO of Cooperative Network, with Leon Pfaff.

ICE MELT

Dos and Don'ts

Winter brings the most picturesque scenes ... families playing in the snow, friends around the fireplace ... but it also brings a rise in weather related problems. Of these, ice and its removal are among the most critical.

Following are a few dos and don'ts for dealing with your icy walks and driveways this winter:

DON'T APPLY TOO MUCH

Less is more when it comes to ice melt. Applying excessive amounts of ice melt does not speed thawing, can lead to environmental damage and can result in excess product being tracked inside. Ice melt residue on hard-surfaced floors can reduce traction by over 40 percent, which could lead to slips and falls within your building. Although a general rule of thumb is to use ½ cup of ice melt per square yard, every ice melt product is different, so it is important to read the application instructions before using the product.

DON'T TRACK ICE MELT INTO YOUR FACILITY

Ice melt tracked into your home can damage floors. To help remove ice melt from people's shoes, use high quality scraper/wiper mats inside and outside all entrances.

DO CONSIDER YOUR PETS

The main ingredient in most ice melt products is either sodium chloride or calcium chloride. Both sodium and calcium chloride can irritate a dog's paws or be harmful to the animal if ingested. A dog's paws should be cleaned after walking outside on snowy days.

DO STOCK UP!

Finally, remember the last thing you want to do is slip and fall on your way to the store. Always keep a supply on hand.

Allied Cooperative carries the following ice melt products:

- Thaw Master in 50# bags melts to -10 degrees
- Rock Salt in 50# bags, melts to 5 degrees
- Ice No Mor in 20# bags, melts to -10 degrees
- Winter Paws Pet Friendly 8# jugs, melts to -15 degrees
- Power Thaw in 50# bags, melts to -20 degrees
(Available at Tomah Country Store)

Stop by Ace Hardware in West Salem, NAPA in Adams or Mauston, Mindoro Country Store or Tomah Country Store and make sure you're prepared to tackle this season's icy roads and walkways. ■

Tank Maintenance

Improper tank maintenance or neglect can cause issues with your equipment when you need it to work the most. Proper tank maintenance helps ensure your fuel supply stays clean and free of harmful contaminants – and remains that way until it reaches your fuel system. Removing water, sediment and other impurities from the storage tank prevents them from entering your fuel system where they can lead to corrosion, filter plugging, and ice formation that severely hampers engine performance.



Water is your #1 enemy. Water can get into diesel fuel storage and vehicle tanks in several ways – mostly though by condensation or by leakage through faulty pipes or vents.

Helpful hint: Clean and drain water from storage tanks and equipment twice per year, especially in the fall before it turns cold.

Other guidelines to follow:

- Keep your fuel tanks full to help avoid condensation.
- Tilt tanks to direct water and debris away from the outlet.
- Pressurize tanks to keep vapor and air inside.
- Install proper filtration systems on bulk tanks.
- **Filters:** All engine manufacturers equip their engines with fuel filters to protect the fuel system. You should replace these filters according to the manufacturer's recommendations. Some manufacturers also provide filters with drain valves and recommend periodic draining of any water that may accumulate from condensation and careless handling in storage or vehicle tanks.
- Clean pump screens regularly.
- Sample fuel for quality assurance purposes quarterly.
- Clean tanks annually.
- A Pre-Vent Fill Cap can help your tank breathe and reduce any unwanted condensation. ■

The Best Just Got Better!

Cenex Premium Diesel Fuels have been upgraded.

Cenex® has been delivering hard-working premium diesel fuels to the most demanding industries for more than 60 years. Cenex diesel fuels are precision blended with premium additives that are injected at the terminal to remove the guesswork of splash blending.

What makes it better? There are four key differentiators that Cenex's enhanced premium diesel fuel provides:

1 – An aggressive detergency package keeps engines running cleaner and longer. It provides optimal engine performance and engine combustion. It cleans the engine, preventing and breaking down deposit build-up, improving fuel efficiency and increasing its overall power. The increased detergency boosts the efficacy of the other additives.

It is 40% more effective in breaking down engine deposits and 2.5 times more effective in cleaning up injector deposits and preventing deposit build-up in dirty equipment. It provides up to 4.5% more power when it matters most and up to 5% better fuel economy when every dollar counts.

2 – A total water management system improves engine performance for longer equipment life. It safeguards combustion systems, separating water from fuel efficiently, so it settles quickly at the bottom of the storage tank for easy drainage. Any remaining negligible water is entrained for safe passage through the combustion chamber.

3 – A more complete burn improves power and fuel efficiency. The enhanced formula is 25% more effective in reducing exhaust cylinder temperature deviations for improved fuel efficiency and increased equipment power.

4 – Maximum filterability and better biostability protects equipment from contaminants. The improved formula extends the life of diesel particulate filters, protects fuel injectors and pumps, and keeps exhaust after treatment systems clear. This extends storage life 3 to 6 months longer.

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. We'd love to show you why we are so sold on Cenex Roadmaster XL® and Ruby Fieldmaster®. ■



GIFT CARDS FOR GALLONS

Allied Cooperative invites you to earn gift cards for your lubricant and grease purchases. Now through February 28, 2023, end-users can earn one \$50 VISA® gift card for every 100 gallons of premium Cenex® lubricants purchased. Call us for details, and ask us about the Cenex Total Protection Plan® warranty for up to 10 years/10,000 hours of coverage.

For more information or to place your order, contact:



Russ Bortz
608.780.8614



Rich Karpinski
608.403.1178



Justin Smith
608.547.9922



Energy Specialist one of America's Top Sellers

Congratulations to Russ Bortz, Certified Energy Specialist. Russ was awarded by CHS for #2 overall lubricant new sales in the nation. He was also #7 in the nation for total new product sales. Russ has made the top 10 for overall sales of propane, premium diesel and Cenex® lubricants for the past ten years. That is quite an accomplishment!

"I just want to thank the support staff and all of my customers for putting their trust in me," says Russ. Russ attributes his success to his supportive team and says that he absolutely loves what he does.

"I would like to personally congratulate Russ on his accomplishments," said Jeff Bunker, Director of Energy. "He is willing to do whatever is needed, whenever needed, to make sure the customer is taken care of. He is a tremendous value to the Energy department and Allied as a whole." Congratulations Russ! ■

NOTICE OF FORFEITURE OF FUNDS HELD BY ALLIED COOPERATIVE UNLESS CLAIMED BY OWNER

Pursuant to Wisconsin Statutes Section 185.03 (10) you are hereby notified that the following people have account credits, patronage, or retirement checks that are unclaimed or uncashed for Allied Cooperative. To claim these funds, please call (608) 339-3394 (please be prepared to verify account information and last four digits of your social security number); write to Allied Cooperative, Attn: Unclaimed Funds, PO Box 729, Adams, WI 53910; or email equity@allied.coop. When writing please include the following: Name, current address, telephone number and last four digits of your social security number. You are further notified that unless you do claim such funds and provide satisfactory evidence of your right to receive the same by February 15, 2023 your funds will be forfeited to the cooperative for educational or charitable purposes. If you know someone on the list and know their whereabouts, please contact them directly and have them contact Allied Cooperative. We will need to hear from them personally in order to process the claim. Thank you!

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ANDERSON, DONALD L	ELM GROVE WI	DOCKEN, ERIC	GALESVILLE WI	HOVELL, CLYDE	GALESVILLE WI
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SAFETY CORNER

By Dawn McCluskey
Director of Safety & Compliance

How is Your Safety Plan?

Safety on farms requires more than just being careful and telling your employees to “take it easy.” Safety involves having a plan that eliminates hazardous conditions and includes safety training for all employees, modeling safe behaviors and establishing and enforcing safety rules.

Safety plans are very common in most industries. Farms can benefit a great deal from such a plan.

A safety plan identifies many of the potential hazards and establishes a protocol for how they will be dealt with. It lets each employee know what is expected. It should also be an aid in training new or inexperienced employees. This plan establishes an outline of safe practices and procedures for the farm workers to follow.

Listed below are a few questions that you should look at as you design your plan.

- Are all employees properly trained on the equipment that they are expected to operate?
- Are emergency telephone numbers posted near all phones?
- Is personal protective equipment, such as safety glasses and hearing protection, provided where needed?
- Do all vehicles and equipment have adequate slow-moving vehicle signage and lighting? Is it clean?
- Do you have and enforce a “no rider” policy on farm equipment?
- Do you have a designated “play” area for children away from hazardous farm activities?
- Are chemicals labeled and locked up?

These are just a few questions that would be part of a safety plan. You and your workers can do the best job of developing your plan.

The phrase, “Safety is no accident” is very true. Safety occurs because someone plans for it. Once you have a plan, live by the plan. An ignored plan is like no plan at all. Update it, change it if needed, but live by it.

Keep Safe, Keep Farming – Farm safety doesn’t happen by accident. ■

BOARD OF DIRECTOR ELECTIONS

Interested in running for Allied Cooperative’s Board of Directors?

We have three positions up for election. If you would be interested in serving on our Board, please let us know by January 31, 2023.

For more information, contact Karmen Bernacchi,
at (608) 339-3394, ext. 2225.



ANTLER KING COMES TO NAPA

Allied’s NAPA Auto Parts stores have added Antler King to its product mix. Antler King is a leader in wildlife nutrition products, food plots, minerals and attractants.

Antler King recently completed a 5-year radio-collar study on deer and food plots and reported some very interesting results. They found that deer that had access to a year-round food source such as a food plot spent 95% of their time within 1/2 mile of that food source. If you plant it, they will come. Whether your interest is for hunting, wildlife viewing or simply benevolence Antler King products will keep the deer coming back.

Stop by the Adams or Mauston NAPA store to pick-up some Antler King and tell a neighbor they can now purchase it at NAPA! Antler King is also available at the Tomah Country Store. ■

When to Change Your Car Filter

Regular filter changes are key to a long vehicle service life. Clean air isn't just for passengers breathing inside the car, but the engine itself needs to breathe clean air to protect from unnecessary internal wear. Fluids need to flow freely while also staying clean. That's why you need to stay on top of these filter maintenance items.

Here's when you should change your five car filters:

ENGINE AIR FILTER This is typically the easiest filter to change on any vehicle, and yet it is typically neglected until it is nearly clogged up. You should check your engine air filter every month as part of your routine vehicle inspection. Remove the filter from the housing and hold it up to a light source. If you can't see through it, it is time for a replacement. If the pleats are filled with crud, replace it. If it has been more than 20,000 miles since the last air filter change, replace it.

CABIN AIR FILTER Talk about "out of sight, out of mind" the cabin air filter is seemingly lost in the typical automotive maintenance shuffle. It doesn't affect how the car drives or runs, and many cars didn't even have one until the last two decades. But it does keep the air inside the cabin clean for the driver and passengers. It also keeps the climate control ducts, heater core, and evaporator from collecting junk. So when should you change it? Similar to the engine air filter, if you can't see through the cabin air filter or the pleats are clogged with debris it is time for a change. Depending on where you live you may want to change it with the seasons. When pollen is no longer tinting the air yellow and leaves have stopped falling are two good opportunities. If you want to go by numbers try for 20,000 miles or 12 months, whichever comes first.

OIL FILTER This is the filter everyone thinks of when you say time to change your car's filter. The old recommendation was to change your oil and oil filter every 3,000 miles. That's still good advice if you drive a lot. Refer to your owner's manual for an exact oil filter change schedule for your specific vehicle. If you do a lot of stop-and-go city driving, go ahead and put yourself in the "severe service" category for more frequent oil change intervals. If your vehicle has an oil life percentage meter, listen to it. When your oil needs to be changed as calculated by the on-board computer, so does your oil filter.

FUEL FILTER Ideally any fuel entering your fuel tank should be clean. But the truth is underground fuel storage tanks aren't always the cleanest things around. Dirt, rust, trash and all kinds of other gunk can end up in your gas tank over time. Fuel filtering can be handled a few different ways depending on vehicle design. Typically there is a filter inside the fuel tank itself at the opening where fuel is picked up by the pump. That filter may be all that is needed. Others add another filter between the engine and the fuel tank. Diesel trucks typically have a separate fuel filter for extra protection. If you have an in-tank fuel pump, your owner's manual may say it never needs to be changed unless it somehow clogs. Check your owner's manual to see if your fuel filter can be changed and how often. Of course if your engine sputters or is down on power, a fuel filter change may be in order.

TRANSMISSION FILTER An automatic transmission is a delicate piece of machinery that depends on the ability to circulate clean transmission fluid through



AUTO PARTS

a precise network of passages at high pressures. Changing a transmission filter in most vehicles requires partially disassembling the transmission. Typically the transmission filter is down in the transmission fluid pan where it is part of the fluid pickup. Changing the transmission filter is usually part of a transmission fluid change, and should be done at whatever interval specified in the owner's manual. If your transmission is acting odd, changing the filter may help if it was clogged and interfering with fluid flow.

These recommendations are based on general driving habits and vehicle types, so it really is best to reference your owner's manual for precise information. While there is nothing wrong with changing a filter before it is due, just don't wait until it is overdue.

Stop by your Adams of Mauston NAPA store for all your filter needs! ■





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2023 ALLIED SCHOLARSHIPS

Allied Cooperative is currently accepting applications for its 2023 college scholarship program. 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, 2023. Winners will be notified by the end of May. To request a scholarship application, please contact Karmen Bernacchi at kbernacchi@allied.coop. You may also download an application on-line at www.allied.coop.

BOARD REPORT



John Vehrenkamp,
Board Chairman

In early October, the Boards of Directors of Allied Cooperative and ProVition Partners Cooperative announced that we had begun a comprehensive study to determine potential benefits of unifying our two cooperatives. Even though we are individually strong, it takes vision and strategic leadership to remain competitive and to provide exceptional service to our customers. Our goal is to determine if we could build upon our strengths by joining together.

Preliminary work on the project has already begun. The directors are reviewing the operating results and financial condition of each cooperative and discussing potential advantages of working together. Further work is being scheduled during the weeks ahead, and it will take a few months before we move on to the next step. We will keep you posted as we progress. In the meantime, if you have questions or concerns, please feel free to contact one of your board members.

In the last issue of the Allied Quarterly we announced that we had changed our fiscal year end to September 30th. With that in mind, we have scheduled our Annual Meeting for March 28th. Leading up to that meeting we will be holding an election of board members. We have three seats up for election, including a currently vacant seat that represents the district east of Tomah and north of Hwy. 21. If you would be interested in running for the Board, please contact Karmen Bernacchi at (608) 339-3394, ext. 2225.

On behalf of all of us at Allied Cooperative, I wish you a very Merry Christmas and a prosperous New Year!

EMPLOYMENT OPPORTUNITIES

As a large cooperative with five 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 an up-to-date list of openings visit www.allied.coop/careers. For more information on any of these openings call (608) 339-3394 or email jobs@allied.coop.



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