

ALLIED Connections

WINTER 2024

A PUBLICATION OF ALLIED COOPERATIVE®

WISCONSIN FARMERS' EARLY HARVEST

Wisconsin farmers saw abnormally dry, warm weather this fall. We had the third warmest September on record for the state.



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This was a definite shift from the wet spring that delayed planting and caused moisture issues for many of our growers earlier this year. While getting the crops planted was difficult, getting them harvested has been a farmer's dream.

"This was the fastest harvest we have ever seen on soybeans," said David Rappa, Director of Grain. "The conditions were perfect for harvesting them. Aside from a few stragglers, we pretty much harvested the entire crop in three weeks and were done by mid-October.

"Unfortunately, soybean yields were down overall, with many below farm average," added Rappa who cited a wet spring, lack of rainfall in August, and low harvest moisture as the predominant reasons for the reduced

yields. The soybeans came off the fields very dry. The average moisture was 9.92%. The previous year's average was 13%.

All of Allied's soybean bins were full or beyond full except for Auburndale and Seymour where the wet spring resulted in prevent plant acres and poor yields.

The unusual weather conditions also allowed for an earlier corn harvest. Harvest started about two weeks earlier than normal.

The majority of farmers were complete with harvest by early November, and most were wrapped up in time for deer hunting season. "Fields are still pretty greasy and some of the later planted corn is still on the wet side," said Rappa. "We didn't have any rain throughout harvest until October 30th and then we received 4 plus inches of rain over the next 10

Above photo: Alfalfa, corn and soybean fields before harvest on the Bays Farm in Adams.

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A MESSAGE FROM OUR CEO



Rob Larson,
CEO/General Manager

In your cooperative's 2024 fiscal year we reached our merger's projected goals of over \$2 million in savings by being disciplined to overcome \$2 million of higher distribution expenses and health and property & casualty insurance costs.

If we hadn't put these two companies together, we would have had a difficult time overcoming these rising costs. The merger has allowed us to be more efficient and make great progress on the goals we set forth in our Plan of Merger which stated that "to be successful we need to find ways

to eliminate duplication of expenses, attract and retain a quality workforce, be the supplier of choice for its members, and possess the scale and influence that major manufacturers are looking for."

A Solid Year

We had a very solid financial year with sales that exceeded \$472 million and local net earnings that totaled over \$19 million. With ESP and regional earnings included we exceeded \$51 million net.

The diversity of our business helps us to maintain profitability in times of difficult market conditions. This year each one of our divisions—agronomy, energy, feed, grain and retail—contributed to our bottom-line success. Of course, one of the benefits of co-op membership is a share in the earnings. As a member, you should be very pleased with this year's patronage, which will be issued 55% in cash. These cash patronage checks are scheduled to mail in February. You should also be very pleased with our equity retirement which will be mailed in March.

A Year of Accomplishments

I am proud of the considerable achievements of our team over the past year. During our first year, we accomplished many things. We opened a new convenience store in Augusta, a new liquid plant in Adams and a new feed mill in Hixton. Each of these projects were in progress before the merger, but completed after the merger. We constructed a new grain bin in Auburndale, expanded operations in Unity and broke ground on a new fertilizer plant in Plover. We made considerable investments in rolling stock and equipment.

In our administration and IT department we were able to lower our costs and improve efficiencies through natural attrition and streamlining administrative tasks. Our dedicated employees did a tremendous job aligning work processes, implementing new software and programs and bringing people together—all of this while maintaining a commitment to customer service and meeting the needs of our members.

I am pleased with our momentum and direction as a company, and as a team. Have there been growing pains? Of course. That is to be expected. But I can't say enough about our people who have spent many long days doing the work of integrating our two businesses and the entire staff that have worked to keep things running smoothly during the transition.

Can we do better? Of course. There is always, always room for improvement. There are areas where we can grow, learn, and enhance our operations. Please know that we will continue to take your feedback and improve where needed in order to be better.

Giving Back

Giving back to the communities in which we serve has always been an important value of your cooperative. By utilizing a member-match program, we joined with Land O'Lakes to donate \$30,000 to food pantries across our trade territory and also delivered much needed funds to our local FFA chapters, 4H groups, and volunteer fire departments. We gave \$29,000 in scholarships to children of our members, a large percentage of which are pursuing careers in agriculture.

Looking Ahead to 2025

We are currently building a new fertilizer tower in Adams, which should be ready for the spring of 2025. We will also be making considerable improvements at the Auburndale grain site by adding an additional 3,000 bph dryer, new distributor, increasing the receiving leg speed, and adding a larger receiving pit. We will also complete the construction of the new Plover fertilizer plant and look forward to opening that in late spring or early summer. We will continue to make major investments in rolling stock and equipment and enhance our facilities and services to ensure that we meet the evolving needs of our members.

We are grateful for such a strong 2024, and believe we are well positioned for the future. We do recognize that agriculture is a cyclical industry dependent highly on the weather and supply and demand. Though there may be challenges ahead, we are focused on achieving our goals, leading our co-op with discipline, and providing value for our member-owners.

Our Holiday Wish to You

As another year draws to a close, we would like to express our gratitude and appreciation to our employees for all that has been accomplished this year. You should all be proud of your efforts. We wouldn't be where we are today without each and every one of you. Thank you for making us successful!

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

Main Office

540 S Main St | PO Box 729 | Adams, WI 53910

Central Regional Office

2327 W Veterans Pkwy | PO Box 988 | Marshfield, WI 54449

West Regional Office

70 South State St | PO Box 20 | Hixton, WI 54635

East Regional Office

354 Morrow St | Seymour, WI 54165



INVESTING in the future of agriculture

Cultivating the Next Generation



by **Michelle Gubser**,
Director of Talent Management
mgubser@allied.coop
715.687.4443

Investment in agriculture isn't just about buildings, equipment, and rolling stock. It is also about people—the backbone of the agricultural industry. At Allied Cooperative, we believe in building the next generation of agricultural leaders.

Partnering with Local Schools: A Seed for the Future

We're committed to inspiring young minds and sparking their interest in agriculture. By partnering with local middle schools, high schools, and colleges we are sowing the seeds of future success:

- **Educational Tours:** We coordinate tours for student groups, providing firsthand experience of modern agricultural practices and exposing them to careers in agriculture.
- **Job Shadowing:** Students have an opportunity to make connections and to gain valuable insights into various roles within the industry.
- **Career Events:** We attend numerous events at schools to educate students about the many different career opportunities in the agriculture industry.
- **In-Class Workshops:** Many of our experts visit the classroom to bring real-world knowledge, igniting curiosity and passion.

Internship Program: Cultivating Tomorrow's Leaders

Our internship program is designed to empower young talent. Interns have the opportunity to:

- **Gain Hands-On Experience:** Apply classroom knowledge to real-world challenges.
- **Network with Industry Professionals:** Build relationships with experienced mentors.
- **Develop Essential Skills:** Enhance problem-solving, critical thinking, and teamwork abilities.

By investing in these programs, we're not only securing a skilled workforce for the future but also contributing to the growth and sustainability of the agricultural industry overall. If you are interested in partnering with us in these efforts to contact me.



Fungicides: Crop Protection



by Ron Schuh,
Agronomy Advisor
rschuh@allied.coop

For many Wisconsin growers, 2024 was a stressful season. High moisture brought on more disease pressure, particularly in alfalfa and corn. With the corn I noticed more anthracnose, rust, and northern leaf blight—with late tar spot showing up in the area after maturity.

On the dairy farm, clean feed is very important for efficient production. We've been using Xyway® fungicides for a few years now and are impressed with what we see. Xyway is an at-plant fungicide that provides season-long systemic foliar disease protection. It works by forming a protective barrier around the crop root and moving up through the root all season to keep the stalk cleaner and healthier. Xyway has shown suppression of anthracnose and fusarium stalk rot with 15 oz. of LFR formulation. The data shows Xyway usage resulted in 9% more uptake of nutrients with stronger roots and full-season disease protection and suppression.

We had growers treat silage acres for feed quality. There was a noticeable difference in the overall plant health and strength to the grain acre. While we did see more stalk decay late-season with the wet weather, our post-applications of Miravis® Neo and Veltyma® worked very well. Miravis Neo creates a reservoir within the wax layer of the leaf that withstands rain and degradation. Veltyma contains a unique active ingredient, Revysol® which provides stronger binding, rainfast

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Fungicide had Good Value Again



by Nathan Ausen,
Agronomy Advisor
nausen@allied.coop

Every year has challenges and 2024 was no different. We continue to see real value in the use of foliar fungicides on all crops. For the livestock producer chopping corn, fungicide use can really reduce to nearly eliminate some of the molds, mycotoxins, and yeast problems that can occur with corn silage. Not only do you significantly enhance tonnage, but we see enhanced feed quality, and better animal health. These enhancements increase profits with increased production and/or reducing the need for additives to reduce these feeding problems if they are present in corn silage. For corn silage production, fungicides have a dramatic payback!

For the corn grain producer, fungicides have significantly enhanced yield and standability. Many times, we see harvest moisture a little wetter with corn that had a fungicide application, but that is

because we have improved plant health, and the plant is living a little longer and making yield. We have talked at length about the disease tar spot and how devastating it can be, which is true. But many times we forget about diseases like fusarium, and anthracnose which can kill the corn plant prematurely and have major implications on standability as they cause stalk rots. Controlling the combination of various diseases can really positively affect corn production and yield. We can even see real value on two passes of fungicide in high yield environments as these diseases can persist up until the plant is mature.

Every year we get growers wondering if they should use fungicide or not? And every year we have various disease pressures, and see a positive return with fungicides. We have more availability of fungicide application options than ever before, so being able to plan to get this done is easier than ever. Make fungicides a part of your profitable corn production plan.

Brand	Variety	Bu/Acre @ 15.5% mst	Application
No Fungicide	DKC107-33	213.07	
2 Pass Delaro Complete	DKC107-33	246.35	Applied 3 wks. Later Brown Silk
1 Pass Delaro Complete	DKC107-33	223.38	Applied at V10
2 Pass Delaro Complete	DKC107-33	243.23	Applied 3 wks. Later Brown Silk
1 Pass Delaro Complete	DKC107-33	219.23	Applied at V10

Success with Biological Products



by Pat Cauley,
Agronomy Advisor
pcauley@allied.coop

A hot topic in agronomy lately is all the different microbial and biological products that have entered into the market space. One product that we have had success with is Foster™ FC. Foster FC is a fertilizer catalyst that contains eight different strands of bacteria that are designed to enhance microbial diversity, work hand in hand to enhance nutrient mineralization, and increase nutrient availability and uptake. These bacterial strains are parent stock derived from soils in the United States that give them the ability to hold up to a wide variety of biotic and abiotic stresses.

Something unique about Foster FC is the compatibility it brings to allow it to be mixed with fertilizer, herbicides, and different adjuvants. Foster FC can be applied in-furrow, 2x2, or included in a herbicide application. Its advertised shelf life is two years. I should also add that it contains one of the highest CFU counts in the industry. CFU stands for "Colony forming units". This is important because the more CFU's; the more beneficial microbes in the rhizosphere to promote nutrient enhancement and uptake. This past year we have seen some consistent success with using this product whether it be grain yield and or tonnage. Foster FC is not a replacement to commercial fertilizer, but rather an enhancement product to unlock valuable nutrients and work in your soil all season long.

Foster™ FC
Fertilizer Catalyst

Tomah Farmer has Success with Foster

Tyler Burton farms in the Tomah area and is always looking for ways to increase his yields and profitability. "At the end of the day though money is tight. I have zero problems spending money, but I've got to be able to get it back," said Tyler.

When trying a new product, Tyler will typically test it on 10 to 40 acres, depending on how the product is packaged. If he likes what he sees, he will try it again on year two's crops. He will eventually increase the acreage to 40 to 80 acres in year three.

The past two years, Tyler has had some excellent success with Foster™ on his soybean crop. "In a nutshell, I have tried it for two years in a row now. The first year it showed a 2.3-bushel advantage on soybeans. This year it showed a seven-bushel increase."

"It's easy to use. I threw it right in with my early post program with the sprayer. It was expensive. The cost was \$9 per acre. But last year I doubled my money. This year (at a seven-bushel per acre increase) I was way ahead."

Tyler's approach to product trials has helped him make some great crop discoveries without breaking the bank.



Tyler Burton and his son Henry.

A Combine View *of your soybean weed control program*



by Marilyn Whalen,
Agronomy Advisor
mwhalen@allied.coop

I hope many of you are getting close to wrapping up another harvest season. There are so many things to keep track of during harvest, I am sure the weed control program ranked low on the priority list. From the combine seat you were able to observe if there were any weed escapes. If you did see weeds, please share the information with your Allied agronomy advisor. As we start planning for next season, we need your feedback on how we can improve your soybean weed control program.

It sounds funny, but a good weed control program starts with the soybean seed you select. Knowing the traits of the soybeans is essential to building a successful weed control program. The Enlist® Trait is very common, giving you the options to spray with glyphosate (Roundup®), glufosinate (Liberty®) and 2-4D Choline (Enlist®)—three modes of action. XtendFlex® (glyphosate, glufosinate, and dicamba) traits have also been very helpful with controlling problem weeds such as waterhemp. There are changes on the Xtend® label—limiting use to pre-emergence. If you plan to continue using the Xtend trait, please make your

agronomy advisor aware. Talking for myself, my greatest fear is killing someone's crop by assuming to know the traits of the soybeans.

A good first pass residual program is essential. Knowing your weed history is a start of fine tuning a plan. For example, if ragweed is an issue on your farm—Sonic® from Corteva® is an excellent option. If grasses are a problem, Zidua® from BASF is a great option. With so many options available let your agronomy advisor help you sift through the best match up. “Start Clean–Stay Clean” is still a good rule of thumb to follow.

There is always a chance the best crop protection plan will have to be revamped. This season was a good example of that—Mother Nature is still in control. A pre-emergence application bought time until we were able to get out in the fields again. Ideally, the second pass should be applied 21 days after the first pass. The original plan will need to be reviewed, and fields scouted for weeds present. Enlist and Glufosinate have been very successful in cleaning up post emergent waterhemp and ragweed issues. In situations where there is more grass pressure, the addition

of Roundup® will complement the program. A residual is still necessary to add to the second pass to prevent late season weeds from germinating. There are added costs by adding another residual, but doing so reduces the chances of weeds robbing nutrients and moisture from the soybean crop. Don't forget on the second pass, it is a great opportunity to add a fungicide or foliar nutrient. We have seen nice responses this year from the addition of fungicide and Max-in® products.

Please reach out to one of our Allied agronomy advisors to get a plan in place before spring. We will be happy to help you to select the right seed and customize a two-pass herbicide for your farming operation.

Merry Christmas! Thank you to all our farmers for your business and letting Allied Cooperative be a partner in your farm operation.



Fall Fertilizer Application



by **Shawn McAlister**,
Agronomy Advisor
smcalister@allied.coop

With the recent memory of “tough to get the crop in” springs, getting your field work done in the fall is something you might want to consider. Fall is a great time to consider your fertilizer needs.

Our agronomy team has been busy making applications of dry phosphorus, potassium, sulfur, and ammonia. Some of our growers run vertical tillage over their fields in the fall and are ready to plant these acres next spring.

Consider adding micronutrients in your fall plow down to address ongoing micronutrient deficiencies. A micronutrient deficiency can have a large impact on crop yield because it contributes to critical physiological processes.

Zinc and boron at crop removal rates are becoming more of the norm than the exception. Removal rates can be calculated by taking the yield removal and adding in any stover removal for full field totals. When making fall applications of ammonia and at sub 50 degree soil temps, stabilized nitrogen with N-Serve® will release like it was applied late in the spring.

For a full breakdown on the fertility options available to you contact your local Allied agronomy advisor.

Harvest

Continued from page 1...

days in our trade area. This slowed the pace of harvest significantly.”

The grain division’s drying revenue will be down considerably due to the low harvest moisture off the field. About half of the crop came off the field in a state that did not need to be run through the drier. The average moisture off the field has been 17.1%. The late October, early November rains did add about two to three points of moisture back into the crop, however.

“Yields have been highly variable on corn,” said Rappa. “Overall, I think we will be slightly below average for the trade territory as a whole. We saw some farms that drained well that had record yields and then other farms that didn’t drain well have the worst yields they have seen in a decade. It’s a story of the have and have nots in regards to yield. Irrigated corn was pretty good, but down from last year.”

“The hardest hit areas in regards to yields were the Auburndale and Stratford area where we saw about a quarter of the crop in 2023,” added Rappa. “The corn that did get planted in those areas went predominantly to feed. Yields were not good due to the wet spring and late planting.”

While the reduced yields create challenges for our farmers, please rest assured that Allied Cooperative has strong basis levels in Auburndale and is able to get enough corn from outside of the area to fill all of our feed mill’s demand.

Fungicides

Continued from page 4...

performance and excellent efficacy. With these products you should look to give 40 plus days of protection—spraying from pre-tassel to post-pollination. The results we saw with this were silage that was green and healthy at harvest—just what we’re after for our animals.

For more information on these products or to discuss what would work best on your farm, contact your local Allied agronomy advisor.

Livestock Equipment Clearance Sale

Allied Cooperative has a great opportunity to get some excellent pricing on livestock equipment. We are reducing our inventory and closing out a variety of items including gates, feeders and more at our Hixton and Stratford locations.

We will continue to be a Sioux Steel Company® dealer and will have equipment in stock at some of our other locations, and can order equipment as needed. For a list of available products and closeout prices, call our Auburndale Feed Mill at 715-502-3134.



All gates, feeders and waterers at our Stratford and Hixton locations must go.

Priced to move...while supplies last.

Preparing Your Farm for Winter



by Ed Sabey,
Director of Feed
esabey@allied.coop

Don't let warm fall temperatures fool you. Winter is coming. Every farm is unique and may have different tasks to do to prepare for the cold weather. Dairy farmers and livestock producers have the additional challenge of making sure their cows are prepared for the colder temperatures.

Cows can adapt to short-term weather changes, but long-term cold and damp stress can increase health problems later. As Wisconsin heads into colder weather, there are some things that our feed customers can do to prepare their herds for the change of seasons. Here are some tips to help make the transition of seasons a smooth one:

Extra corn: In colder weather, you can add extra corn to your rations to provide more energy where needed.

High-quality forages: Feed high-quality forages to provide additional energy and better digestive health.

Protein supplements: When feeding corn silages rumen degradable products such as corn gluten feed, dried distillers, or soybean products can help balance nutritional needs.

Hay: Producers can use feed calculators to determine how much hay to feed cattle in order to make them feel less hungry.

Grain products: Other grain products, such as oats, can provide additional energy and fiber.

Bunk space: Provide ample bunk space to allow efficient feeding conditions.

Winter Cover crops: Cows can graze on corn stalks or winter cover crops for additional feed.

Water: Ensure your cattle have ample water access so that dehydration, which can occur even in colder weather, does not take place.

There are also some **non-feed** related items that should be added to your checklist, specifically regarding the facilities that your cattle are housed in. These facilities should be clean and dry. **Sidewall curtains and plastic strips** over entry ways can also be added to keep facilities warm, dry and drafts kept to a minimum. **Clean and dry bedding** is also a key element in providing optimum cattle health. **Good ventilation**, even in cooler weather, is another key element that is sometimes overlooked.

These items may or may not be an issue on your farm, but they are helpful hints that we occasionally take for granted when fall harvest is in full swing and time gets away from us.

If you would like one of our qualified sales staff members to evaluate your facility or to give any recommendations to improve your herd and facilities, please contact our office and we would be happy to assist you.

With fall and colder weather comes the holiday season as well. With Christmas and New Years arriving quickly, route and feed orders may be altered due to weather and/or staffing during this time of year. We will be contacting our customers to schedule deliveries around the holidays and to ensure you receive your feed orders in a timely manner. Thank you for your business. We appreciate our customers!

What Makes Allied Feed Different?

It's no doubt that when it comes to your feed needs you have plenty of choices. One feed mill might be in your community, but your neighbor down the road can be using a completely different supplier. So why get feed from Allied?

Allied Cooperative is a full-service Purina and Land O' Lakes supplier. Purina has over a hundred years of research and on-farm data to understand what works and what doesn't work for farmers, no matter how big or how small your operation is.

Allied's team of nutritionists can help you in every situation. Looking to save money? Looking to get better rate of gain? We have a team that can help you reach your goals. There are specific Purina products that can be an asset to you that other mills can't provide. Better reproduction, better gut health and better components are other benefits that customers notice when getting feed from Allied.

As we learn more about our animals and how to take the best care of them, Purina has partnered in developing new technologies to harness your animal's potential. New products are launching all the time that are cost effective and help you protect your bottom line. In the end it comes down to working with people, it is ultimately your operation, and we want to help you get to your next step.

Allison Bredlau is a Dairy Nutritionist with Allied Cooperative. You can reach her at abredlau@landolakes.com





Allied Cooperative's Upcoming Beef Mineral Meeting



By Sydney Davis,
Lifestyle & Cattle Specialist
SDavis01@landolakes.com

As 2024 comes to a close we begin to look back on our year to see what we have accomplished. While there were highs and lows, one thing is for sure, we took care of our herd. Now is the time to consider all aspects of our beef program, both good and bad, to make plans for success next year. While no one can predict the weather, ensuring your herd is maintaining proper mineral status can give them a fighting chance with Mother Nature. Purina® Wind and Rain® (W+R) minerals have been formulated to assure cattle get proper levels and ratios of all 14 essential minerals. Adequate mineral status improves cattle performance by reducing

calving windows, improving the health of the calf, and improving the performance of the bull. Cattle fed W+R mineral during gestation had better colostrum quality and produced 1.5 times more colostrum than those not fed W+R. Calves born to cows consuming Wind and Rain were also heavier and had larger ribeye area, chest circumference and abdominal circumference than

those who's dams did not consume W+R. Meaning, you can positively impact the performance of your calves before birth by choosing a mineral program proven to perform.

The primary benefits of W+R mineral are the three-abilities; weatherability, palatability, and bioavailability. In both loose and tub forms, W+R



YOU'RE INVITED

to our
**2025 BEEF
MINERAL
MEETING**

Wednesday, January 22, 2025

Cranberry Country Lodge

319 Wittig Road, Tomah, WI

5:00 pm Dinner

RSVP by January 15 to Sydney at

740.856.7716

To attend virtually, go to allied.coop
and click on the slider image to register.

mineral does not leach or brick up in response to wet Wisconsin winters and remains palatable throughout the feeding season to provide quality mineral to your herd. In the loose form, targeted intake is approximately 0.25 pounds/head/day (4 oz). In the tub form, targeted intake is approximately 0.5 pounds/head/day (8 oz), and salt blocks should be provided as no salt is included in the tub.

If you would be interested in learning more about Purina Wind and Rain products, Allied Cooperative will be hosting a Beef Cattle Mineral Meeting on January 22nd at 5pm, please contact Sydney Davis at 740-856-7716 for more information or to RSVP for this event.

Feeding the Senior Horse

Different Feeds for Different Needs

By **Bridget Vandertie**,

Lifestyle Product Specialist | bvandertie@landolakes.com | 920.495.7444

My favorite farm calls, and often the most rewarding, are for senior horses. There isn't much that brings me as much joy and fulfillment as putting together a nutrition plan for our aged partners. Whether it's bringing back the bloom or keeping them looking young, it has always been so rewarding! One of the most frequent questions I'm asked at the farm gate is "When is my horse a senior?". The answer—when they tell you. There really isn't a line of when your horse becomes over the hill. "Senior" isn't an age, it's more of a condition. I've worked with 30 year old horses that thrive with a Ration Balancer, and I've worked with 15 year olds that need a Complete Senior Feed. Before we dig into which one is best for your horse(s), let's cover the different feeds and the different needs.

Different Feeds—Ration Balancers, Concentrates and Complete Feeds

- **Ration Balancers** – A concentrated yet balanced feed that provides Vitamins, Minerals, and Protein without unnecessary calories. Fills nutritional deficiencies in the diet, since hay alone does not cover the needs of the horse. Low feed rates.
- **Concentrates** – Designed to be fed in addition to forage when a horse's calorie/nutrition needs exceed what is provided from hay. Calorie dense for the horse that isn't an easy keeper, is an athlete, or has a high metabolism. Average feed rate.
- **Complete Feeds** – Formulated to replace some or all the forage in a horse's diet. Designed to be easily digestible, fed at a higher rate and easy to soak with softer pellets.



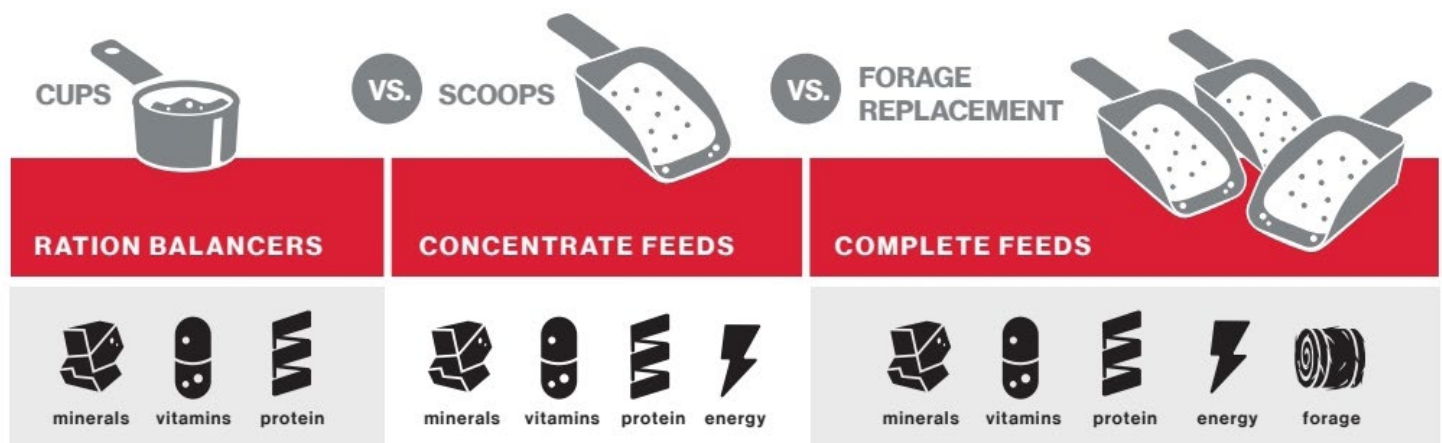
Different Needs –

Factors that determine if your horse is a "Senior"

- **Dentition** – One of the biggest factors as to if your horse is a senior or not. Poor teeth, grinding surfaces, or lack thereof makes it difficult or possible for a horse to process forage.
- **Digestive Inefficiency** – As horses age it can become more difficult for their digestive system to process feed and forages. Metabolism changes, and our feed program should too.

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WHAT TYPE OF FEED DOES YOUR HORSE NEED?



You'll see the chart on the previous page about the different types of feed, and the feed rates that apply to them. By now most of you are thinking about your own horses and putting the pieces together. If Fluffy stays thick on air, I would recommend a ration balancer to you such as Enrich Plus, Enrich Senior, or Omega Match. All have low feed rates of one to two pounds per day. If Sparky is still full of themselves, young at heart and still has good dentition, I would recommend a concentrate feed to you such as Strategy Healthy Edge, Senior Active, or Ultium. All these feeds have a minimum feed rate of three pounds per 1000-pound horse. If Hank is slowing down, quids (balls up) hay, and isn't thriving on hay plus a concentrate, it's time to switch over to a complete feed. Complete feeds to look into would be Equine Senior and Impact Senior. Both feeds have a higher feed rate than ration balancers and concentrates, at six pounds per 1000 pounds.

Of course, there isn't just one, easy to determine way of feeding your senior horse. I hope this gives everyone a few thinking points to think on while looking at your own feed program. Be sure to reach out to me with questions! I offer free on farm nutrition consults, boarder meetings, 4H chats, and more.

Keep your old horses thriving and around for years to come.

Amulet™ for Better Gut Health

by Allison Bredlau, Dairy Nutritionist | abredlau@landolakes.com

It's no secret, healthy cows are essential for high milk production. Allied Cooperative's feed nutrition team is excited about Amulet™, a new product from Purina that targets animal gut health and immune response at a cost point that fits sustained/continual use. Amulet provides a combination of probiotics and prebiotics to support ruminal and intestinal health in both adult cows and calves.

This product is well supported by research from both the Purina research farm and Kemin and is continuing to be field-trialed in both calves and adult cows. The response has been very encouraging. We have seen this on farms in our area as well. Benefits we are seeing from this product include:

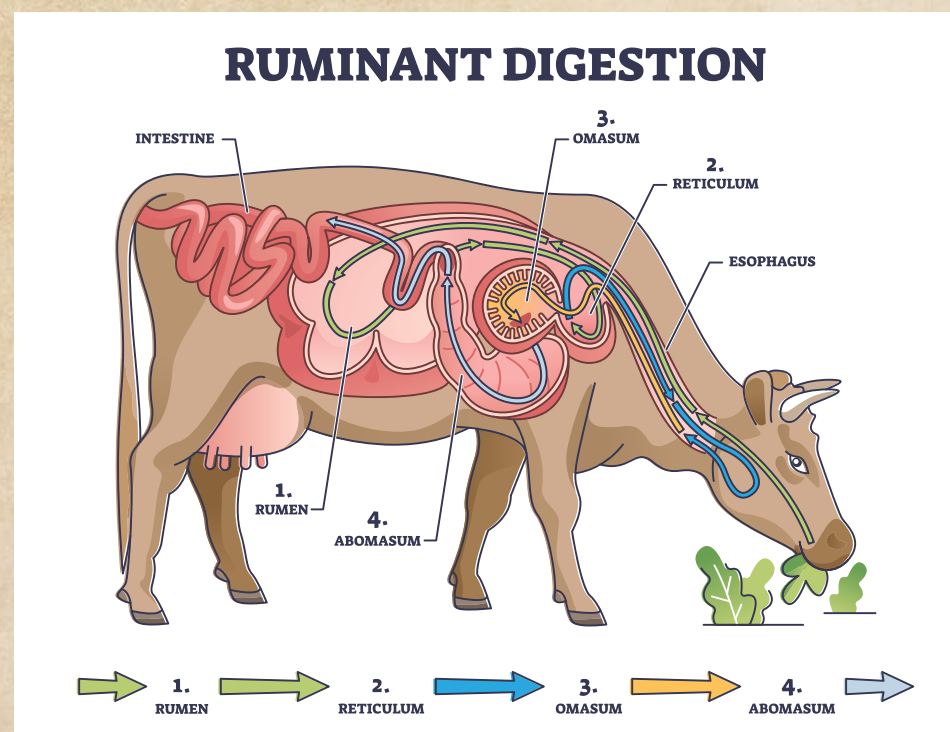
- More consistent manures
- Less GI concerns
- Improved reproduction when dealing with poor quality forages

One of our customers with hail-damaged corn silage saw an animal health issue with decreased butterfat that had gone from 4.0% BF down to a 2.7% BF. The customer added Amulet to their cows' diet and within two weeks the butterfat returned to normal.

We would encourage you to consider adding Amulet especially when there is a threat of an immune challenge such as bad weather, climbing somatic cell count (SCC), marginal environment/facilities, wet/high ash feeds or clostridial feeds) where things could easily tip into a more severe problem.

If palatability is a concern, Amulet™S has the addition of high intensity sweetener to enhance the palatability of the grain mix—especially for calves.

For more information on Amulet and whether it is a good fit for your cows, contact your Allied Cooperative nutritionist.



Fuel Filters



by Michael Kampstra,
Certified Energy Relationship Manager
michael.kampstra@chsinc.com



by Isaac Brown,
Certified Energy Specialist
isaac.brown@chsinc.com



“What's the best fuel filter to put on my fuel tank?”

“What about in winter?”

These are questions we get asked a lot. Judging by our calls to farms, no two farmers or trucking fleets are doing the same thing as far as filters are concerned. So here's a little wisdom on what to look for:

Filter media are available in two primary types: natural and synthetic.

Synthetic filter media, primarily composed of glass fibers, are capable of screening out finer particles, providing enhanced engine protection and the best protection against particulate. However, synthetic media have a shorter lifespan, often plugging quickly on older fuel barrels and can cause additional stress on the fuel pump if flow becomes restricted, leading to potential damage.

Water Block Filters – These are great for those with water in their fuel tanks and really do work. The catch is any small amount of water (even a tablespoon) will plug the filter. They will warn you if there's an issue, and without fail every spring and fall they do just that as condensation forms inside fuel barrels. Cenex Premium Diesel has advanced moisture control technology, so for diesel fuel, we recommend steering clear of these filters and opting instead for the next category.

Crystal Media – Synthetic fiber fuel filters that really do a great job of catching particulate. Nothing gets through them; the trade off here is older tanks can plug one of these filters

quickly with sediment from the tank and the filters won't catch water. Small amounts of water can be addressed with our moisture control additives found in Cenex Premium Diesel and our Cimtek® Water Absorbing Pads. This 3-phase approach ensures minimal downtime, and good performance.

Natural Media – Cellulose (cardboard) filters (i.e. NAPA) are the most common filters we see. Affordability and availability is their best trait, combined with good longevity. The trade off is they don't catch as much particulate as crystal media filters.

Winter considerations – Fuel filters may plug easily in the winter. The best option is to either switch to a blank (a filter with no media) or a higher micron filter. We've had fuel filters on tanks freeze up where equipment will run without trouble. We recommend no more than a 30-micron filter for winter use and watch the brand carefully. We've known certain brands to pull cold flow additive from fuel filters (the filter literally does too good of a job). It's best to stick with brands that you know will work in the cold of winter and keep extra filters on hand. In winter months, water is often the culprit as small amounts of moisture in fuel can quickly plug a storage tank filter.

For more information on fuel filters and what's best for your operation, contact your local Allied energy specialist.

Winter Fuel Additives

We frequently hear people talking about winter additive and what they're putting in their diesel fuel barrels for winter to help keep them from gelling up. There is no shortage of opinions on the matter, so it might be a good time to sort out the facts from fiction on winter additives.

Winter fuel additives are the cheapest “two cents” of protection you can add to a fuel. We say that because at the fuel terminal, where everyone gets their fuel here, the additive is injected into the fuel and typically costs about two cents a gallon. Cold flow additive, or ‘CFI’ for short, has been used for decades to treat fuel and make it operate at lower temperatures. **As a rule of thumb, most good additives will give you 15 degrees of additional operability in cold weather.** That means, for all practical purposes using a winter additive will get you down to 0° operability. **Operability simply means the coldest temperature a piece of equipment will operate before gelling up.**

Allied Cooperative offers Cenex fuels which contain CFI or cold flow additive injected directly into the fuel at the terminal. Here are a couple important points to consider before adding anything to Cenex Premium Diesel –

Continued on next page...

- **Cold Flow Additive will not blend into fuel that is below 24 degrees Fahrenheit.** It will settle to the bottom of the tank and will not blend with already gelled fuel. The only exception is Diesel 911 (a Power Service® product intended to be used for emergencies) and other alcohol-based products. These products are not recommended as they are extremely hard on fuel pumps and injectors and should only be used in emergencies. Cold flow additives will not harm fuel systems, but they must be added before the temperature dips below freezing for optimal results.
- **Cold flow additive works by changing wax crystals in the fuel to pin-like structures that will pass through the pleats of the fuel filters.** Too much additive will change these pin structures to “X” like structures that will easily catch on surfaces and quickly wax up. Follow the recommended treat rate, and never over-treat.
- **No additive can offer more than 15 degrees of protection.** Most claims on the bottles of additive are based on 45-micron filters. Most trucks and tractors today are 10-micron (primary) and 2-micron (secondary) filters. We recommend the use of #1 when temperatures dip below 0°F. Additive should not be relied upon for any more than that.

All Cenex fuels contain Winter Aid 4, one of the best cold-flow additives on the market. Cenex Winter Aid 4 will get you operating down to 0°—beyond that we recommend **Wintermaster** (good down to -30 below zero!). Winter aid 4 contains a wax anti-settling agent (to keep wax crystals in suspension) and a powerful cold flow improver. No top treating is needed! Call your local Allied energy specialist for more information.

A REWARDING EXPERIENCE FOR YOU AND YOUR EQUIPMENT.



GIFT CARDS FOR GALLONS



Allied Cooperative invites you to earn gift cards for your lubricant purchases. Now through February 28, 2025, end-users can earn one \$50 VISA® gift card for every 100 gallons of qualifying premium Cenex® lubricants purchased. For program details and to submit gift card requests visit cenex.com/giftcardsforgallons.

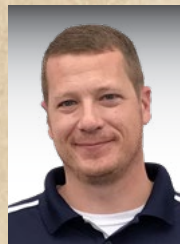
For more information or to place your order, contact your local certified energy specialist.



Russ Bortz / SW Region
608.780.8614 • russell.bortz@chsinc.com



Isaac Brown / West Region
715.660.6448 • isaac.brown@chsinc.com



Michael Kampstra / Central Region
715.218.3792 • michael.kampstra@chsinc.com



Justin Smith / SE Region
608.547.9922 • jsmith@allied.coop

LP: Ready for Winter



by Jeff Bunker
Director of Propane
jbunker@allied.coop

Will we have a NORMAL winter this year?? Is there such a thing as a NORMAL winter anymore?

Your guess may be as good as mine to answer these two questions. Depending on what expert you listen to, we may have another warm winter like last year, or it will be the worst we have had in years. Regardless of what type of weather we have this winter, you can rest assured that your cooperative has a plan in place to ensure that we have consistent supply of LP to meet your needs.

Your cooperative's Board and management have made the decision to not put all of our eggs in one basket. We have several different

sources and suppliers that we purchase from. Allied Cooperative has supply agreements at five different railroad LP terminals and three different pipeline terminals. This diverse mix of supply, while not always the cheapest source of propane, gives us the confidence that we can survive the worst that mother nature can throw at us.

As we approach winter, please keep an eye on your tank levels if you are a will-call customer and order your propane when your tank level is in the 30% range. If you are a will-call customer, I would highly recommend that you look into going on our scheduled delivery program. Not only does this take some stress off of you in having to

constantly monitor your tank level, but it could also save you some money. Allied also offers tank monitors for some of those tanks that have irregular usage. This technology continues to improve daily and is a benefit to both the co-op and the customer.

Another helpful measure that you can take is to keep your driveways plowed and have easy access to the LP tank over the winter. Our drivers greatly appreciate any efforts to make their deliveries easier.

If you have any questions regarding your propane, please reach out to any of our customer service representatives or Energy sales team. As always, thank you for your patronage.

Retirement Wishes

We are blessed to have many long-term employees that have dedicated their careers to our cooperative. Recently we had two such employees retire. They will be missed.



Orville Hagen

After 55 years in the energy business, Orville Hagen recently retired from the co-op. He leaves behind a legacy of hard work, dependability, and doing whatever it takes to get the job done.

Orville started his career delivering gas and diesel fuel for Valley Oil Company in Hixton, in 1969 after he returned from Vietnam.

After 36 years with the company, the company sold its customer list and Federation Co-op took the opportunity to add a seasoned driver to their team. Orville delivered bulk motor oil for Federation Cooperative from 2005 until 2012 when a knee replacement found him looking for a different kind of work. Not yet ready to retire, he stayed on serving as a courier, and doing whatever else needed to be done.

Mark Anderson worked side-by-side Orville for many years. "The guy was a jack-of-all trades," said Mark. "He delivered propane. He worked in agronomy. He delivered fuel. He trained me in my job. He was very knowledgeable. He fixed things. He was always willing to give you a hand no matter what it was. He has a great sense of humor and is just a super guy."

Orville saw a lot of change over the years. He went through mergers and acquisitions and saw a lot of change in the industry. When he first started delivering fuel it was 16.9 cents per gallon. Through all of that change, Orville was a constant that could be depended upon.



Doug Kirchner

Doug Kirchner is known for his dedication and dependability. He started working at Farmer's Central Co-op in Mindoro in 1978, which merged with Farmer's Co-op Shipping and Supply of West Salem in 1996, and eventually became Allied Cooperative in 2013.

He served as a fuel truck driver the entire time he worked for the co-op. In the early days, when things were slow he would lend a hand in the Mindoro shop or help pump gas at the full-service gas station, but his real love for the job came from delivering fuel to the farms.

"I miss a lot of the old farmers that were there when I first started out," said Doug. "They were all small farms back then. I loved talking with the older farmers. They all had different stories about how to do this or how to do that." He gained a lot of wisdom from those customers, and really enjoyed the relationships he built over the years.

"Doug was a very, very loyal employee," said Keith Ronning, Galesville Location Manager. "He was all about the customer and would do anything to get the customer taken care of. There wasn't a tank in the country that he didn't know where it was. If a customer called, he'd take care of it. You couldn't find anybody as devoted as him."

Grain Market Outlook



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

It's no secret that corn and bean prices have trended lower in the past few months of summer and fall.

Harvest has wrapped up here in Wisconsin and reality is setting in. At least on my farm, the grain that is in the bin was the most expensive crop I have ever planted. It's a disheartening feeling seeing prices for corn sub \$4. The reality is that we've been here before. Remember 2014 through 2017? Multiyear sub "price plateau" commodity prices are nothing new throughout history. After a quick look at some simple commodity price history charts, they seem to be a normal occurrence. 1998 through 2002 looks very similar also. So, are we in for a multiyear commodity recession? History says the probability is there.

Let's first break down what is causing it. It's quite simple. Burdensome ending stocks in this country and in the world. Right now, world stocks to use ratios on soybeans are 33.4%. That means that 33% of the soybeans in the world do not have a home. This is a record. We have never seen world stocks to use this large. China uses roughly 18% of all beans produced in the world and has been historically our biggest customer. With this many beans in the world they have choices and bargaining power. South America is continuing to be a larger and larger player in the world bean market as predicted. North America is becoming a secondary supplier. The U.S. needs a domestic market for soybeans much like what ethanol did for corn grown on our farms. The domestic crush market has been expanding, but it will take some time and capital investments for that to grow to use the majority of our soybean crop domestically.

When it comes to corn, we are coming off a couple years of 15+ billion-bushel crops which slowly built-up ending stocks to two billion bushels. Two billion bushels is historically a burdensome number that normally does not disappear within one year. 2021 through 2023 was a period of higher

prices caused by some flash supply and demand issues. China was rebuilding their swine herd, and the Ukraine war was disrupting grain flowing out of the Black Sea region. The uncertainty in the market kept a premium in it until the burdensome supply overshadowed it and a downward correction is needed.

Will the correction take three plus years as in the past? Time and mother nature will tell. Just know these periods of lower prices have been experienced in the past and are not out of the norm. The responses to these situations are also known. Lower input costs, cash rents and return on investment for land are usually observed. Also, the cure for low prices is low prices. Expect corn exports to be strong and domestic use of corn for ethanol to also be strong. This will hopefully keep ending stocks under two billion bushels. The USDA predicts the average price of corn to be around \$4.10 per bushel this marketing year. I'm in agreement at this point.

The one bright side to corn locally is we are experiencing stronger than normal local basis values. We grew about a quarter of a normal crop in Central Wisconsin this fall due to the high prevalence on prevent plant and poor yields. This area is a high demand area for feed and will keep basis levels locally relatively strong, until we fill all the demand for feed. Even though we have around a two billion bushel carryout nationally we should see some opportunities to sell \$4.00 corn at times this year in our trade territory.

Even though many are still trying to market this year's crop, it is also the time to start working on your budget for 2025. The futures market is showing strong carries and is likely to provide some opportunities on contracting your 2025 production at a profit. Forward contracting has been the best way to market your crop when we have healthy carries in the futures market. Let Allied Cooperative help you with that.



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P.O. Box 729 • Adams, WI 53910

2025 Allied Scholarships

Allied Cooperative is currently accepting applications for its 2025 college scholarship program. Our goal is to encourage area youth to prepare for a career in agriculture and is designed to benefit Allied Cooperative members and their dependents. Selection for the scholarship is based on scholastic achievement, leadership and a written essay. Scholarship applications must be postmarked no later than March 31, 2025. Winners will be notified by the end of May. To request a scholarship application, please contact Karmen Bernacchi at info@allied.coop. You may also download an application on-line at www.allied.coop.



Mark Your Calendars!

Allied Cooperative will hold its Annual Meeting on March 11th at 10:30am at the Eagle's Club in Marshfield, Wisconsin.

Board Report



John Vehrenkamp,
Board Chairman

In a year filled with challenges, your cooperative remained focused on our mission: "To provide quality products and services to our customers at a competitive advantage while creating value and profitability for our member patrons and our cooperative."

The Board of Directors is very happy with the successful year our cooperative had which allows us to provide our members with a healthy return through patronage refunds and equity revolvment. The Board has elected to continue to pay patronage at the rate of 55% cash and 45% non-qualified equity. This program will help to get more cash in your hands sooner.

Though we are coming off an excellent year, we don't have blinders on. The year ahead looks like it could be a challenging one and may require some belt-tightening for all of us. We have a good team in place that will be hard at work to continue delivering the value our members deserve.

On behalf of the entire Board I would like to thank you for the confidence you have placed in us. We hope this holiday season is an exceptionally good and safe one and that the New Year brings you much health, happiness and prosperity.

Join Our Team

As a large cooperative with five divisions and multiple locations, Allied Cooperative employs a diverse staff in a number of different career fields. Our employees play a critical role in our success as a cooperative. If you are looking for an opportunity to grow and join an organization that values your contributions, we would love to hear from you!

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

For a list of current openings, visit www.allied.coop/careers. For more information on any of these openings, call Michelle Gubser, Director of Talent Management at 715.687.4443 or email careers@allied.coop.

