

NEWSLETTER



JULY 2021



Matt Severson
CEO

From the Manager's Desk

I hope everyone had the chance to enjoy the Independence Day holiday with family and friends. With the holiday falling on Sunday this year, that allowed some staff the opportunity to take an extra day off for a long weekend. Thanks to all of you who called in your orders early so our staff could wrap up the week on time and enjoy the weekend. I'd also like to thank all of you who returned your propane contracts by the end of June. With a short window of when contracts are mailed to when they are due back, we really appreciate your patience and support. If reading this reminded you that your contract is still sitting on the kitchen table, just pick up the phone and call the energy office nearest to you. I'm sure we'll be able to take care of you. The last of the propane contracts (Cap renewals) and safety mailings will be sent out later this month. On behalf of our energy team and everyone at your cooperative, thank you for choosing us to serve your propane needs again this year.

Following a year of Zoom calls and tele-conferences, I think it's safe to say we are back in the swing of in-person events. June Dairy month was a success with thousands attending local dairy

breakfasts, free milk and cheese returned to the lobby of the Mt Horeb office, and a visit from the local ice cream truck to our Mineral Point mill showing our support of our great dairy farm members. Please thank a dairy producer for providing the safest, most nutritious, and best tasting food and drinks available.



While the June Dairy Month celebrations will have ended, many of the local and county fairs will just be getting started. Again this year, Premier's feed and agronomy divisions will be recognizing the hard work of our member's kids by awarding \$50 to each of these participants as a token of appreciation for their commitment to animal agriculture. By providing each youth with the opportunity to receive something, we've rewarded thousands of kids with well over \$100,000 since we started this program in 2002. Get details from your Premier Livestock Nutritionist or check out our Facebook page and website for submitting your photos and how to claim your child's reward. Don't forget, if your animal needs that little extra shine to prep for their big day, stop by either our Mineral Point or Westby locations for the best show feeds and supplies on the market. Congratulations to the participants and good luck at the fair this year.

Also making a return in July will be in-person agronomy plot and educational events, as well as Premier's "River Rumble" tractor pull on July 30th. The agronomy plots offer an excellent opportunity for our staff to receive hands-on training with products and services that will have the greatest impact on conditions that are happening in the field today. From mid-season nitrogen applications and insect or weed pressure options to calculating the return on investment of fungicide applications, your agronomists have been armed with the latest tools and techniques to help you maximize your profit this fall. Please don't hesitate to contact one of the excellent Premier agronomists near you for more information.



reinvest in your cooperative. I understand that it takes a lot of work to keep your account current, and it is very much appreciated.

Have a great month.

As we enter the last few months of our fiscal year, I'd like to thank all of you who have kept your charge account at the cooperative within our credit terms. I can't stress enough how important it is to your company that all the previous month's charges are paid in full by the end of the month after they purchased. It's the cash flow we depend on to pay our suppliers, make payroll, and

CROP PRODUCTION



Ken Jahnke
Agronomy Sales Manager

Mid-Season Management Practices for added Yield and Profits

On June 24th your Premier Agronomists all took a time out from the operational parts of their day-to-day activities to attend a training session sponsored by our Winfield and Syngenta Crop Protection partners. Theme for the day was to identify what practices and products can protect and bring added yield to this year's corn, soybeans, and alfalfa crops.



Most of the discussion of the day was focused on the weather and how we can react to it. We have many impactful products and practices that would have the potential to bring ROIs to many of the acres in our Premier footprint. Getting a fungicide on with other tank partners as needed was a top take away to

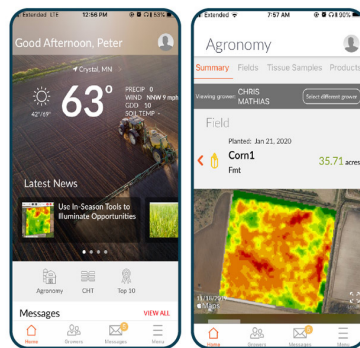
build on for best yield response. Miravis Neo was the lead fungicide for corn and soybeans. Stress mitigators such as Kriss, Toggle and Voyager, and foliar feeds such as Ascend SL, Max-In Ultra ZMB, and Max-In Ultra MN have a fit based on a tissue sample. Surfactants like Master Lock, Class Act NG or Strike Lock to improve absorption and crop canopy penetration for maximizing its tank partners performance.

These products are just a quick snapshot of just what can be some options to help you protect and bring top production to your fields. Please contact your Premier Agronomist or any of the agronomy centers to take a deeper dive in the products mentioned. Thank YOU all for your patronage this past season and look forward to the seasons ahead and a great fall harvest.

Free In-season Imagery For All Members Receiving Custom Application Services

Nobody knows your farm as well as you do, but the R7® Tool can give you a whole new perspective to identify new challenges and opportunities.

Personalized to fit your fields, the R7 suite of tools combines powerful data with localized information to help you make the best decisions for your crop.



We are partnering with Winfield United to offer our members **FREE** access to in-season imagery and biomass measurements. Images area available online or in our mobile app.

Once you've signed up for your free in-season imagery and other R7 Tools you will be setup with access to our Grower Portal. Use the grower portal when you are on your desktop or tablet in order to view the R7 Tools as well as view our current grain bids. The grower portal is free for all Premier Cooperative members.

When you're away from your desk, you can access the same information using our Boss Grower™ mobile app to see how your fields are trending in the R7 Tools, message your Premier team, and view weather and grain bids.

Scan the QR code and complete the form to get access!



Premier Cooperative River Rumble Tractor Pull - 7/30

Premier Cooperative's 10th Annual River Rumble Tractor Pull will be Friday, July 30th at Lion's Park in Mazomanie, WI. The fun starts at 6:30 with the following classes: Pro Stock, Limited Pro Stock, Super Farm, 466 Hot Farm, and Pro Diesel Trucks. Be sure to grab dinner and drinks on site to support local organizations. Thank you to our sponsors!



ANIMAL NUTRITION



Craig Wagner
Animal Nutritionist

Does it Pay to Cool your Dry Cows?

Warm weather is upon us, and with that heat stress enters your mind. The effects of heat stress are obvious in your lactating cows with decreased milk in the bulk tank, but may not be as obvious in your dry cows. Heat stressed dry cows can have a much bigger effect than you may have thought possible. Cows that have heat stress leads to lower production throughout the entire lactation, decreased ability to fight off infections, and affects the potential for their offspring to compete in the herd.

During the dry period, the mammary gland is undergoing some major changes. This is when recovery starts to happen, and the old secretory cells start to get replaced with new ones. This is what sets the stage for the next lactation. Heat stress during this time of recovery can dramatically impact the cow's transition into the next lactation. Cows that endure heat stress during the dry period also tend to have shorter dry periods, not allowing for the proper recovery needed for the next lactation. In turn, this leads to lower peak milk and a less productive lactation. Cooling your cows allows them to get the right amount of time they need for mammary recovery

and is crucial when setting them up for the next lactation.

Immune strength is another factor effected by heat stress. A cow's immune system is protected by neutrophils and lymphocytes which help them fight off infections. Cows that are heat stressed limit their neutrophil's ability to eat and kill bacteria which limits their ability to fight off infections and leads to more health issues. If the cow's immune system is weakened during this period, then the immune system is weakened thought the entire lactation. By cooling your dry cows, you will see better immune strength and less health issues when entering the next lactation.

When thinking of heat stress in your cows you don't generally think about the effects it has on the offspring and their ability to perform once in the milking herd. Heat stressed cows don't only carry the effects into the next lactation, but the calves take it with them as well. Calves born from heat stressed cows have smaller statures and lower birth weights. Even though every newborn calf varies in size, heat stressed calves never catch up to their pen mates. These calves are more likely than their pen mates to be culled from the herd due to production and health events. Cooling your dry cows can help prevent culling the next generation before meeting their full potential.

Prevention of heat stress in the lactating cows is always on our minds when the heat hits because we feel the effects immediately, but we don't think about the upcoming months. Lower peaks and production throughout the lactation, impaired immune strength and decreasing the potential performance of the next generation are all reason why your dry cows should be on your mind when the heat hits. By cooling your cows, you help prevent any repercussions that may have been endured through the warmer months if they are not cooled. This will set your cows up for a healthier, more productive and profitable lactation. Please reach out to your local Premier Cooperative nutritionist if you have any questions.

Get Rewarded for your Show Animals!

In 2002 Premier instituted a program to reward the youth in our area for their participation in showing of LIVESTOCK at the fairs in our trade area. Over the years we have rewarded thousands of kids with tens of thousands of dollars for their hard work and commitment to animal agriculture.

Premier Cooperative will award \$50 to every members' child that submits a photo of them with their livestock project. The photo can be taken at the fair, or at home. Money can either be picked up at the main office in Mt. Horeb or any Premier Ag Center, or sent through the mail.

Eligibility requirements:

- Child of member must be engaged in a livestock project and plan on showing the animal at a county and/or state fair.
- Student must submit their name, parents' names, member account number, address, 4-H/FFA group name and a photo of themselves with their animal.
- Parent of child must be an active member of Premier Cooperative

Submit your photos at premiercooperative.com/fair-ribbon-program



2020 Participant Lindsay with Porky

FUELS & LUBES



Tim Lease
Energy Division Manager

Energy News

I hope you had a chance to celebrate Independence Day with family and friends safely and you still have all of your fingers. I'm sure a lot of propane was consumed in gas grills over the weekend. Thank you.

We're knee deep in propane contracts at our energy locations. Thank you for the great response again this year. If you haven't sent in your contract, we're still accepting them but don't be surprised if the price is higher. The U.S. exports over 50% of the propane that is produced domestically. Exports of propane have been very robust because the price of propane outside of the U.S. has been higher than the U.S. market. The amount of propane in storage in the United States is about 20% lower than the 5 year average. These conditions have created a bull market with no end in sight.

On the positive side, the water heater rebate is still going strong. If you are replacing or installing a propane water heater, contact your local energy office to find out how to get a \$200 rebate. Be sure to write down or photograph the manufacturer and serial number of the unit you are replacing as well as the new unit. There are also \$4500 in incentives still available for propane vehicles. In addition, over the last several years congress has offered an alternative fuels tax rebate for propane. It amounts to

about 37 cents per gallon. I don't know how people can afford not to power their vehicles with propane.

In my safety segment this month I'd like to talk about propane regulators. One of our employees may inform you that your regulator needs to be replaced due to its age. Normally a propane tank has a first stage regulator on the tank and a second stage regulator on the house. The recommended service life of a propane regulator is 25 years. I've got t shirts that are over 25 years old (because I'm a cheapskate) but you shouldn't let your regulators age past 25 years. There is a diaphragm inside that moves slightly back and forth, opening the valve and allowing propane vapor to flow into the house. Like any moving part, the diaphragm can wear out and cause too much pressure to go into the house, possibly damaging the gas valves on appliances. Or it can allow the propane to spill from the vent outside, perhaps creating a hazardous condition. It's okay to own 25 year old t shirts but not 25 year old regulators.

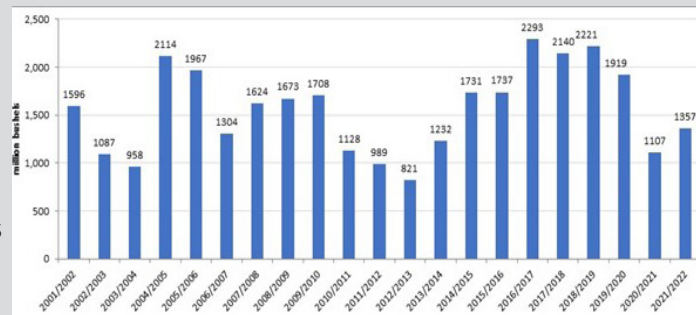
Another subject I'd like to cover is buying appliances. Water heaters are easy. They are sold as either propane or natural gas. All other appliances are manufactured to run on natural gas and have to be converted to operate on propane. Some big box store's sales staff may neglect to tell you that or will tell you to call your propane company and they will convert the appliance for you. That's like selling someone a car and telling them that it doesn't come with tires but you can get them at your local convenience store. We're a propane provider. We're not trained in appliance repair. If you are planning on purchasing a propane appliance, make sure the company you're buying it from will do the conversion and hook it up for you. After it's been installed, call us so we can do a leak test to ensure that the entire system is leak free. We don't charge for the leak test.

Have a July to remember. Thank you for your business.

Grain Market Update By: Jory Bossuyt - Grain Merchandising

We are on the home stretch for determining exactly how tight U.S. corn & soybean carryouts will be. Soybean ending stocks are now projected at 135 million bushels for 2020/2021, which was increased by 15 million bushels on the June 10 WASDE report. Corn is projected at 1.10 billion bushels, down from 1.25 billion bushels in May. The charts below show the past 20 years as well as the projected carryouts for the crop that is currently in the ground. You can see that our carryouts are expected to grow next year, using the current supply and demand estimates. While there is a lot of everyday noise that surrounds grain markets, focus on our supply and demand picture, which is just what is shown to the right, and keep an eye on how these change through the year.

As always, please feel free to contact me at 608-308-4889 with any questions on contracting or grain movement.



Charts provided by CHS Global Research

