

THE SOURCE

A Publication of
United Plains Ag and CHS Quinter

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How to Reach Us:

United Plains Ag Locations:

Sharon Springs 785-852-4241; 866 852-4241
Tribune 620-376-4282; 800 532-7626
Weskan 785-943-5422
North Plant 620-376-4799
Selkirk 620-375-2535
Kanco 620-376-4874 (Seasonal)
Wesco 620-376-4775 (Seasonal)
Wallace 785-891-3535 (Seasonal)

CHS/Quinter Agronomy Centers:

Quinter 785-754-3318
Studley 785-627-5200
Colby 785-462-6880
Selden 785-386-4546
Burlington 719-346-5365
Brewster 785-694-2420



Congratulations to all area 4-H'ers. Their hard work paid off at this year's county fairs. This year, CHS and the CHS Foundation awarded \$50,000 to 4-H, the largest out-of-school youth program, which provides hands-on science, engineering, technology, citizenship, and healthy living programs to youth across the nation.

United Plains Ag, CHS partnership strengthens local communities

In this current economic situation, doing business with United Plains Ag gives producers reliable, unlimited resources with the solid financial backing of a global cooperative partner in CHS.

In early 2009, CHS returned a record \$340 million in cash and equities to stakeholders, based on 2008 fiscal year results, which translated into \$2.65 million in cash coming back to producers in Western Kansas and Southeastern Colorado through United Plains Ag and CHS agronomy centers along Interstate 70. That marks the fifth consecutive record return to owners by CHS and is the largest ever made by a United State cooperative. Within Kansas, Nebraska, Colorado, New Mexico, Oklahoma and Texas, CHS returned \$110 million in patronage to producers.

United Plains Ag returned \$6.04 million to patrons through cash and deferred patronage while CHS Quinter returned \$1.5 million in cash and deferred patronage.

CHS ranked 72 on the 2009 Fortune 500 list of U.S. companies. And even though it has locations across the world, it is still a company run by a producer board – producers who live and work in communities just like ours throughout Western Kansas,

and Eastern Colorado.

“It’s a producer-driven company,” said Pat Peterson, general manager for United Plains Ag. “Its sole purpose is a local producer board trying to expand markets for their producers. These guys all farm in their local communities. That message coming back to corporate CHS is coming from the country. It’s not top-down driven, our company is driven from the bottom up.”

CHS is owned by farmers, ranchers and local cooperatives, along with thousands of preferred stockholders, from the Great Lakes to the Pacific Northwest and from the Canadian border to Texas.

Its roots stem back to producer-owned cooperatives established in the Upper Midwest and Pacific Northwest in the 1920s. North Pacific Grain Growers was founded in Lewiston, Idaho, in 1929. The Farmers Union Central Exchange, which later became Cenex, was established in St. Paul, Minn., in 1931. Farmers Union Grain Terminal Association, which became Harvest States, was founded in 1938, also in St. Paul. Over the years, numerous other farmer-owned grain and supply businesses also became part of what today is CHS. You can read more

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September 2009



“You got to do more than just live in the country to be a Farmer.” Will Rogers

Bringing value across the trade territory spectrum

Our goal is to serve you from your needs at planting time to marketing your harvested grain.

United Plains Ag, with locations in Sharon Springs, Wallace, Weskan, Tribune, Selkirk, and Bristol, Colo., and CHS Quinter, with locations in Burlington, Colo., Brewster, Bird City, Colby, Sel-

den and Studley, are positioned to support your operations across the board. We offer input financing, agronomic inputs, grain marketing, bulk fuel and lubricants, and a full line of feeds with a mill for your grinding and mixing.

Today we are two entities within



Pat Peterson

CHS, working together to bring full value across the entire spectrum of our trade territory. Although we do not have grain facilities along the I-70 corridor today, we are positioned to bid you off the farm or delivered to our shuttle loader at Sharon Springs.

Steve Younger was hired to work out of our Brewster office, bringing value to the current CHS Quinter customers by purchasing grain off the farm from new and existing customers, along with assisting me and my marketing staff in procuring bushels to support the terminal at Sharon Springs. Learn more about Steve on page 7.

Steve is also a shared employee between United Plains Ag and CHS Mar-

keting out of Lincoln, Neb. This gives us insight into markets in every state around us. The marketing office in Lincoln brings many years of experience trading feedlot and ethanol markets, as well as export markets, all of which are an integral part of who we are.

United Plains Ag and CHS Quinter combine our input purchasing to bring more value to all our producers. Sharing equipment and personnel is also enhances value under the CHS umbrella.

This summer we held several meetings with management of cooperatives based out of Yuma, Colo., and Holdrege, Neb. Both have merged into the CHS Country Operations regionalized units. Between the three of us, we have shared equipment and personnel and have moved inventories back and forth to cover needs

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Manager's Message

Sharing agronomy assets benefits all

First, and most importantly, I want to thank all of you for your business this past year.

With that being said, CHS and United Plains Ag agronomy centers are always ready to assist you with all your agronomy needs.

Between the two companies, we have 13 liquid sprayers and 3 dry air machines available to serve producers in our entire trade area. Since last fall, the two separate business entities have been sharing manpower and equipment to make sure availability is there when you, the customer, need it. Efficiencies can be found through buying products as well.

By combining orders, we are able to capitalize on large volume purchasing from our vendors, which gives us the ability to give you the resources to be profitable in your business.

I know we just finished the wheat harvest, and it was a great success for many producers. Now is the time to consider fertility programs for next season's crops. We have had much volatility in the markets the past two years, extreme highs followed by prices dropping at a rapid pace with the economy. Lots of activity is going on with NH₃, dry fertilizer, and liquids being applied on next year's wheat ground.

We also provide the ability to contract and prepay for fertilizer needs for this fall and next spring. This locks in a price and assures you that the product will be there when you need it. A producer can put his marketing plan in place and secure his input cost at any time. This is very important with the volatility in the markets and supply.

Again, thank you for your business, and we look forward to earning your future business.



Jeff Kahle

Agronomy Division Manager

Consider wheat seed treatments

Mike Kriegshauser
Seed Sales Manager

Wheat seed treatments are available from our CHS and United Plains Ag locations. These treatments protect seeds from insect and disease while encouraging growth

Nitro Shield is an insecticide seed treatment with broad-spectrum protection against such insects as Aphids, Grasshoppers, Hessian Fly and Wireworm suppression. The active ingredient in Nitro Shield will provide long-lasting systemic protection during critical early-season crop development. With Hessian Fly control, this is a very good option for the earlier-planted wheat in your area.

Incentive RTA fungicide boosts

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Analyzing Agronomy



Joe Bush, Agronomy Sales Manager

New product gives plants healthy, vigorous start

United Plains Ag and CHS Quinter is very excited to begin marketing the new and unique fertilizer product from Mosaic, MicroEssentials. A homogenous product containing 12-40-0-10(S)-1(Zn), this product is a highly efficient means to supplying needed nutrients to start a crop off vigorously and healthy. Each fertilizer pellet contains that same concentration of nitrogen, phosphorus, sulfur and zinc so young seedlings are receiving the proper nutrition they require in a balanced manner.

MicroEssentials is an excellent product to apply through air seeders or drills because it is very clean, containing very little dust. All particles are uniform size. The results are

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Don't forget to fill fuel tanks before fall harvest

Wheat harvest is behind us, but as we look ahead to fall harvest, don't forget to have your fuel tanks filled in preparation. The last thing you want to worry about as you pull into the field is whether or not you have the fuel you need.

Many producers have had good success with our consumption billing system. The consumption billing program charges producers only for the fuel they use during the month, based on the average monthly price, which can make it easier to budget fuel resources instead of paying one large lump sum for fuel not yet used. Consumption billing can also help level off the rollercoaster effect of rising and falling fuel prices. If you sign up for the consumption billing program, United Plains Ag will put a monitor into your tanks. We can then monitor those tanks and schedule a trip to your tanks to fill them when they need it. It takes that task out of your hands, and for us, it also

helps make our bulk fuel trucks' routes more efficient, eliminating unnecessary stops. When we are more efficient, the cost-savings are passed directly on to you, the producer.

And it's never too early to start forward contracting your fuel needs for next spring. United Plains Ag has a full range of contracts available year-round tailored to meet your individual needs. There are no upfront costs associated with our contracts. You pay when the fuel is delivered. Whether it's farm fuel delivered from our bulk truck, gasoline purchased through the Cardtrol station or full transport loads, United Plains Ag has a contract to fit your needs.

Also don't forget about the lubricants we offer through Cenex. Cenex is the



Petroleum Manager

Brice Cronn

only manufacturer in the industry who backs up their lubricants with a 10-year, 10,000-hour, no-burden-of-proof warranty and total protection plan. Ongoing research allows Cenex to have the newest lubricant technology available to help your equipment run smoothly

when you need it. From Jan. 1 through the end of February, we offer discounts on lubricants pre-ordered for next spring.

As you look over your upcoming needs, give me a call at 1-866-852-4241, or cell: (785) 821-1501. You can also talk to our fuel delivery driver, Tracy Robben, any of the United Plains Ag salesman, or call any of our locations. We're here to help you find exactly what you need to make your operation profitable.

Exploring Energy

New feed products keep calves healthy

As the days shorten and we head towards fall, it's time to reassess the nutritional needs of those calves in the pastures. Timely rains have caused grass to flourish in many areas, but as the calves grow bigger and approach weaning time, their nutritional requirements are a lot higher, putting additional pressure on cows.

That's where United Plains Ag can help you. We offer a creep tub that can deliver feed additives, ease the stress of weaning, stretch forage supplies, and provide additional support to calves from very young or very old cows.

It is always important to understand that there are two costs to any feeding program, the direct cost of the feed itself and the indirect cost of labor, fuel, storage and the equipment to store and deliver the feed. The development of the creep tub was prompted by these indirect costs being at all-time highs.

The creep tub was formulated with the most energy and highest inclusion of dry ingredients of any product in the marketplace. As milk production drops, forage must make up the difference in a calf's diet, but depending on the forage type, stage of production, and age of the calf, forage may not be able to support the desired growth rate. Creep feed bridges this gap. A calf that's gaining weight and thriving doesn't get as sick as one that's going backwards.

The creep tub is designed to maximize forage intake and digestibility, and then provide additional energy on top of the

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What is United Plains Ag?

Joe Horton, Controller

United Plains Ag is your local cooperative. A cooperative is a form of business that is owned and controlled by people who utilize it. Cooperatives differ from other forms of business because of 3 basic principals:

1. The user owns the business.

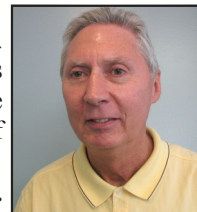
United Plains Ag is a local division of your cooperative, CHS Inc. You own stock in your cooperative. This equity is the deferred portion of your patronage from your input purchases and commodity sales to United Plains Ag. Your equity is used to finance asset acquisition and day-to-day operations.

2. The user controls the business. Your local board of directors, which you as members elect, controls United Plains Ag by setting and monitoring the policies of your cooperative. You have the right to participate in the local annual meetings of United Plains Ag and in the annual meeting of CHS Inc.

3. The user benefits from the business. You as members benefit through expanded grain markets, quality input products, knowledgeable, trained employees, and distribution of the profits (patronage) of United Plains Ag.

United Plains Ag will complete its third full year of operation this August. It has returned to you the patron/owner the profits from these operations. Total patronage returned to date is more than \$7.050 million with just under \$2.5 million being the cash portion. Along with this, all equity holders 70 years or older who have requested their equity have had 100 percent of their equity retired.

When it is time for your input and marketing needs, think of United Plains Ag. It is your company. You do finance it; you do control it; you do benefit from it; and your employees want to earn your business.



Feed Facts



Kyle Siebert

Feed Department Manager

An advocate for rural communities

Alan Peter didn't completely heed the advice, "Just Say No," printed on a T-shirt his wife jokingly gave him because of his numerous leadership roles. If he had, Greeley County would have lost a persuasive voice for rural ideals and values.

Alan, board chairman of United Plains Ag, has been a key participant in many issues that have shaped his community and the larger agricultural sector.

"I believe in our rural community and I want to make sure it survives," he said. "I just like challenges. When people say things can't be done, I like to see if there is a way to make things more efficient and then work through it."

Before Farmco merged with United Plains Ag in 2006, Alan had been on its board for 17 years, two of those years as an associate director. He was board chairman of Farmco during the merger and became United Plains Ag chairman after the merger.

"I sat at the wrong end of the table when we merged," he jokes.

As chairman, he is the communication link between United Plains Ag general manager Pat Peterson and the rest of the board. He also attends extra area and regional meetings to represent United Plains Ag interests.

In addition to the cooperative boards, Alan served on the Kansas Corn Growers Association for 11 years, five years as chairman, the Greeley County Soil Conservation Board, and the Greeley County Unification Study Commission.

"I don't mind getting up in front of people and explaining the situation," Alan said. "I don't mind working through different

situations to see if we can reach a different outcome."

One of the things he is most proud of is the 100 percent vote of confidence that Farmco patrons gave when they voted unanimously to merge with United Plains Ag. He credits the Farmco board with the successful vote.

"The whole board worked very hard to get out the correct information," he said.

After obtaining his associate's degree in feedlot management, Alan farmed full-time, but when he realized his three sons, Travis, Trent, and Brandon, would not be returning after college to farm with him, he cut back his acres and now has what he jokingly calls a "hobby farm" of mainly dry-land wheat.

Now he takes a more active role in the financial aspect of farming rather than the fieldwork. Since October 2003, he has been vice-president at Colorado East Bank and Trust in Tribune. He deals mainly with agricultural loans at the bank where his wife, Sherry, is president.

"I'm still in the agricultural world that I enjoy," he said.

Never one to back down from a good debate, Alan feels his role on the various boards he has served has been to make sure accurate information makes it to the people he represents.

"I'm willing to go back to those situations," he said. "I don't care if people don't agree with me; I just want people to have the correct information."



Alan Peter has been chairman of the United Plains Ag Board since Farmco merged with United Plains Ag in 2006.

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MicroEssentials® fertilizer is proven to help you increase nutrient uptake and maximize efficiency, from germination to harvest. A patented manufacturing process packs essential nutrients into uniform granules that provide consistent nutrition, all season long.

Each MicroEssentials granule is nutritionally balanced. So nutrients are distributed uniformly, and your crops get what they need to achieve their full yield potential. And only MicroEssentials provides two forms of sulfur: sulfate for immediate uptake, and longer-lasting elemental sulfur. Research shows this balanced crop nutrition helps plants get off to a faster start and stay healthier.

This season, break through to a better harvest with MicroEssentials. For more information, see your local ag retailer, or visit MicroEssentials.com.

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Contact your
CHS Agronomy Centers and
United Plains Ag locations
for more information



MicroEssentials

From Page 2

accurate application rates and distribution in the drill row.

Another added benefit of MicroEssentials is that the sulfur is composed of two forms. Fifty percent is in sulfate form for immediate uptake by the plant, while the other 50 percent is in elemental sulfur form for a more time-released effect. In 2008 in replicated Western Wheat Trials, MicroEssentials increased winter wheat yields more than 5.2 bushels per acre versus conventional 11-52-0 applications. In a seven-year corn study, which included 62 locations in 10 states, MicroEssentials increased corn yields by 6.0 bu./ac. over 11-52-0 applications. Why not give MicroEssentials a try on your farm this year to see how this unique product can increase yields and make applications easier on your farm?

Magnet

In 2008, United Plains Ag introduced Magnet into our area. It has been successfully used throughout the Western United States to increase the availability and uptake of phosphorus and micro-nutrients into crops grown on high pH calcareous and alkaline soils.

Magnet, which is Thermal polyaspartate (TPA), is a patented synthetic protein derived from aspartic acid, an amino acid.

Continued on next page

5 generations, 100 years in Greeley County

When eight-year-old L.A. Young walked across the prairie beside a covered wagon with his parents more than 100 years ago, he could never have imagined how his farmstead would look all those years later.

From L.A. and his father, Auburn, who came to western Kansas from Lamoni, Iowa, five generations of Young sons have dug into the land on that Greeley County homestead. Verdell, Jerry and Jay Young all farm together in northwest Greeley County on land that Verdell's granddad, Auburn, homesteaded more than 100 years ago. Jerry's son, Jay, 26, and his wife, Jessica, who moved back to farm two years ago, are expecting their first child in this month, which will make the sixth generation on the farm.

"If he (my granddad) came back today, he absolutely couldn't believe the technology that we have in farming now," Verdell said. Global positioning systems guide tractors and sprayers through fields, and few farmers are without a cell phone hooked to their belts. Internet and text messages deliver the most current grain prices instantaneously.

But prices for inputs and equipment have risen dramatically since Verdell started farming back in 1951 straight out of high school. He bought his first combine for \$3,500 in 1955, and last year, when the Youngs bought a new combine



From left, Jay, Verdell and Jerry Young farm northwest of Tribune on ground that's been in their family for 100 years.

they paid almost \$350,000.

The high prices have made it tough for young producers to get a firm foundation to start farming. Jerry said he just doesn't see a way for young producers to start on their own, without backing from established producers.

"When you don't have capital, there's no way to borrow the money," he said.

Common sense and frugal practices passed down from father to son have kept the Youngs successful in the fields.

"Dad has always been pretty conservative and he passed that down to me," Jerry, 53, said of his father, Verdell. "He taught me to try not to get yourself stretched too thin. He'd say, 'Don't over-extend yourself to where you are borrowing too much.'"

"If you have a crop failure, you need to be in a position where that won't take you

under," Verdell, 76, added.

The three men divvy up the jobs on the farm, each having an area of focus. Verdell does the office work and paying the bills. He also enjoys checking the irrigation wells, and, according to Jerry, loves driving the new combine during harvest. Jerry determines which varieties and when to plant, as well as doing all the spraying. Jay, who came back to farm after completing a Christian internship in Texas, shares in the planting, drilling and summer fallow work, partly because he enjoys the solitude of tractor driving, which gives him uninterrupted time to think about life and what lies ahead.

While Jay was in Texas on the internship, he realized two dreams, mission work and farming.

"While I was there, I got really interested in missions, but I also realized how much I enjoyed farming," he said.

So he found a way he could do both. During the summer he works tirelessly on the farm, but in the winter, he and Jessica travel for mission trips. Last winter, they spent five months in Egypt where they learned Arabic and built friendships while sharing the Gospel.

Verdell and Jerry agree that they'll never leave the farm, although their wives, Hazel (Verdell's wife) and Joyce (Jerry's wife) don't always appreciate the long drive to town, especially with muddy roads.

"I've got my heels dug in, and I love living out on the farm," Verdell said.

MicroEssentials

From Previous Page

Magnet is a crystal growth inhibitor. It delays the formation of insoluble unavailable precipitates due to the interaction of positive ions, such as calcium, with negative ions such as phosphates. When combined with products such as 10-34-0, Magnet delays the attachment of the calcium in the soil to the phosphates, keeping the phosphate in the 10-34-0 available to the crop for a longer period of time. This results in a higher percentage uptake of the phosphate, giving the potential for higher yields.

In K-State studies, Magnet has increased corn yields, compared to untreated crops, by as much as 20.6 bu./ac. and win-

ter wheat yields by more than 9.8 bu./ac. when applied with starter fertilizers.

Premium Liquid Fertilizer Blends

At United Plains Ag, we have the capability to produce and blend high quality liquid blends such as 7-24-3-2(S) with micronutrients. These blends are designed to be used with a starter fertilizer for the grower interested in high-quality, liquid blends. They are designed to compete in the lower gallons-per-acre use rate along with similar "Low Salt" type blends.

We greatly appreciate you, our customers, and welcome the opportunity to serve you in any manner we can with the latest in agronomic knowledge and products.

If you would like to discuss any of these products or pricing information, please contact your local United Plains Ag or CHS sales agronomist.

Partnership

From Page 1

about CHS at www.chsinc.com.

And while the financial stability gives producers peace of mind that business done with United Plains Ag and CHS is secure and dependable, United Plains Ag employees have a wealth of resources available right at their fingertips.

"We're kind of like the Verizon people," Peterson said. "We're like that one person out front with all of those people behind them."

Being a part of CHS also gives United Plains Ag more clout and more leverage when doing business. And the opportunities available as part of CHS are unlimited. Combining fertilizer orders between United Plains Ag and CHS Quinter has contributed to more streamlined, more competitive business practices.

If crops in the north are wiped out, that might be counterbalanced by exceptional yields in the south, resulting in a more balanced worksheet when determining patronage returns.

Wallace County Co-op and Farmco Boards voted in May four years ago and three years ago, respectively, to become part of CHS Country Operations, securing long-term viability and security for their producers long into the future.

Being part of CHS has allowed United Plains Ag to make decisions that affect the business based on the profitability of the local business operation. The company can buy and sell grain and merchandise when the market dictates.

The decision by the two boards did not come easy, but when thinking of the local producers and the best choice to take these companies into the future, hands down, the boards are happy with that decision.

Peterson: Bringing value to the territory

From Page 2

for our producers across the tri-state area. We can share and build on our strengths to enhance operations that will benefit us all.

We have the staff that is committed to serving our producers. We have seen tremendous volatility and change in the last two years like none before. The opportunities and risk have been great. All of the change you have seen at your local cooperative has been to minimize risk for you and us as we move forward. The best way we can serve you is through communication with us about any needs we may not be meeting. My desire is that all customers will be satisfied and want to return to do business with their local co-op.

I have seen all too often, whether it be at our homes or at the office, that lack of communication only allows bad situations to become worse. We will not always agree on all platforms but, without discussion, nothing can be resolved. I want you to work with our great staff in resolving questions. If you feel you are being treated unfairly, I want to know about it.

Our summer harvest was, I believe, above expectations. Although it drug out a little longer than most would have liked, the quantity and quality were welcomed. Our fall crops are looking better than they have in a few years as well. One more rain would finish off most of the crop, but we will still take more for fall planting. Our fall programs will be similar to last year's.

No doubt there will be grain on the ground this fall as it looks like another good crop coming in. That, along with the reluctance to sell wheat bushels in a declining market, will mean less space at the elevator this fall. Two years ago, we ran out of the storage option for your grain

and may again this year. If that happens, we will have a basis-fixed option, which still allows you to retain some pricing flexibility. This option will also stop storage on that grain.

I would like to thank all of our patrons for another successful year. Our year ended Aug. 31. At mid-August, our local earnings were ahead of last year's at this point. With the reduction in the price of fertilizer inventories, not everyone can say that. Also thanks to the great staff we have. This would not have happened without them. It is my privilege to work with such great employees, along with the leadership of your Board of Directors. Their insight is monumental in the success of your co-op.



At Quinter, The Reactor crews have been mixing 10-34-0, liquid ammonium phosphate, so CHS Quinter will have supplies on hand for producers' needs this fall and next spring.

ALWAYS have someone else present when you enter a grain bin, and **NEVER** enter a grain bin when grain is flowing. You can be sucked under in a few seconds, and if you get in above your knees, you won't be able to escape unaided.

Feed products

From Page 3

forage, not in place of it.

A cooked molasses creep was developed and tested at Quinter, with an average intake goal of two pounds per day. During the 92-day trial, three groups of calves were assessed, those on no creep, those on dry creep pellets, and those on a creep tub. The calves on the creep tub averaged an intake of 1.6 pounds while those on the pellets had an average intake of eight pounds. When weight per day of age was factored into the formula, those on the creep tub shined, and looked much better than any of the other calves, not only in overall size, but also in fill flesh-

ness and hair coat. The creep tub is a viable option for creep feeding calves.

Another feed additive to consider at weaning time is PRO-SHIELD FARM PAK feed additive. It is an active live yeast and Direct Fed Microbial (DFM) combined into one product, blended with ground corn and bagged.

PRO-SHIELD FARM PAK is blended down to 45.5 grams per head per day feed rate, or one-tenth of a pound, so one bag will feed 500 head when fed according to instructions. Recommendations are that you feed for a 30-day period at weaning or high-stress times. At seven cents per day, total cost per calf is \$2.10 for 30 days. One bucket of PRO-

SHIELD concentrate makes one ton of PRO-SHIELD FARM PAK Feed Additive. With no withdrawal time, they can be fed right up to the day of slaughter.

According to Feedstuffs magazine, administration of live yeast significantly increases growth performance of beef cattle and reduces morbidity during the receiving period, the most dangerous period for cattle. Yeast can absorb toxic materials and plays an important role in decreasing ruminal lactate levels, lowering any risk of acidosis and bloat problems.

Stop in and talk to me or Lyn Lamm about any of these options as you begin to look towards fall and weaning time.

Younger searches out best markets for producers' grain

For 28 years, Steve Younger has been involved in merchandising grain or running grain facilities.

Steve, who joined the United Plains Ag and CHS team in April, came from Stratton Equity Cooperative in Stratton, Colo., where he was the grain department manager for 11 years.

Now, as a grain merchandiser for both CHS/Quinter and United Plains Ag, he is getting back to what he enjoys best, working with producers.

"It's a good opportunity to work with a good customer base," Steve said.

CHS, who already has an agronomy footprint along the I-70 corridor with agronomy centers stretching from Quinter to Burlington, is now working to develop a relationship with producers to help with their grain needs as well.

"We're trying to find producers the best market for their grain," Steve said.

Steve will be working mainly with producers who have storage on their farm, finding the best outlets for that grain, whether it be originating wheat to



Steve Younger joined CHS and United Plains Ag in April as a grain merchandiser. He brings 28 years of grain industry experience.

ship out of Sharon Springs' shuttle loader, sending it to Cornerstone Ag in Colby, or some other market that will benefit the producer.

"It's such a dynamic market," Steve said. "Everything is always changing. That keeps you interested."

One goal Steve hopes to achieve is to load more shuttle trains from the Sharon Springs location.

While Steve is located out of the CHS

Agronomy Center in Brewster, he also fills in for Pat Peterson and Connie Rice, who do most of the marketing for United Plains Ag out of Sharon Springs, and works with Dirk Schneider, location manager in Tribune.

Steve lives in Stratton with his wife of 26 years, Brenda. She is a proctor for online classes through Stratton Schools. They have two sons and two daughters.

His youngest son, Jack, will be a junior at Stratton High School. Peter will be a sophomore at the University of Nebraska at Kearney, where he is studying telecommunications management. Lucy, who farms with her husband, A.J. Archuleta, northwest of Stratton, has a son, Avery, 4, who keeps Grandpa Steve on his toes. Kate is currently enrolled in the graduate occupational therapy program at Creighton University in Omaha.

When not visiting family, Steve likes to go fishing with Jack, but admits it takes awhile to drive from Stratton to the nearest fishing spot. A favorite of theirs is Rock Creek Reservoir in Nebraska.

Co-op connections

By Jennifer Chick, Editor

Co-ops are about connections, something I firmly believe.

I grew up on a farm eight miles east of Wallace, Kan. My parents, Lynn and Rita Kirkham, still live and farm there, along with my sister, Brenda, a teacher for Wallace County School District.

The local co-op has always been a large part of my life. I remember glass bottles of Pepsi from the vending machine at Wallace and grain for 4-H steers from the Sharon Springs feed mill. And how could I forget how Dad rewarded me for my first semester grades from K-State with a free hot dog at customer appreciation day? I even met my husband thanks to the co-op.

Treatments

From Page 2

your yield potential by protecting seeds and seedlings during the wheat's early growth stage. Disease protection is critical for optimal root development and stand establishment during the cool days in the fall months. With two modes of action, this will protect against the extreme weather patterns that we can experience in our area.

Ascend is an EPA-registered plant growth regulator designed to accelerate leaf, stem, and root growth and is formulated to deliver healthy growth. This biological plant growth stimulator contains growth regulators, micronutrients, and hormones. Package this with a fungicide, like Incentive RTA, or an insecticide, like Nitro Shield, and you have a great

way to get your wheat crop off to the best start possible. Ascend is also a must on later-planted wheat following a fall crop, as we are seeing more earlier plant growth going into winter than if wheat is not treated at all.

Several plot tours have been scheduled in your area so you can see how the varieties are doing in your area. Contact one of our seed salesmen to find out when and where they are to be held.

And don't forget, we have Dekalb, Asgrow, Mycogen, NK, and Croplan Genetics seed for all your seed needs next spring. We currently have two great financing options for seed purchased this fall. We can help you find a financing or pre-pay option that gives you the best rates and discounts available. Contact your local seed expert (see page 8) for more details.

I now live in Holdrege, Neb., where I freelance for various publications, including the Kearney Hub newspaper. Starting with this issue, I am writing, editing and designing this newsletter, a great opportunity to keep in touch with the community that's given me so much.

So, to me, co-ops are all about connections. Sure, numbers on a balance sheet are important, but even more important is that familiar face that greets you every month as you stop in to pay your bill, the handshake of the seed salesman, who might also be sitting next to you at the local Friday night football game. People give this company its heart.

With this newsletter, we hope you get to know a little more about the people that work here, the ones who insure this company's success and reliable service.



UNITED PLAINS AG

PO Box 280
Sharon Springs, KS 67758

Our staff of Agronomists, many of whom are Certified Crop Agronomists, can assist you with all of your agronomy needs, whether it be seed, chemicals, fertility marketing plans or anything else. You can also call any of our agronomy locations.

Quinter/Studley:

Ryan Ruf 785-299-0272

Colby/Selden:

Steve Burleigh 785-443-0131

John Kennedy 785-443-0964

Brewster:

Rex Jamison 785-694-3091

Dale Hazuka 785-673-3059

Burlington:

Mark Burghart 719-340-0038

Sharon Springs/Weskan:

Larry McDaniel 785-821-3596

Tribune/Selkirk

Kary Smith 620-927-0197

John Kueker 620-376-8078

Mike Hampel 620-376-8633

Nolan Cox 620-927-0278

Southeast Colorado

Mike Bengel 785-821-2330

Rob Cline 620-376-8986



Sharon Springs Wildcat Yeast Bread

*Joshua Daily, 8, Son of Curtis and Melinda Daily
Wallace Co. Junior Foods and Nutrition Grand Champion*

- | | |
|---|--|
| 1 cup warm milk 115°-120° | 1 teaspoon salt |
| ½ cup warm water 115°-120° | 2 tablespoons sugar |
| 2 tablespoons oil | 1½ teaspoon yeast |
| 4 c. whole white wheat (or bread) flour | 2 teaspoons paste food coloring (in school colors) |

To prepare white dough: Add first 7 ingredients to bread machine pan. (Don't add food coloring.) Use DOUGH cycle. Check dough after 5 minutes. If too dry, add ½ - 1 T water; if too wet, add 1 T flour at a time. When cycle's completed, place dough in sealable plastic bag sprayed with nonstick cooking spray. Refrigerate.

To prepare colored dough: Add food coloring to the ½ cup water. Stir until dissolved. Repeat recipe as above for colored dough.

Remove white dough from refrigerator 30 mins. before colored dough is completed. Divide both white and colored dough in half. Roll white dough into two 16 x 8-inch rectangles. Roll colored dough into two 14 x 6-inch rectangles. Place one colored rectangle on top of one white rectangle. Roll up tightly; seal with fingertips as you roll. Pinch seam and ends under loaf. Repeat to make second loaf.

Place loaves, seam-side down, in two greased 9 x 5-inch loaf pans. Cover; let rise until double in warm 90°F place. Optional: for a shiny crust, beat 1 whole egg and 1 T water together and brush on loaves.

Bake in preheated 350°F oven 35-40 mins. or until done. Tent top of loaves with foil last 5 minutes to prevent over-browning. Remove from pans; cool on rack. Makes 2 loaves, 32 slices.

Nutritional analysis: One slice provides approximately 148 calories, 5 g protein, 27 g carbohydrates, 2 g fat (0 g saturated), 0 mg cholesterol, 1 g fiber, 62 mcg folate, 2 mg iron, 296 mg sodium

Purple Ribbon Recipes

After much taste-testing, local 4-H'ers found the right mix and brought home purple ribbons from Wallace and Greeley County fairs.

Coated Cookie Drops

*Morgan Woelk, 10
Daughter of Cody and Angela Woelk
Greeley Co. Foods Level II Grand Champion*

Place 20 ozs. Oreo cookies in a blender until finely crushed. Beat 8 ozs. cream cheese until combined with crumbs with a fork and/or spoon.

Form small balls from mixture using hands (about ¾ inch). Cover and refrigerate for at least 1 hour.

Melt 15 ozs. white chocolate candy and 12 ozs. dark chocolate candy. Dip 1/2 of cookie balls in each candy dipping sauce. Let harden on waxed paper.

Then drizzle with remaining chocolate. Store in refrigerator.