



COOPERATIVE PRODUCERS  
**[INSIGHTS]**  
GRAIN • AGRONOMY • ENERGY • FEED

SPRING 2024

## Vision

*To be the best solutions provider growing partnerships to achieve employee and customer success.*

## Mission

*To serve our customers by providing products, solutions, and services that enhance mutual success.*

## Core Values

### Integrity

*We are accountable to the highest ethical standards in all our relationships, commitments, and actions. We build trust through honesty and consistency in all the work we do.*

### Employees

*We value our employees and are committed to their professional development, engagement, and success. We recruit and retain the best people to continually deliver value.*

### Safety

*We are committed to a proactive safety culture which provides a safe work environment to protect our employees and the well-being of their families. We will reinforce a safety-first mindset every day.*

### Partnerships

*We are dedicated to delivering value to our customers by growing partnerships through agriculture for mutual long-term success.*

### Innovation

*We deliver value by bringing cutting edge solutions to meet the future needs of our customers.*

### Success

*We are committed to achieving long-term financial success to meet the needs of our customers. We embrace a winning culture by living our core values every day.*

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#### SENIOR LEADERSHIP TEAM

Chief Executive Officer: Gary Brandt  
Chief Financial Officer: Rick Ackerman  
Vice President of Grain: Justin Yoesel  
Vice President of Agronomy: Mike Battin  
Vice President of Energy: Larry Ehrman  
Vice President of Human Resources: Sarah Ayres  
Vice President of Health and Safety: Doran Burmood

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Brent Woodman, Vice Chairman	Jason Hupf
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Erin Anderson, Advertising Manager  
Katie Griess, Advertising and Media Specialist

# A LETTER FROM THE CEO

*Gary Brandt, CEO*



There seems to be a disconnect between the statistics explaining our economy and the way people are feeling and planning for the future. Employment rates, stock market performance, and GDP figures all suggest an economy that may avoid contraction. However, the employees of CPI and our member owners may not share the same level of confidence in these statistics.

CPI has enjoyed a successful streak over the past several years. As we enter the second half of our fiscal year, it is time to reassess our budget and inform the CPI Board of Directors about how we feel CPI will perform over the next five months. We are revising our local profit projection to reflect the falling grain prices and the subsequent narrowing of margins that accompanies those price levels. On the positive side, the lower cost of fertilizer and chemicals offer a silver lining, and we are working hard to promote our offerings to as many farmers as possible.

Over the past year, CPI's Agronomy Division has welcomed five new sales staff members and we continue to seek customer service experts to expand our team and coverage area. Despite the overall decrease in fertilizer prices, the market remains as volatile as ever, with prices showing a slow upward trend as spring approaches.

CPI understands that the equity on our balance sheet belongs to the cooperative's owners – the very individuals reading this article and newsletter. We know that we have an obligation to use that money wisely and in ways that enhance the ease and profitability of your farming operations. Plans are in place to add storage space in Hildreth and we are working on similar plans for additional locations. We know the speed of dumping is of critical importance to you. The addition of quality bunkers, while not as exciting as upright storage, is a way for us to provide immediate impact with speed and space. These quality bunkers also allow us to maximize the impact of every dollar and give us flexibility if the market changes.

Throughout CPI, we understand that the cooperative must add value to you and your operation. We strive to leverage every dollar of equity you have invested in CPI for maximum effect. Smart budgeting, strategic investing, and sensible spending has served our coop for 118 years, and we are dedicated to ensuring our presence for generations to come.

## **Customer Service Feedback**

*CPI is seeking exceptional customer service. We've created a short survey to gather feedback and insights from our customers about your experiences and satisfaction levels with CPI in the last 6-12 months. Click the link below to access the survey.*

[www.surveymonkey.com/r/9DXF3XB](http://www.surveymonkey.com/r/9DXF3XB)

A handwritten signature in blue ink that reads "Gary Brandt". The signature is written in a cursive, flowing style. Below the signature is a decorative graphic consisting of overlapping yellow and green curved shapes.

# EMPLOYEES RECEIVE SERVICE AWARDS

The following employees were recognized for their years of service at CPI's Employee Retreat:

## 5 Years

Martin Benes	Juniata
Jana Zander	Funk
Conner Wells	Axtell
Diane Spaulding	Minden
Justin Yoesel	Hastings Corporate
Darrell Schall	Trumbull
Jennifer Lewis	Campbell
Tony Truong	Hastings Liquid Plant
Joel De Leon Jr	Nelson

## 10 Years

Sandy Kothe	Blue Hill Premier Stop
Harley Scarlett	Juniata Oil & Grease
Kathy Lacey	Hastings
Mark Robinson	Trumbull Fuel
Jenny Hansen	Axtell
Joe Hansen	Transportation
Lisa Peter	Hastings Corporate
Bryan Thomas	Juniata
Josh Harms	Sales Agronomist
Ryan Nickerson	Wood River
Jeremy Rice	Campbell

## 15 Years

Eric Brown	Red Cloud Fuel
Derrick Drohman	Sales Agronomist
Blake Ehly	Kenesaw
Warren Hull	Juniata Station
Brian Arnold	Hastings Ag Hub
Kirk Halbmaier	Ag Maintenance
Brenda Hall	Hastings Corporate

## 20 Years

Lynn Rose	Hastings Corporate
Jamy Schultz	Energy Sales
Mike Meadows	Millwright

## 25 Years

Jim Urbina	Area Manager
Vicki Yost	Hastings Corporate
Mike Garrett	Sales Agronomist
Greg Kruciak	Roseland Fuel
Keri Ingram	Juniata
Mary Minnick	Grain Origination

## 2024-2025 NCCEF SCHOLARSHIPS

The Nebraska Cooperative Council Education Foundation (NCCEF) will provide 11 scholarships totaling \$31,000 for the 2024/25 academic year to students at UNL's College of Agricultural Sciences and Natural Resources (CASNR), the NCTA at Curtis, and UNK. The scholarship program includes:



**(7) \$3,000 scholarships at UNL in honor of Michael S. Turner—one to a freshman and the balance to upperclassmen—majoring in Agribusiness or Agricultural Economics**

**(1) \$3,000 scholarship at UNL in honor of Robert C. Andersen to an upperclassman majoring in Agribusiness or Agricultural Economics**

**(2) \$2,000 scholarships at NCTA in honor of Michael S. Turner to students majoring in Agribusiness or Ag Production Systems**

**(1) \$3,000 scholarship at UNK in honor of Michael S. Turner to an upperclassman student majoring in Agribusiness**

Complete an online application form and submit it electronically to UNL, NCTA, or UNK by April 15, 2024. The application can be found on [www.nebr.coop/foundation/scholarships](http://www.nebr.coop/foundation/scholarships)

# WELCOMING BACK H-2As

Once again, CPI has partnered with Golden Opportunities International, LLC, to leverage the H-2A program in meeting our staffing requirements across various locations. This program facilitates the recruitment of motivated individuals with work visas, enabling them to join us on a 10-month contract. This year, our H-2A employees hail from diverse regions of South Africa. The integration of H-2A assistance aims to enhance workforce efficiency and agility, especially during the demanding peak seasons. Presently, we have sixteen dedicated employees participating in this program, primarily stationed at our Franklin, Hastings, Hayland, Minden, Ragan, Sutton, and Trumbull locations. We encourage you to extend a warm welcome to them should you have the chance to meet them at any of our facilities!



**Front (L to R):** Franscois Conradie, Jan Horn, Gurt Botha, Seymour Hu, & Jandre Theart  
**Row 2 (L to R):** Chris Ackerman, Donovan Bester, Jakes Williams, & Izak Vorster  
**Row 3 (L to R):** Gerrit Dreyer, Pieter Pieterse, Wayne du Plessis, & Brian Saayman  
**Back (L to R):** Tommie Van Der Merwe, Morne Swart, & Dean Bouwer

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## NOMINATE A CPI EMPLOYEE FOR MLM AWARD

Help us recognize employees who are dedicated to making local matter, whether through safety, customer service, or community involvement by nominating them for the Making Local Matter Award. Deserving employees will be spotlighted throughout the year on our social media platforms and in our employee and patron newsletters.

Know an employee who should be nominated? Fill out the quick nomination form at:

[www.cpicoop.com/mlmaward](http://www.cpicoop.com/mlmaward)

# ANHYDROUS SAFETY

*Doran Burmood, Vice President of Health & Safety*



As anhydrous season kicks into gear, it's crucial to prioritize your safety above all else. Handling anhydrous ammonia requires careful attention and adherence to safe handling practices, transportation, and maintenance. I'd like to share some anhydrous ammonia safety tips from the National Education Center for Agricultural Safety (NECAS) to help ensure a successful and incident-free anhydrous season.

***Anhydrous Ammonia will remove the moisture from anything it comes into contact with, causing freeze burns to skin, eyes, or the respiratory system.***

## **Wear Personal Protective Equipment (PPE)**

- Unvented goggles or full-face shield
- Long-cuffed gloves, impervious to ammonia
- Heavy duty long-sleeved shirt and pants
- Do not wear contact lenses
- Protective boots, slicker suit

## **Prevent Uncontrolled Releases**

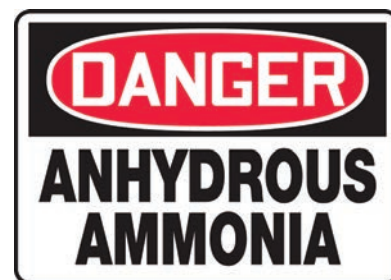
- Properly place the safety clip in the hitch pin; cross and secure safety chains
- Maintain a safe speed
- Perform safety inspections of the nurse tank, hose, running gear, and toolbar/applicator
- Work upwind of equipment, in case of a release
- Never assume NH<sub>3</sub> lines are empty

## **First Aid—Water, Water, Water**

- Have emergency water for flushing exposures
- Carry at least a 6-8 ounce squeeze bottle of fresh water at all times

## ***In the event of an exposure:***

- Flush area with large quantities of water for at least 15 minutes
- Seek medical attention right away
- Do not apply salves, creams, or ointments to the injury



## **Keep Children Away!**

- Children are much more vulnerable to NH<sub>3</sub> injury due to their larger surface area to body weight ratio.
- A child's respiratory system will suffer the effects of NH<sub>3</sub> exposure more so than an adult because children have a narrower airway and greater lung surface area relative to their body weight.



*Information supplied by the National Education Center for Agricultural Safety (NECAS)  
[www.necasag.org](http://www.necasag.org) or 888-844-6322*

# RECOGNIZING SAFETY LEADERS

Every year, the CPI Safety Team recognizes employees and locations who have gone above and beyond in their commitment to safety through their practices and procedures at our annual retreat.

## Rising Star Awards

Recognizes employees that do not compromise safety or integrity for a quick solution, but show leadership doing the job safely.



**Monte Curtis**  
G&A Operator  
@ Wood River



**Joe Gilbert**  
Millwright @  
Company-wide Grain



**Todd Sell**  
Tire Truck Specialist  
@ Trumbull



**Brandon Pham**  
Manager Trainee  
@ Lewis



**Brandy Dack**  
Energy Clerk  
@ Red Cloud Station



**Joel De Leon Jr**  
Sr Custom Crop  
Applicator @ Nelson



**Doug Hall**  
Petroleum Ops  
Specialist @  
Campbell Station



**Monty Kirk**  
Store Manager  
@ Clay Center  
Premier Stop



**Warren Hull**  
Fuel & Lubricants Ops  
Manager @  
Company-wide Energy



**Lance Sutter**  
Ag Maintenance  
@ Hastings Dry &  
Liquid Plants

## Excellence in Safety Location Awards

Recognizes locations that have the highest level of regard for honesty and integrity in their commitment to safety.



**Minden**



**Red Cloud Station**



**Hastings Dry Fertilizer Plant**



**Hastings Liquid Fertilizer Plant**





**JOIN US FOR ONE OF OUR**

# Farmer Forums

**Featured Topics:** Grain marketing outlook, fertilizer update, drone technology, fuel and lubricants, & more

**MARCH 11th, 12th, 13th** [CLICK FOR MORE INFORMATION](#)

## NEWS FACES IN SALES

We're thrilled to welcome these new faces who have joined our sales staff in the last six months.



**Zach Parr**  
Sales Agronomist  
zparr@cpicoop.com  
402-469-8328



**Mike Stephens**  
Sales Agronomist  
mstephens@cpicoop.com  
907-616-1199



**Cade Oswald**  
Sales Agronomist  
coswald@cpicoop.com  
402-604-0467



**Travis Keyes**  
Sales Agronomist  
tkeyes@cpicoop.com  
402-380-5520



**Brea Hostert**  
Grain Originator  
bhostert@cpicoop.com  
308-594-4072

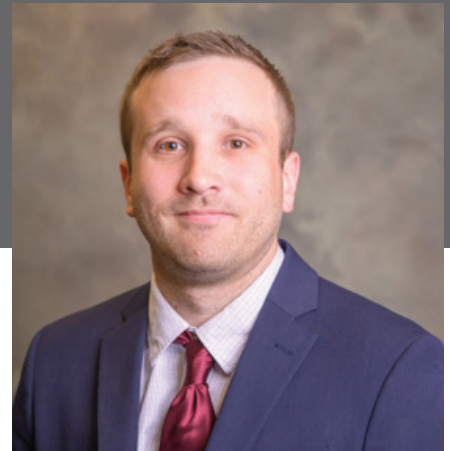


**Ashley Franklin**  
Grain Originator  
afranklin@cpicoop.com  
402-744-0115



# GRAIN DIVISION UPDATE

*Justin Yoesel, Vice President of Grain*



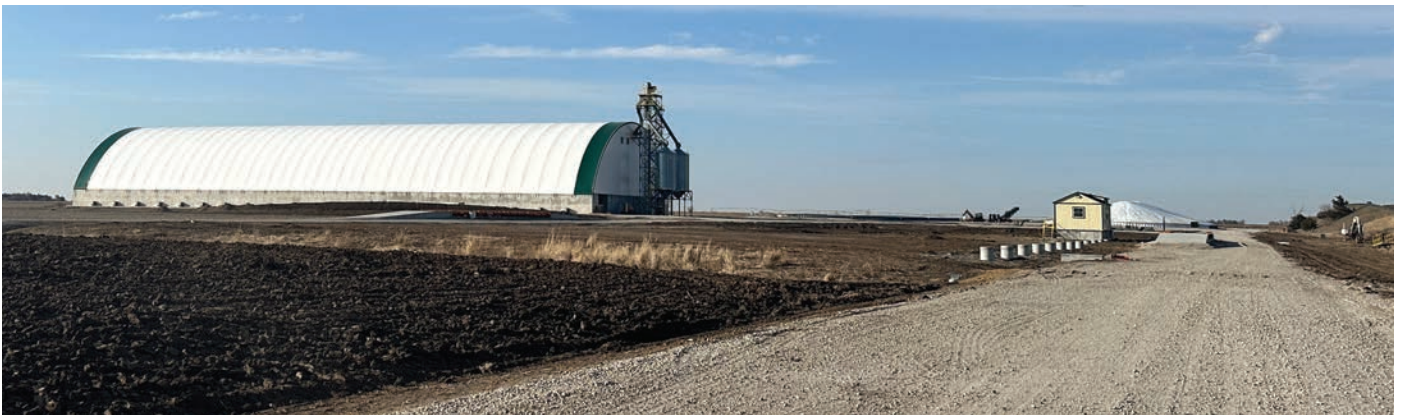
I hate to even bring this up, but it's been a volatile last 12 months in the grain markets. We saw \$7+ corn and sky-high basis during harvest of 2022, and then we entered into summer of 2023 with Dec futures corn prices going above \$6. We all knew \$7 corn wouldn't last forever, but with the dry weather we experienced across the Midwest, it felt like we might get one more year of \$7 corn. However, since about July 1st, corn prices have continued to drop all the way to the nearby futures month closing at \$3.9975 on Friday, 2/29/24. Is this the lowest price we will see? We won't know until we do. We are seeing well over 2-billion-bushel corn carryout, which suggests the market will have a hard time getting above \$5 for corn. Additionally, there have been plenty of conversations about a 3-billion-bushel carryout for crop year 2024/25. That certainly makes you wonder if \$4 corn will happen if that comes to fruition. On the flip side, the corn managed money is at record short corn futures. So once the managed money squeezes all the juice out, they will have to buy in their short position. If that happens in a small window, it would make things very interesting. If, at the same time, they not only decide to cover that position but also decide to go long, it could make things very wild. Will that happen? Well, we need demand to show up (exports), and we need a supply scare (hopefully in someone else's backyard), or in reality, likely a bit of both. What's important right now is dealing with what we can control. Knowing the cost of production and getting a realistic idea of what you can sell is a big part of "controlling what you can control". If you haven't sold any new crop yet (I'm guilty of that myself), starting with an average seasonal price contract is a great tool. For 16 of the last 20 years, using the average seasonal price contract has been better than selling bushels during October (using average Dec futures closing price throughout October). Again, putting offers out there is a great tool as well. There are often times a price happens and then retreats lower (especially during report days) before you can get a contract done. If you have any questions, as always, please reach out to your local originator, merchandising office, or to myself.

This recent harvest for CPI was just as light as the prior harvest. Not much we can do about the weather, but what I do know is our locations did an overall terrific job getting our patrons through our elevators and back to the field. Our operations team did an outstanding job making sure our locations were ready, operated safely, and when we had breakdowns, we quickly worked through them. In the past five years, CPI has added 25.8 million bushels of licensed space, and we intend to do more. A lot of that space has been ground piles, but in order for CPI to improve as many locations as possible, the ground piles are a necessary tool to make sure our unload speed and space keeps up with the rapid improvements in farm speed. CPI is again

looking to do more this coming year. With our major investment in Lewis (located on Highway 14 near the Highway 6 intersection), this year will likely be a smaller addition. Speaking of our Lewis location, the new grain building was not complete by harvest, but we did receive corn in a pile. The building is still waiting on electrical components that we expect to be done in April. We have a lot of big future plans for that site. It's an excellent location that will service our patrons for years to come.



LaVerne Rempel delivered the first load of corn to Lewis on Saturday, October 14th



Thank you again for your business. We are always asking ourselves how best we can make improvements for next harvest immediately after harvest ends. On top of that, we want your feedback on how we can make anything else we do better. We look forward to serving your needs during the growing season and especially at harvest. I want to wish everyone a safe, quick, and successful planting season.

# DEVELOPING A PLAN IN A DOWN MARKET

*Brea Hostert, Grain Originator*



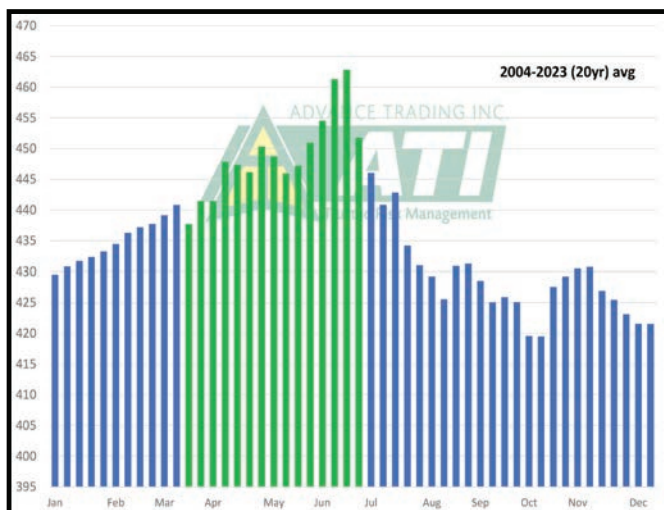
Nebraska weather has given us a taste of spring in the last couple of weeks, and with nice weather, things start to get busy between fieldwork, fixing machinery, hauling corn, and calving. Spring insurance prices were set on February 29 at \$4.655 per bushel for corn, which is 27% lower than last year, and \$11.546 per bushel for beans, down 16% compared to last year. These prices are an important component of revenue protection. Crop insurance provides growers with good risk management to start the year but also allows them to make new crop sales at levels that make sense for

their operation.

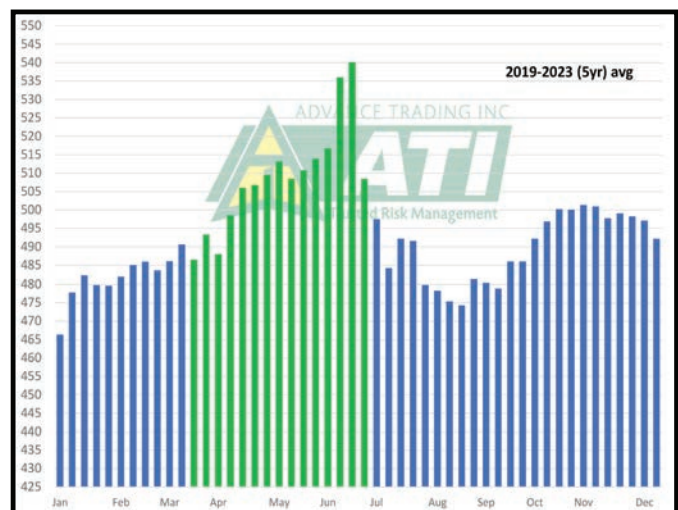
During the last nine weeks, we have seen the December '24 board decline from 5.1025 on December 26 to a recent 52-week low of 4.46 on February 26. Traditionally, April through June is when we historically see a rally in the markets, a time when we are busy in the field and not able to watch the markets every minute. During this time, it's worth getting offers working to sell your grain while you are busy or in the overnight sessions. As you can see in the graph below, both the 5-year and the 20-year averages indicate a rally during April through June. Putting offers in for both the 2024 crop and 2025 crop is important to help take the risk off as we are currently in a downtrend market. If these levels make sense for '24, it is important to get offers working for '25 crop as well to capture a portion of your production at these prices. In a market where funds are at a record short, these offers help you be ready to capture any rallies that are sparked from the liquidation of funds before it is matched with farmer selling.

It is important to know your breakeven and to develop a marketing plan that fits your operation. In downtrend markets, it is important to know your breakeven to help you make profitable decisions. If you are needing help calculating your breakeven or tracking your sales, we have a tool created to help make this easier for you. Please reach out to your CPI grain originator for any grain marketing options or to utilize our revenue tool generators. We look forward to helping you make 2024 a successful year.

**2004 - 2023 (20yr Avg.) December Corn Futures**



**2019 - 2023 (5yr Avg.) December Corn Futures**



# WHAT A DIFFERENCE A YEAR MAKES...

*Henry Aufdenkamp, Grain Merchandiser*



Looking back to a year ago at this time, what we saw was drastically different from the picture in front of us today. The early March '23 projected corn carry-out was around 1.3 billion bushels, and as it stands today, we are expecting north of a 2 billion bushel carryout. On 3/1/23, the May Futures board opened at \$6.31, and just one year later, it opened at \$4.2925.

2023 was a year of tighter supply and sharp inverses in the futures market (an inverse being where the nearby futures month is worth more than the latter futures months). The market wanted the corn now, not later. In contrast, 2024 is quite the opposite, a year of ample supply and large future carries (a carry being where the front futures month is worth less than latter futures months). The market wants the corn later and will pay you to store it.

In 2023, we saw incredible basis values right in the middle of harvest, largely driven by the demand pull from the state of Kansas. Later, those basis values would begin to taper as we reached a point where they rose high enough to get to 'rail replacement' (the point at which unloading corn via rail that ships from high supply areas, such as Illinois, is cheaper than trucking in our Nebraska corn).

I point all this out to emphasize that things can change incredibly quickly. We need to remain nimble and disciplined in our marketing plans and strategies as we are presented with opportunities to clean up the remainder of old crop bushels and get new crop harvest '24 sold. Springtime is historically a very good time to be a seller of new crop harvest corn. With the funds sitting on a record short corn position (greater than 340,000 contracts), if we see a bounce in futures, it could happen very fast.

As you are formulating and finalizing your marketing plan for the coming year, or if you ever have any questions about the markets, please feel free to reach out to your CPI Grain Originator.

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## 2023 LOCAL HUNGER DONATIONS

As the 23-24 school year began, CPI challenged our employees to make donations to local schools with hunger initiatives. Each dollar donated was tripled by CPI. We were able to donate a combined total of **\$40,100** to seventeen local schools' programs. The minimum donation to each program was \$1,820!



Adams Central Public Schools



Axtell Public Schools



Blue Hill Public Schools



Fillmore Central Public Schools



Franklin Public Schools



Giltner Public Schools



Hastings Elementary Schools



Hastings Middle & High School



Kenesaw Public Schools



Lawrence Nelson Public Schools



Red Cloud Beef Boosters



Sandy Creek Public Schools



Silver Lake Public Schools



Superior Public Schools



Sutton Public Schools



Wilcox-Hildreth Public Schools



Wood River Public Schools



**MAKING** *Local* **MATTER**

# 2023 MATCHING FUNDS DONATIONS

In 2023 CPI partnered with CoBank and the Land O'Lakes Foundation to provide a helping hand to the organizations who help keep our rural communities safe. With the help of CoBank's Sharing Success program, CPI was able to donate a total of **\$20,000** to four communities within our trade area: Franklin, Lawrence, Trumbull, & Wood River. Utilizing the Land O'Lakes Member Co-op Match program, CPI was able to donate a total of **\$27,050** to ten communities: Bladen, Clay Center, Funk, Geneva, Giltner, Harvard, Juniata, Nelson, Riverton, & Ruskin.



**Bladen Volunteer Fire Department**  
Towards a New Fire Hall



**Clay Center Volunteer Fire Dept**  
For Extrication Tools & Equipment



**Franklin Volunteer Fire Department**  
For Wildland Fire Gear



**Funk Volunteer Fire Department**  
For Battery Operated Sawzall



**Geneva Volunteer Fire Department**  
For Thermal Image Camera



**Giltner Volunteer Fire Department**  
For Jaws of Life



**Harvard Volunteer Fire Department**  
For New Ambulance Equipment



**Lawrence Volunteer Fire Dept**  
For Wildland Fire Gear



**Nelson Volunteer Fire Department**  
For Float Pump



**Riverton Volunteer Fire Department**  
Towards a New Fire Hall



**Ruskin Volunteer Fire Department**  
For Thermal Image Camera

## Recipients Not Pictured in Matching Photos:

**Juniata Volunteer Fire Department**  
For Hydraulic Ram

**Trumbull Volunteer Fire Department**  
Towards a Station Remodel

**Wood River Volunteer Fire Dept**  
For Thermal Image Camera

# 2024 MATCHING OPPORTUNITY NOW OPEN

CPI is once again partnering with CoBank and the Land O'Lakes Foundation to provide our local communities with funds to support local projects. The CoBank Sharing Success Matching Grant Program and the Land O'Lakes Foundation Member Co-op Match Program match the cash donations of member cooperatives.

**Over the past seven years, CPI has been able to donate over \$200,000 to first responders thanks to these programs.**

These matching program funds are awarded to a wide variety of eligible local projects undertaken by nonprofit organizations. Grants are restricted to organizations with tax-exempt status under Section 501(c)(3) of the Internal Revenue Code. CPI invites local fire departments and first responders take advantage of these generous programs to help fund any upcoming projects.

The matching funds request form is available now on the CPI website ([www.cpicoop.com](http://www.cpicoop.com) > **About > Donations & Scholarships**). **The deadline to submit requests for consideration is April 1st, 2024.** All requests received after this date will not be considered for this year's matching funds. You may email the completed request form and a copy of your tax-exempt form or W-9 to [donations@cpicoop.com](mailto:donations@cpicoop.com) or send them to: Cooperative Producers, Inc., Attn: Katie Griess, PO Box 1008, Hastings, NE 68902

All applications will be reviewed and applicants will be notified of our final decision by July 1st.



## CPI SCHOLARSHIP OPPORTUNITY REMINDER

Every year we provide financial assistance to students of CPI patrons and employees by awarding scholarships for post-secondary education. '24 scholarship applications are being accepted until March 24, 2024. Five \$1,000 scholarships will be awarded to dependents of CPI patrons and three \$1,000 scholarships will be awarded to dependents of CPI employees. Students must be seniors in high school to be eligible. Find more information about scholarship eligibility and apply online at:

[www.cpicoop.com](http://www.cpicoop.com) > **About > Donations & Scholarships**

Please contact Katie Griess at [kgriess@cpicoop.com](mailto:kgriess@cpicoop.com) with any questions.



# WHAT'S IN STORE FOR SPRING OF '24?

*Mike Battin, Vice President of Agronomy*



The month of March has an old proverb that goes, “In like a lion, out like a lamb.” However, this March could very easily come in like a lion and leave with the same disposition. One thing many of us love about agriculture is it’s never stagnant, and you never have to look for a new challenge.

If you raise dicamba tolerant soybeans, then you, in part, understand what I am talking about. On February 6th, the District Court in Arizona issued an order and judgment vacating the registrations for the for XtendiMax, Engenia, and Tavium, deeming it unlawful for the registrants - Bayer CropScience LP, BASF, and Syngenta Crop Protection, LLC - to sell or distribute these products except for the purposes of proper disposal or lawful export.

On February 14th, the EPA announced the issuance of an Existing Stocks Order for over-the-top uses of dicamba. Essentially, this order laid out the following existing stocks provisions:

- a. Sale or Distribution by the Registrants.** As of **February 6, 2024**, sale or distribution by the registrants of these products is prohibited, **except** for the purposes of proper disposal or to facilitate lawful export.
- a. Sale or Distribution by Persons other than the Registrants.** Persons other than the registrants, including but not limited to co-ops and commercial distributors, who are already in possession of these products as of **February 6, 2024**, may sell or distribute these products until the end date for sale and distribution of existing stocks identified in **Table 1**; **except** that such persons may distribute these products after the date identified in **Table 1** solely for purposes of proper disposal, lawful export, or to facilitate return to the manufacturer.
- a. Distribution or Sale by Commercial Applicators.** Notwithstanding paragraph 2.b, for the purpose of facilitating use no later than the relevant end date for use of existing stocks identified in **Table 1**, distribution or sale of existing stocks of these dicamba products that are in the possession of commercial applicators is permitted until the relevant end date for use in **Table 1**.
- a. Use of Existing Stocks.** As of the date of this order, use of XtendiMax, Engenia, and Tavium is permitted until the relevant date identified in **Table 1**, provided that such use of existing stocks is consistent in all respects with the previously approved labeling accompanying the product.

What does this mean for CPI and our customers? As it stands today, if you are a customer of CPI that applies your own dicamba over the top of soybeans, you must receive these products into your own warehouse, and they must be invoiced by May 30, 2024. If you are a customer of CPI and we are applying dicamba over the top of your soybeans, these applications must be made



and invoiced by June 30, 2024. Since CPI will not be able to return any dicamba products back to the manufactures after the 30th of June, we are asking all of our customers to please have their custom applied dicamba acres on the books by June 20, 2024.

This is the second time now in roughly three years where we have seen dicamba come under the microscope. While the future of this technology is still uncertain, the potential for re-registration of these products certainly looks bleak.

Another factor facing growers heading into March is the continued volatility in fertilizer and grain markets. Fertilizer prices are still better than a year ago, but unfortunately, grain prices are much lower. Throughout history, the ebbs and flows of commodity price volatility have frequently mirrored one another. Today, that does not appear to be the case.

Many questions surround the reasons why fertilizer prices continue to be so volatile, but three immediate factors come up in most conversations: supply, demand, and global unrest. Supply issues began last fall with lower beginning inventories, coupled by fewer imports and numerous production issues, leading to fewer tons being produced across the manufacturing industry. Global unrest led to the blocking of shipping lanes, primarily through the Red Sea, ships being destroyed, and others being turned back. As a result, fewer tons hit the U.S. ports, and the tons that did arrive incurred additional cost. From a demand standpoint, a mild fall coupled with an early spring across the United States has continued to dehydrate a market that was already thirsty for product.

Where do we go from here? The fertilizer industry continues to be bullish going into planting season. There a very few indications that the current demand slows or collapses. It's hard to know if we are at the top, but it certainly feels like we should be. Remember, fertilizer is a commodity just like corn and soy. We would like to encourage all of our customer to evaluate the potential of layering their fertilizer purchases, taking contracts throughout the season. Many of you do not sell all of your grain in one day; we don't expect you to purchase all of your inputs in one day either.

To all of you, who feed all of us, thank you! Please have a safe and prosperous 2024.

---

## FUEL THE CURE DONATION TOTAL

In October '23 we participated in the Nebraska Ethanol Board's Fuel The Cure campaign. When you filled up with higher blends of ethanol — from E15 to flex-fuel E85—at one of our eleven participating locations, we contributed 3¢ per gallon to breast cancer research. CPI patrons pumped a total of **117,999 gallons of ethanol** during the month of October and we donated a total of **\$3,539.97** towards the cause.

A grand total of \$18,733.66 was presented to the Fred and Pamela Buffett Cancer Center in Omaha. The six-year campaign donation total has grown to \$64,572!



# NEW TECHNOLOGY OFFERINGS IN 2024

*Katelyn Duffy, Precision Agronomy Manager*



It's hard to believe that planting season of 2024 is already almost here. We've been busy getting fields sampled and fertilizer applied.

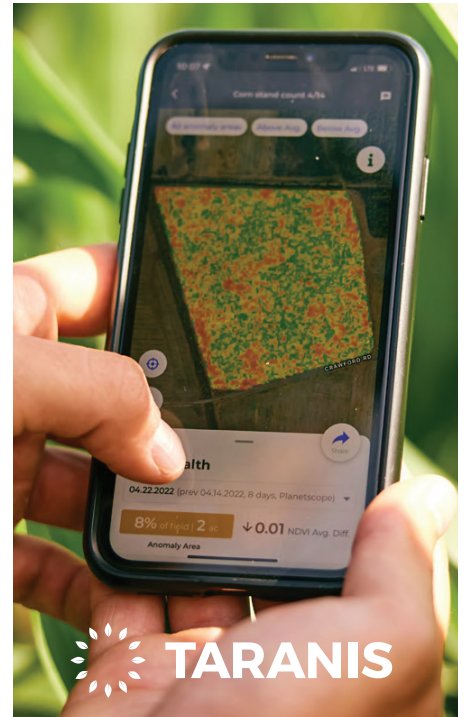
For 2024, we've added new technology tools for growers to access to assist in their farming operation. One of the key tools is Taranis drone imagery. A drone

flies over the entire field, documenting and identifying stand count, weed identification and pressures, nutrient deficiencies, and insects. Gone are the days of only a few checks in the field; now reports cover the entire field, complete with pictures for verification, all sent to an app on your phone for convenient access.

Have you ever considered a drone application for the whole field acre? Drones are very efficient in applications, the plant moves in a circular motion for more even coverage. When applying cover crop with a drone, stands have shown to be thicker than with airplane application, as the plant shakes seeds to the ground. We will be offering drone applications for aerial approved chemistry, fungicides, insecticides and cover crop.

We've been exploring the use of biologicals over the last few years and their impact on yield. We're leading the biological pack with our Showtime Evolve product. Evolve contains 12 strains of bacteria with easy mixing capabilities and provides season-long nutrient access. Evolve doesn't just take care of nitrogen; it also assists Zn, K, Mn, P, S.

We are continually adding and analyzing new tools and additives to make available to our growers, benefiting their operations and providing a positive ROI. Please reach out to me if you'd like to discuss our technology offerings further at (402) 257-7318 or [kduffy@cpicoop.com](mailto:kduffy@cpicoop.com).



# ENERGY UPDATE

*Larry Ehrman, Vice President of Energy*

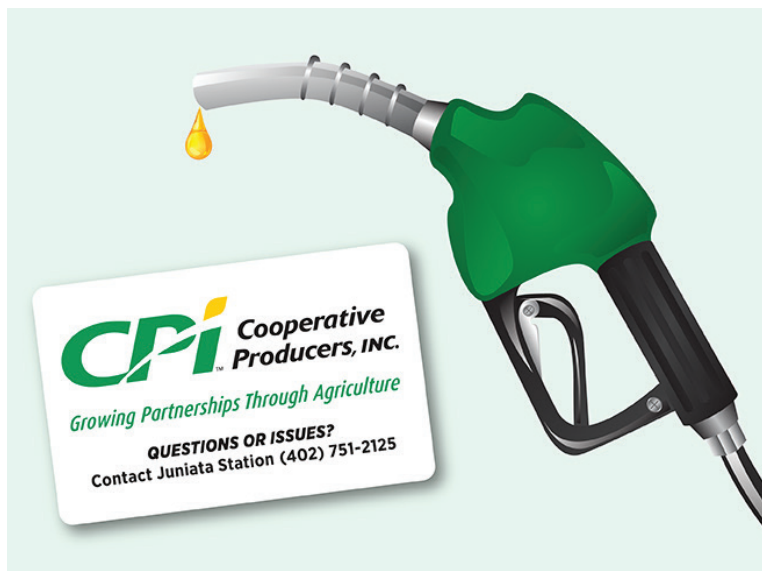


It's been a relatively mild winter so far, with only a couple of challenging weeks, which our exceptional employees managed to navigate with great efficiency. Despite closed roads and operational limitations, our propane routing system performed admirably, ensuring minimal disruptions. However, on the fuel side, we faced some hurdles when local terminals ran out of number one diesel fuel, necessitating trips to McPherson, Kansas, to replenish our supplies. Fortunately, our bulk plants remained well-stocked throughout the cold spell, allowing us to meet all customer needs.

With the mild winter, we've geared up for spring. Winter fill was delayed for many because of the much-needed moisture we received made it impossible to get to pivot tanks. Things have dried up now and all orders have been delivered.

Locking in contracts for summer and fall remains a wise option if you haven't already. Inventories have recovered to decent levels as demand has been slow to rebound due to a sluggish economy. We've been seeing an increase in diesel demand and exports are high, so we don't anticipate much more of a downtrend as we get into spring and summer. While supply issues are not anticipated this spring, unexpected refinery shutdowns like BP's Whiting Indiana facility could impact Midwest inventories if it takes a while to get up and running again.

Our supplies of DEF, lubricants, antifreeze, and grease are well-stocked for the spring season. I encourage you to read the article on the harm green antifreeze can cause to your cooling system. Eventually green antifreeze will be discontinued, so ask us about your other antifreeze options!

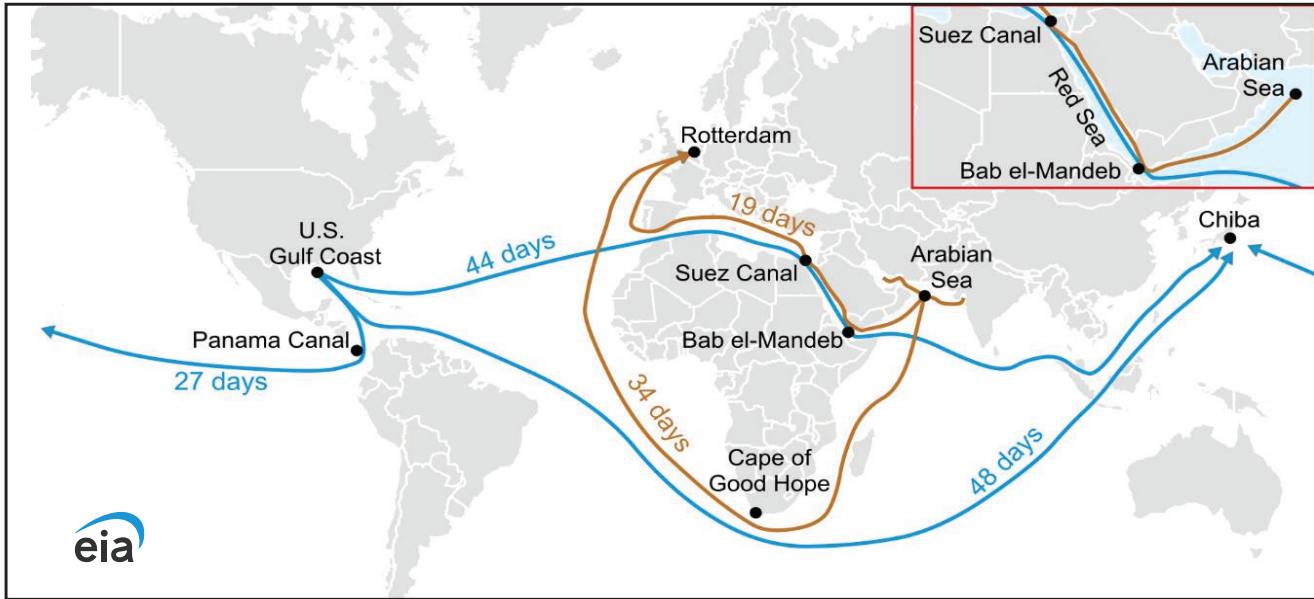


We are excited to have our new fuel card processing system up and running, offering a 5-cent discount on gas and a 10-cent discount on diesel to all our fuel card customers at the pump. The system also offers enhanced features for card control, reporting, and account access. If you don't have a fuel card, fill out the application on our website ([www.cpicoop.com/resources](http://www.cpicoop.com/resources)) or give us a call at the Juniata Energy Office at (402) 751-2125.

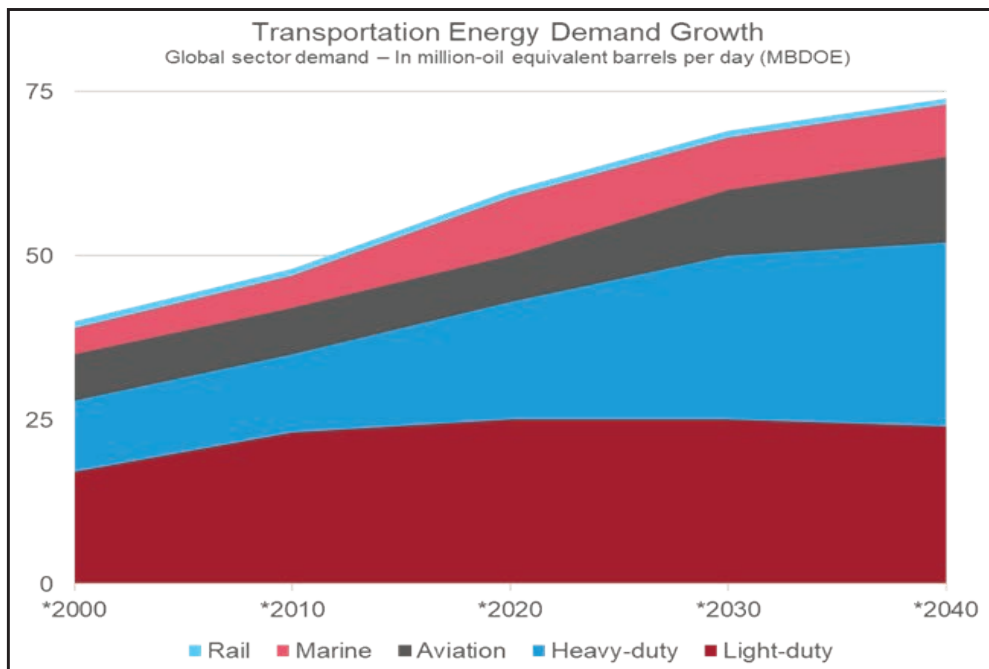
Though our tire division had a busy winter, they are fully prepared for spring. We invested in training for several of our tire truck specialists and we feel we have the best mobile tire truck fleet in the region. Our shops are now offering light mechanical work.

One of the more bullish items in the market is the increase in shipping times for products that would normally go through the Suez Canal. Many vessels are choosing to travel longer routes to stay safe which is affecting transportation charges. The map below shows how it affects shipping time.

**Red Sea attacks increase shipping times and freight rates**  
**Selected commercial shipping routes, as of January 2024**



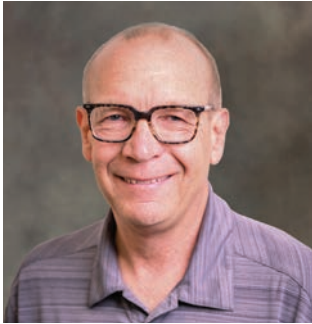
There has been a lot of speculation regarding the demand for diesel fuel as the country shifts towards a greater number of electric vehicles. The chart below shows the projection for diesel demand through 2040 and it indicates demand will actually increase. The only segment that shows a decrease is light duty which would be expected with diesel pickups and autos converting to electric. Gasoline demand has a downturn but not as much as you might think. Despite market uncertainties, we remain committed to meeting our customers' needs and providing top-notch service.



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# GREEN ANTIFREEZE

*Warren Hull, Energy Operations Manager*

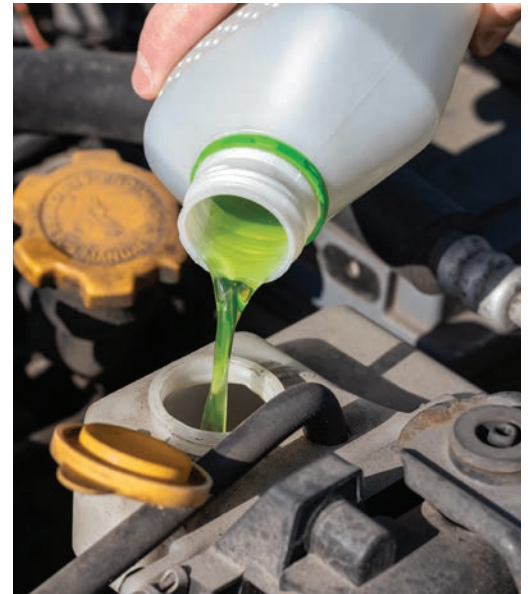


Typical antifreeze is 96% water and glycol, with the remaining 4% consisting of additives to prevent corrosion, liner cavitation, scaling, and deposits. In the late 90s, engine manufacturers began recommending extended-life antifreeze for new engines utilizing high levels of aluminum in their cooling systems. However, confusion arose as antifreeze meeting these recommendations came in many different colors, with green being the conventional antifreeze standard prior to 1996. The issue lies in green antifreeze's potential damage to modern engines and contamination of

factory-fill OEM products. We recommend OAT (Organic Acid Technology) antifreeze because it meets modern requirements, works across all engine types, and offers extended life, eliminating the need for change for up to 1,000,000 miles/20,000 hours or 8 years. It can be used in engines manufactured prior to 1996 and has the same extend life eliminating the requirement to drain annually. Always consult OEM recommendations for products to maintain the warranty of your machinery.

**If you're still using green antifreeze, you may be harming your engine, so consider these points:**

1. If your vehicle is a model year 1996 or newer, you may be using suboptimal antifreeze for your system, as most automotive manufacturers of these years utilize OAT antifreeze due to high aluminum content in their cooling systems.
2. Conventional technology antifreeze can lead to increased maintenance costs compared to OAT antifreeze/coolant.
3. Heavy-duty applications with conventional green antifreeze/coolant can result in catastrophic damage such as liner pitting/cavitation. Review manufacturer recommendations, as green antifreeze may require Supplemental Coolant Additives (SCAs) for heavy-duty use.



Additionally, consider using premixed antifreeze over concentrate and self-mixing. Premixed antifreeze utilizes deionized water, reducing the risk of contaminants reacting with metals in your system. If using concentrate, ensure you blend it with deionized water for optimal performance.

For further insights, refer to this tech talk summarizing why green antifreeze isn't recommended for modern engines:

[kostusa.com/tech-talks/#uael-video-gallery-634267c-4](https://www.kostusa.com/tech-talks/#uael-video-gallery-634267c-4)

# NEW OFFERINGS IN THE TIRE DIVISION

*Richard Holdsworth, CPI Tire Operations Manager*



We have some exciting things happening in our tire division right now, making us more prepared than ever to serve and meet your needs this spring!

We have tires in stock to cover all of your pivot and ag needs.

- We're currently offering rebates on all radial Firestone Ag tires. Purchase two or more qualifying radial ag tires, and receive an instant rebate ranging from \$200 to \$300 per tire. This rebate runs through May 31st.
- Our spring pivot tire special is back in action! BKT pivot tires are discounted by \$50 to \$60 per tire, Titan pivot tires by \$75 per tire, and Dobermann K-9 non-directional tires by \$50 per tire. We've also discounted 10x38 8-hole galvanized pivot wheels by \$100 per wheel! This sale runs through April 30th. Contact our Tires Sales Representative, Jake Zoucha at (402) 469-5937 for more details.

As Larry mentioned in his article, we are expanding our services by offering light mechanical services at our shops. Additionally, the new manager at our Axtell Station, Larry York, is offering small engine work on your lawn mowers and snow blowers. We are waiting on the delivery of our new alignment rack in Juniata, so keep an eye out for the news on when we'll be offering alignments again!

To top it off, we've upgraded our truck fleet, with a new 2023 Ford F-550 service truck stationed at our Funk location and a new 2024 Kenworth T280 service truck set to arrive any day now. At our core, we're committed to providing top-notch service and building strong relationships with our customers, backed by the best employees and equipment in the industry.

## SPRING SALE

JUST IN TIME FOR PIVOT SEASON



**11.2-38/C TT**  
SALE PRICE  
**\$410\***  
- Originally \$475 -



**14.9-24/C TT**  
SALE PRICE  
**\$380\***  
- Originally \$430 -



**11.2-38/B TL**  
SALE PRICE  
**\$475\***  
- Originally \$550 -



**14.9-24/B TL**  
SALE PRICE  
**\$475\***  
- Originally \$536 -



**11.2-38/C TL**  
SALE PRICE  
**\$340\***  
- Originally \$400 -



**10x38**  
Reinforced Galvanized Wheel  
SALE PRICE  
**\$400\***  
- Originally \$525 -

# NEW PROCESSOR BRINGS ADDED BENEFITS

Tarah Hoyt, Energy Accounting Manager



At CPI, we are constantly striving to enhance our offerings and provide you with the best possible experience. We've recently implemented a new processing system for our fuel cards that will provide additional value to your business with a 10¢ discount on diesel and 5¢ discount on gas while using your card at the pumps. The system offers a web-based portal with features to allow you to take control of your account.

You will notice no outward change and your current fuel cards will still work at the pumps. If you are needing new fuel cards, please fill out our CPI Fuel Card Application on the website ([www.cpicoop.com/resources](http://www.cpicoop.com/resources)) or contact the Juniata Energy Office at 402-751-2125 or myself at [thoyt@cpicoop.com](mailto:thoyt@cpicoop.com).

Key Features of the web-based portal giving customers the ability to:

- Access data in real-time, 24 hours a day
- View and print your receipts
- Choose your own customized pin(s)
- Run usage reports
- Turn cards on/off
- Report cards lost/stolen
- Assign names to cards
- Improved card durability

To set up account access to the web-based portal, please contact the Juniata Energy Office at 402-751-2125. Thank you for being a valued customer of CPI. We look forward to fueling your needs.

COOPERATIVE PRODUCERS, INC 265 N SHOWBOAT BLVD HASTINGS, NE 68901  Business Phone: (402) 463-5148  2015 FORD F150-HASTINGS(AE2) 1234 EXAMPLE LANE HASTINGS, NE 68901		<table border="1"> <tr><td>INVOICE #</td><td>7989472</td></tr> <tr><td>INVOICE DATE</td><td>11/13/2023</td></tr> <tr><td>DUE DATE</td><td>11/13/2023</td></tr> <tr><td>TOTAL DUE</td><td>\$ 77.39</td></tr> <tr><td>TERMS</td><td>Due Upon Receipt</td></tr> <tr><td>ACCOUNT #</td><td>300546</td></tr> </table>	INVOICE #	7989472	INVOICE DATE	11/13/2023	DUE DATE	11/13/2023	TOTAL DUE	\$ 77.39	TERMS	Due Upon Receipt	ACCOUNT #	300546																																																																																																																		
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These are examples of some of the features you can access on the web-based portal once we've set up an account for you:

View & print individual invoices

Run usage report on a vehicle for a particular time frame

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# WELCOME PURINA FEED LPS, NICOLE WOITA



Please help us welcome Nicole Woita to the CPI team. She has recently been hired as our Purina Livestock Production Specialist, based out of our Juniata location. Nicole will be conducting farm visits and collaborating with local producers on their feed requirements.

Nicole, born and raised outside of Valparaiso, NE, grew up working on her family's crop and livestock operation. In 2016, she enrolled at the University of Nebraska-Lincoln, majoring in animal science with a focus on food production and management. During her studies, Nicole seized the opportunity to intern with Sitz Angus Ranch in Montana. Graduating with her bachelor's degree in 2020, she immediately pursued a Master's Degree in Ruminant Nutrition. Part of her Master's program led her to the Gudmundsen Sandhills Laboratory in western Nebraska for her research, where she concentrated on supplementation strategies for young May-calving range beef cows. During her time there, she actively participated in various ranch activities including calving, branding, cattle handling, weaning, and breeding protocols. In 2022, Nicole successfully defended her thesis and earned her Master's Degree. Subsequently, she continued her career in research at the USDA Meat Animal Research Center in Clay Center, NE.

Nicole is eager to work with local producers, specializing in cattle nutrition. Her services include:

- On-farm Consultation
- Ration Balancing
- Body Condition Scoring
- Feed Trials
- Feed Sample Analysis

**Contact Nicole Woita:**  
[nwoita@landolakes.com](mailto:nwoita@landolakes.com)  
(402) 802-0185

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## SUMMER INTERNSHIPS ARE STILL AVAILABLE

Internship opportunities for the upcoming summer are still available in the following areas:

- Agronomy
- Information Technology Support
- Multimedia

### Know a college student looking for a summer internship?

Our internship program helps future generations gain valuable knowledge and experience while exploring career paths at CPI. We provide students with “real life” situations that will challenge them to put their education to use.

Send a resume to: Cyndi Vencill at [cvencill@cpicoop.com](mailto:cvencill@cpicoop.com)

Accepting applications through March 31st.







Cooperative Producers, Inc.  
 265 N Showboat Blvd  
 PO Box 1008  
 Hastings, NE 68901

CONNECT WITH US:



Cooperative Producers Inc.



@CPI\_coop



@cpicoop



# SAVE INSTANTLY

WHEN YOU BUY TWO OR MORE FIRESTONE AG TIRES  
 NOW THROUGH MAY 31st

**\$200** off all eligible non-AD2 radial tires

**\$300** off all eligible AD2 radial tires

**More load capacity. Less soil compaction. That's the IF/VF difference.**

Having the right tires will improve fuel efficiency, allow your equipment to run better, and keep your fields in better shape.

Valid only at certified Firestone Ag dealers in the United States and Canada.

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