



Fieldviews

SPRING 2022 EDITION

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GROW YOUR CAREER WITH UFC

JENNY KROHN, TRAINING AND DEVELOPMENT MANAGER



There has never been a better time to secure a career rooted in tradition, innovation and technology! We currently have a number of professional experiences and excellent earning opportunities. If you are hardworking and share our passion for the industry, we want to hear from you!

Jenny Krohn
Training and Development Manager
507.232.1013
jenny.krohn@ufcmn.com

CURRENT FULL-TIME CAREER OPPORTUNITIES

Agronomy Operations - Brownton Location
Agronomy Operations - Winthrop Location
Feed Delivery Driver - Klossner Location
Feed Delivery Driver - Cologne Location
Energy Account Representative - New Germany
Grain Handling Construction - Lafayette Location
Grain Elevator Operator - Brownton Location
Grain Elevator Operator - Klossner Location

EMPLOYEE BENEFITS

- You'll like UFC's benefits!
- Competitive Wages
- Medical – High Deductible Health Plan with HSA. Wellness component and a prescription drug program.
- Single coverage
- Single plus child, or single plus spouse
- Family coverage
- Dental
- Vision
- Life Insurance
- Paid Time Off
- 401K Plan with up to 4% Employer Match
- Flex Spending Accounts for Medical and Daycare
- Profit Sharing
- Uniform Program
- Shop Tool Reimbursement Program
- Long Term Disability
- Critical Illness
- Accident Insurance
- Direct deposit payroll
- Family Leave
- Awards Recognition Program
- Ongoing employee training paid by UFC

WE HAVE OPENINGS ON OUR GRAIN HANDLING CONSTRUCTION TEAM.

There are full time, part time and summer seasonal positions available. Jobs include pouring cement, building grain legs and pneumatic systems, installing bin floors and repairing grain bins. If you are looking for employment, or just looking to make a change, contact Steve Heldt at 507.543.4172 or steve.heldt@ufcmn.com

APPLY TODAY AT
[UFCMN.COM/CAREERS](https://ufcmn.com/careers)

A SEASON OF OPPORTUNITIES

JEFF MANDERSCHIED, CHAIRMAN OF THE BOARD

Spring is just around the corner. A season that brings new life, renewal, growth, and prosperity. For me personally, spring is the perfect reminder that no matter how challenging life may seem a new season of rebirth and regeneration is ahead. Professionally speaking there is no better metaphor to describe the season in which your cooperative is in. We are halfway through fiscal year 2022, and there has been no shortage of headwinds. From supply chain disruptions, price increases, labor shortages and geopolitical influences, all divisions of UFC have experienced challenges most of us never expected in our lifetime. Yet through hard work, strong attention to detail and creative problem solving, your cooperative continues to be financially strong and future focused. I am optimistic about the many opportunities available to us in the season ahead, and you should be too!

Looking ahead, here are three key opportunities your board of directors is focusing on:

EQUITY RETIREMENT

UFC's existing equity retirement policy allows members to receive their payout at age 69, and then again at age 79 and annually thereafter. While this policy has served UFC members well, your board of directors is focused on improving this policy and accelerating the payout process for future generations. Due to year-over-year increased profitability, we have the financial

flexibility to accomplish this. We will continue to pay out existing retirement equity to those who meet the age requirements as part of the original policy. At the same time, increased profitability has also given us an opportunity to distribute cash patronage back into members' pockets before age 69. We recognize that expediting this process and sharing profits in a more timely manner with our members can positively impact you and your operation. Ensuring the financial stability of your cooperative, as well as returning profits and added value to UFC patrons will continue to be our top priority!

INVESTING IN OUR BIGGEST ASSETS, OUR EMPLOYEES

Our employees are our biggest asset. They are the "boots on the ground" who execute goals, help implement improvements, and ensure your needs are met daily. For this reason, recruiting and retaining top talent is a critical area of focus for your board of directors. The growth and longevity of the cooperative depends on this. There is more to recruiting and retaining employees than submitting a hiring ad in the newspaper and signing a paycheck. Our employees are like family. It is our responsibility to ensure we are providing them with a safe and enjoyable workplace that promotes professional growth, encourages continued education, and empowers ambition with proper tools and resources.

There are a few different opportunities that will allow us to invest in our employees. The first has a financial focus. Throughout the past two and a half years, UFC has undergone significant changes and accomplished tremendous goals resulting in stronger financials thanks to our employees. During this time, they endured significant change, stressful situations and longer than normal hours. Yet, they stuck with it to get the job done and continue to do so today. If we want to keep the talented individuals we have, and be a sought after employer that attracts top talent, we must take care of our employees. Showing our gratitude and appreciation for employees through financial bonuses is just one of many ways we can accomplish this. Financial bonuses and profit-sharing payouts is something we would like to offer well into the future, financial position permitting.

The second way we are investing in our employees, and arguably the most important, is through safety. Providing employees with the proper safety gear and training is crucial to protecting them and keeping them on the job. The board of directors is in the process of touring all UFC assets for two reasons. First, this is an opportunity to tour the countryside and connect with employees. We can talk with them, understand what is working well and areas for improvement, and experience systems and processes first-hand. Having this open line of communication with employees provides us with information

necessary to conduct assessments on safety, identify improvements and put corrective measures into place.

INVESTING IN ASSETS STRATEGICALLY

Recruiting and retaining employees goes hand in hand with the next opportunity your board of directors is focused on - investing in physical assets. In addition to having enough employees, we must re-invest in physical assets through technology and infrastructure improvements to grow with producers and continue to serve their needs. New technology will introduce operational efficiencies alleviating some pressure caused by labor shortages. Introducing new technology can also reduce risk and improve overall safety for employees and patrons. For example, new micronutrient dispensers were installed at the Le Sueur feed mill recently. Thanks to this new technology, the asset is more efficient and employees are at less risk as they do not have to handle materials directly. These investments won't happen all at once. The board of directors is strategically assessing and prioritizing where the dollars will be put to work first based on immediate need. With more technology and better infrastructure in place, operational efficiencies will be established allowing us to better serve our patrons.

It is an honor to serve as your chairman, and I look forward to the exciting season of opportunities ahead for UFC!

REDEFINING THE RETAIL AGRICULTURE WORKPLACE

MITCH ALTERMATT, CEO & GENERAL MANAGER



The current labor shortage is undoubtedly one of the most unique and challenging we've ever experienced. While the labor shortage remains a significant headwind, I believe UFC's workplace culture is unique, progressive, and innovative and will serve us well as we work to attract new, qualified employees and retain the outstanding individuals we currently employ. What makes UFC's culture unique, and why should anyone consider joining our team? Read on to learn more.

MANAGEMENT STYLE

Compared to most area businesses and specifically agricultural retailers, UFC has a highly progressive and youthful leadership style. This makes our organizational culture incredibly unique considering we have a balanced mix of veteran employees who have been with us for 20+ years, and others who are just setting out in their careers. What does this mean? Regardless of age or professional experience, through the years the UFC culture has embraced cultural change and evolved resulting in a modern and up-to-date workplace that appeals to all ages of the workforce. For example, long before the pandemic hit most UFC employees had the option to work remotely when needed or adjust schedules to accommodate their needs. For most other cooperatives, it took a global pandemic to force this workplace change.

TECHNOLOGY

The cooperative system has been around for decades. Unfortunately, in many cases the "it's always been this way" attitude has been around for just as long, restricting growth and opportunity. There was a day when UFC was part of this trap. Today, I can proudly say this is

something all UFC team members, from the board of directors to front line employees, have worked hard to deconstruct. In the past three years, we've undergone a tremendous financial and cultural transformation. We've made improvements that have resulted in strong financial gains allowing us to reinvest in state-of-the-art technology, systems and infrastructure. Combined, these investments have made our facilities safer and more efficient for employees and patrons. New technology and systems have also made it possible for our employees to stay connected with their team members, work securely from home, and communicate in a timely manner. While competitive pay and benefits are important to employees, a study done by Gallup in October 2021 showed 91% of employees desire some type of remote work option and we feel this is something that can't be ignored.

WORK-LIFE BALANCE

Employees who have a strong work-life balance tend to be less stressed, more motivated and overall, more productive in their roles. Not only does a healthy work-life balance have immediate, positive effects for an organization and its employees, it can have long term benefits in terms of talent retention. While our business is subject to extreme seasonality - UFC still promotes a healthy work-life balance with employees at all levels. Our employees are our biggest asset and taking care of them is our priority. In today's society where instant connectivity and communication are common practices, it can be difficult to disconnect and separate work from personal time. However, promoting a healthy work-life balance is something UFC strongly encourages. Whether needing to take time off to take care of a sick family

member, or leaving work early to attend a child's event, we encourage our employees to be present for their families!

We take pride in building and developing a team from within, but we also recognize the need to introduce new thoughts and ideas from outside the company to

ensure we are positioning UFC for future success. If you or someone you know is passionate about agriculture, has a great work ethic and wants to have fun, please send them our way! We have several career opportunities available with outstanding benefits. To learn more, flip to page three.

SPRING FORWARD

JONATHAN OLMSCHIED, CHIEF FINANCIAL OFFICER

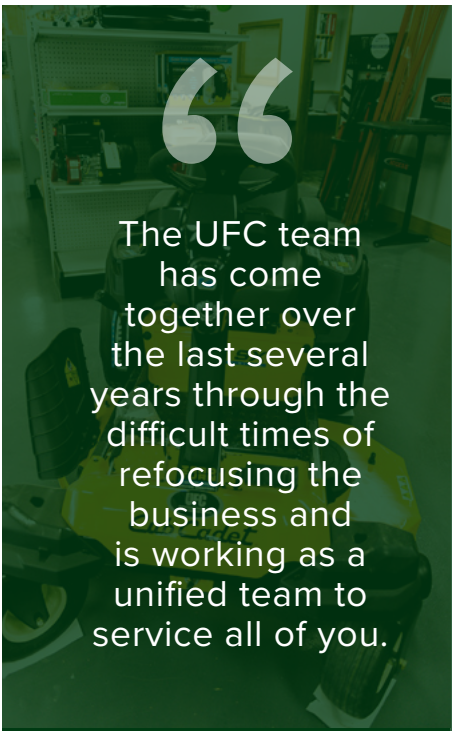
Just as the earth is round, all things living have their own cycles. I view the spring season as the starting point of a cycle to look forward to the season ahead, just as Daylight Saving Time in March when clocks are turned forward. I want to wish all the UFC patrons a safe and productive spring season for the many of tasks that are instore!

The typical cycles of the markets have all been disrupted as a result of the many world events. The normal peaks of product demand that fundamentally dictate the peaks in price are not aligned with the typical annual cycles. This is true for all markets that UFC does business. Logistic challenges lingering from employee shortages caused by COVID outbreaks and restrictions is a cog that started the cycle to change shape. Abnormal harvest volumes in addition to new or modified logistic paths have created new peak cycles from the grain markets which have been altered even more with international conflicts. These international conflicts have altered the normal cycle and flow of many energy

and agricultural input products. All of these factors have significantly impacted the fundamental economics of the supply and demand of the products we all buy and sell to manage and run our businesses.

UFC continues to look forward on ways to adopt practices to maintain its business within these ever changing and historically fundamental markets. New strategies to limit risk of huge price fluctuations and invest in storage to ensure physical product is available when supplies are limited or logistically cannot be delivered within the timeframe needed.

The UFC team has come together over the last several years through the difficult times of refocusing the business and is working as a unified team to service all of you. Therefore, we are well positioned to react quickly and efficiently as opportunities and/or challenges arise. UFC's financial health and future outlook is strong which allows and supports the ability to capitalize on the next opportunity.



PERSEVERING THROUGH SPRING CHALLENGES

JIM CARLSON, VICE PRESIDENT OF AGRONOMY

As each year passes, it gets harder to find people who are willing and able to work the demands of retail agriculture. Currently, the competition for qualified employees is extremely tough due to the large amount of available job opportunities and the high number of actively looking workers. But the challenge doesn't stop there. Once we've hired a qualified employee, only half the battle has been won. The other half of the battle is being able to retain existing employees. Every sector of the workforce is facing this challenge, not just retail agriculture.

There are many factors contributing to the challenge:

- Retiring staff
- The practice of younger people changing jobs more often and exploring different careers
- In season demands of retail ag
- Not as many farm kids to choose from
- Pay rates while trying to effectively manage overhead costs

As of late there are two areas that have been affected the most: CDL drivers and custom applicators. With that said, most job functions at your coop are short on employees and more importantly, short on applicants for open positions.

Every season presents unique challenges and spring 2022 will be no different. Yet, we remain committed to working through them and taking care of our patrons as we've done in the past. To accomplish this, it will take contributions and collaboration across all divisions

of the co-op agronomy operations, agronomy sales, grain, energy, feed, etc. In the months ahead, you can expect to see members of the operations team putting in longer days than normal while doing their best to maintain safety standards, high customer service and manage the added stress of being away from their families. You may see members of our sales team driving tender trucks and delivering tanks in order to help get the job done. Behind the scenes, our office staff and management team have already gotten involved in various tasks and responsibilities in order to keep the daily operations of your coop running smoothly and with as little interruption as possible while still tending to the responsibilities of their 'regular' roles. As we move into spring, I ask for your patience and grace as we collectively work through this challenge. Our commitment to providing our patrons with the best products, services and agronomic information remains our top priority despite the challenges we face.

For a complete list of career openings at UFC please visit: ufcmn.com/careers. If you know of someone who is looking for a new career opportunity, please point them in our direction! Referrals from our patrons are always welcome and appreciated.

We look forward to serving you this spring, and to the warmer months ahead!

OPERATIONS AT A GLANCE

- Most of the fertilizer and crop protection products are in our bins, tanks, and warehouses for the upcoming spring season.
- Near completion of updating and replacing worn

out legs at the Winthrop fertilizer plant along with upgrading computer software at both Brownton and Winthrop locations.

- Agronomy team is wrapping up the winter maintenance and inspection of all rolling stock. UFC will be ready to hit the fields when conditions allow.
- UFC has updated two trucks to haul fertilizer out of the Brownton location along with a new CASE IH sprayer out of the Winthrop location equipped with the latest technology on the market today.
- The operations team has completed three days of product knowledge and application training from all major crop protection manufacturers.

ADDITIONAL DETAILS YOU NEED TO KNOW

In my Fall 2021 Fieldviews article, I highlighted challenges the industry was facing due to supply chain disruptions and geo-political influences. With spring at our doorstep, I wanted to circle back on these topics and share additional details and new developments with you. Educating our patrons on agronomic products and services is important, but the last year has demonstrated the importance of staying up to speed on global and national market influences, geo-political influences, supply and demand trends and economic trends. As your partner in agriculture, sharing the latest economic and market updates with you is a responsibility we take seriously. By sharing these updates with you, our goal is to help you understand and prepare for the season ahead.

- Last fall we spoke about trade and logistic delays and how both are impacting UFC's access to crop protection products – mainly glyphosate and glufosinate. We continue to face this challenge today. Manufacturers and distributors continue to place products on allocation. To combat this challenge, our team has adapted a heightened attention to detail in order to maintain our supply and deliver according to our patrons' needs.
- The price of fertilizer products remains at levels none of us are comfortable with! There are a few variables at play. First, China has not lifted its ban on phosphate and urea exports creating a ripple effect of trade imbalances and market volatility that is being felt globally. Second, increased demand

from countries like India (which are taking a big bite out of the already limited supply) are keeping the markets bullish.

- New since fall: the world's third largest potash producing country, Belarus, has had sanctions placed against them for political reasons which has dramatically reduced their ability to export. Unfortunately, potash prices have increased recently as a result.
- Urea, the most traded fertilizer in the world, has been up and down for the last five weeks. With heightened tensions in eastern Europe and likely sanctions on Russia, the market is expected to remain volatile and priced on the high side.



NEW GERMANY LOCATION OPEN FOR BUSINESS

DARV TURBES, VICE PRESIDENT OF ENERGY

Since our last update in the fall edition of Fieldviews, many positives have happened within the UFC Energy division! Most notably, our new energy location in New Germany (located at 17495 Highway 7) is now open! This project has been a long time in the making. We are all excited about the many benefits it will bring to our patrons.

First, and most importantly, the new location is safely stationed in a rural area sixteen miles northwest of the growing Waconia community. Moving the energy asset out of downtown Waconia allowed us to mitigate all safety risks to the community. Second, the new location is centrally located within our refined fuels and propane service areas. Now we will have access to both products from one location. Not only will this allow us to implement additional operational efficiencies, it also geographically positions the UFC energy department well for future growth in the region. Last, all UFC energy employees from the customer service representatives to our drivers are now located under one roof which also allows us to operate more efficiently. With this, we have also updated our phone system and have new phone numbers. Whether you are calling for propane service or with an emergency our new number is 507.232.1048.

On a separate note, there are a few programs and resources available that I would like to remind you of:

1 | TANK MONITORING PROGRAM

If enrolled in this program, we will install a system within your propane tank that monitors the propane level with an easy-to-use app on your phone. Having



the ability to check the amount of propane in your tank from any location eliminates guesswork and gives you peace of mind. This program is advantageous for customers who are using large volumes of propane - residential use, hog barns, driers, etc. The app tracks and provides visibility into historical use which allows for more informed purchasing decisions. If enrolled in this program, we will ask that you call and schedule a fill when your tank is at 20% or below. To get enrolled call the energy office 507.232.1048 or email us at energy@ufcmn.com.

2 | FUEL & PROPANE CONTRACTING

We offer fuel and propane contracting year-round. Please call 507.232.1048 for pricing and contract information.

3 | PROPANE HOME HEAT CONTRACTS

A home heat contract has many benefits and can bring you peace of mind during the cold, winter months knowing your heating needs are taken care of.

- **Budget Payment Program** - Budget payment plan is a convenient, budget-friendly plan that allows you to pay for your home heating needs in twelve equal monthly installments. The price you pay per gallon is locked in. Your monthly payment may be adjusted once or twice a year depending upon your usage. This program is a great way to protect yourself from the volatility of the propane market and avoid large out-of-pocket expenses when your tank is filled or when it comes time to prepay gas.
- **Pre-Pay Program** - With this popular program, purchase all your propane in the spring/summer for the upcoming season at one fixed price. Our Pre-Pay customers enjoy the peace of mind of reliable deliveries all year long at a low price per gallon among our plans. No matter how high heating fuel prices rise, you are locked in with UFC's Pre-Pay Program with the gallons you prepay.
- **Bookings Program** - With no money down, you can lock in the number of gallons you'd like for the upcoming year at the determined booking price. Once your gallons are booked, your order is taken care of is one less thing for you to worry about.

- **Auto Renew Program** (available for pre-pay and booking customers) - If you have propane contracted with us, next year you will be getting a letter that will automatically renew and refill your tank without having to go through the paper work. At that time if you would like to make any adjustments it could be done as easily as making a phone call to 507.232.1048. The contracted price will be predetermined and indicated in the letter. By automatically renewing your contract, you can lock in a low rate.

4 | ONLINE FUEL AND PROPANE ORDERING

Ordering your fuel and propane online is fast, simple, and convenient! You can place your order from any location at any time. Simply log into your account at UFCMN.com to get started. If you don't have an account, sign up online at ufcmn.com/acctaccess or call 507.232.1008 and we will be happy to assist you.

5 | ONLINE BILL PAY

All UFC and UNG account holders can pay any statement or invoice online at UFCMN.com! If you don't have an account, sign up online at ufcmn.com/acctaccess or call 507.232.1008 and we will be happy to assist you.





THIS SEASON, PLAN AHEAD!

CHAD WILSON, DIRECTOR OF AG SERVICES, AG SERVICE CENTER

“ Success favors the well prepared. ”

This quote has become our mantra for the 2022 and 2023 growing seasons, and we strongly encourage you to make it yours too! Due to supply chain disruptions, price increases and shortages, our ability to quickly source parts, equipment, tires, etc. has been severely impacted. Gone are the days when we had unlimited access to these items and one week delivery dates. At the Ag Service Center, we've adapted our daily operations to include a stronger emphasis on planning and preparing for the future needs of our patrons. Yet, like any true partnership, our efforts will only go so far. Your involvement is key. In order to help you be successful for the 2022 growing season, we ask that you also plan ahead and think about your future needs. By doing so, we are able to work through the significant delays, source what you need and meet your time expectations.

KEY UPDATES FROM THE AG SERVICE CENTER

FARM EQUIPMENT

- **PLAN AHEAD and Pre-Order Spring Tillage for 2023**

If you anticipate needing new tillage equipment for spring 2023, stop in and talk to us now! If you wait to place your order until next winter it may be too late. Currently, we are receiving diggers that were ordered last spring. Don't wait!

- **New and Used Spring Tillage**

The Ag Service Center in Lafayette does have some inventory on hand for used spring tillage. We also have some new inventory coming in, although it is limited. If you need a specific piece of equipment and you don't see it on our lot, stop in or give us a call. We will work with you to find what you're looking for.

- **New and Used Hay Tools**

Hay season is just around the corner! Our new and used hay tool inventory is arriving for the season, however, it is unclear how long it will last and if we will be able to re-order. Stop in to get what you need right away. We carry round balers, rakes, hay tedders, 3-point mowers and more!

- **Skidsteers and attachments**

We have skidsteers and attachments on order. If you need one or the other, plan ahead and contact us today!

- **Lawn and Garden**

We proudly service and sell lawn mowers, tillers, snow blowers, chain saws, weed whips, leaf blowers and more! Stop in and visit us for all of your lawn and garden needs.

- **2023 Equipment Needs - All Lines of Equipment**

90% of current orders do not arrive until 2023! Plan ahead! If you know you need new equipment, or you're thinking about getting new equipment, stop in and place your order now. The supply chain challenges are not improving, this issue will persist well into 2023.

PARTS

HIGHEST-QUALITY, LONGEST-LASTING, AND
BEST-PERFORMING SWEEP ON THE MARKET.

NICHOLS TILLAGE TOOL



United Farmers Cooperative

AVAILABLE AT
**UFC AG SERVICE CENTER
IN LAFAYETTE**

840 Pioneer Ave
Lafayette, MN 56054

47UW7B7	\$11.77
47UW8B7	\$10.14
47UW9B7	\$10.64
47UW10B7	\$16.24

LIST PRICES WHILE
SUPPLIES LASTS

These prices are unbeatable. We are seeing price increases across the board. It is to your benefit to take advantage of these prices and the availability and order today! It never hurts to have an extra set on hand for next year!

**Planter Repair +
Parts Available**

We hope that you don't have issues this spring. But, if you do know that our shop can service ALL planters regardless of brand, model, or year!

**Vermeer Net Wrap
and Baler Twine**

We currently have a wide selection of Vermeer net wrap and baler twine. Get in and take care of your bale season needs for the year now before it is too late.

**WilRich Field
Cultivator
Parts In Stock**

As a friendly reminder, we have parts on hand for all WilRich field cultivators (old and new).

**Spray Equipment
+ Parts**

We carry many different lines of sprayer equipment as well as parts from tips to pumps and everything in between! We have a variety of parts in stock now, stop in and get what you need for the sprayer season before they're gone.

GRAIN HANDLING

- **Watch for Dryer Pre-Season Letter**

Our annual, pre-season dryer service letter will be hitting mailboxes in early May. Completing the form and returning it to us is extremely important as it will ensure we get you scheduled for summer service. If you don't get this letter, call the Ag Service Center at 507.228.8224 by May 15th and we will get you scheduled. The form will also be available at ufcmn.com/equipment.

- **Grain System Repairs**

Don't wait until fall to schedule your repairs! To prevent system downtime during harvest, plan ahead and get your appointment secured now.

- **New and Used Dryers for Sale**

If you are on the hunt for dryers, we do have a variety of used options on the lot. We also have new dryers on order. Stop by and we will gladly assist!

- **Grain Bin Sales and Grain Handling Projects for 2023**

With price increases, availability issues and labor challenges, it is to your benefit to get your project scheduled now.

PRECISION AG

When you hit the field this spring, if you have questions about your Precision Planting technology, or how your planter is performing with Precision Planting technology, call or text Jason directly at 507.276.4247 for assistance.

Looking ahead, precision ag product availability is not ideal. If you are looking to purchase Precision Planting Planters or Yield Monitors, or Ag Leader Auto Steer or Yield Monitors, stop in and get your order placed today!



EVALUATING UFC'S GRAIN ELEVATOR ASSETS

JASON TEWS, VICE PRESIDENT OF GRAIN

One of the bigger challenges a grain elevator faces is keeping the elevator's receiving speed and capacity aligned with the speed at which growers harvest their crops. This challenge is even greater if there are only one or two elevators in the company's portfolio. Fortunately, UFC has eight locations to deliver grain at.

Throughout the last six months, the UFC grain management team has spent time evaluating our locations. The goal of our evaluations is to generate operational efficiencies that improve the speed, space and overall utilization of our grain facilities both internally and for our patrons. This will remain a priority well into the future. There are a number of factors we consider during our evaluations. Historical crop data is a strong indicator of whether a specific location is in need of additional speed or space. External factors are also evaluated. We look at the end uses of the grain (feed use, ethanol grind, processing plants). UFC is very close in relation to all three of those end uses as well as being active in the export market at our Brownton location.

From a growers perspective, price is typically the first factor looked at

when determining where to deliver grain. The next thing they look at is: does the elevator provide the speed, space and services needed to keep up with their individual farm needs? Time spent waiting in line for trucks to unload is expected at harvest time, within reason. Having to sit in a truck line to unload at a ground pile can also be acceptable if efforts are being made to keep the trucks moving. As patrons of UFC, we understand these are some of the many expectations you have of our grain division. These factors have a strong influence in our evaluations and will help guide us as we work towards increased efficiencies.

That being said, one of the resounding pieces of feedback management hears from growers is more space is needed at our elevators during harvest. When looking at one specific location, the solution may seem clear. However, with eight different elevators in our portfolio, it is our job to evaluate the full picture by looking at each location and understanding how we are using the space. Unfortunately, it is not as simple as expanding. Commercial space is costly to build, maintain and operate. In order to realize a return on investment, the elevator needs to be able to turn

its space multiple times a year to cover those expenses. Adding space to cover the needs for a month or two out of the year does not cover the costs of adding bin space at a location.

Moving forward, management is looking to invest capital in order to improve the speed of truck lines at multiple locations, not just one. One solution we are exploring is adding a dump pit and leg to move trucks through more efficiently along with adding conveyors or additional space. Making this type of investment would allow us to increase our quality of service, and better meet the expectations of our growers, across all our locations. Rather than hauling a load an extra thirty miles to a location with faster speeds, these growers would be able to haul to a location closer by, move through that line quicker and be able to return to the field faster.

The UFC grain division will continue to focus on providing growers with multiple options that meet expectations for harvest and non-harvest needs. We look forward to serving you throughout the upcoming growing season!

THE IMPORTANCE OF FLY CONTROL & HEAT ABATEMENT

KELLY POWELL, FEED SALES MANAGER

Spring has sprung, and summer is around the corner. We need to prepare our farms and livestock for fly control and heat abatement.

Fly control can reduce stress and livestock irritation. The stress caused by flies has been known to reduce feed intake, reduce milk production, harm average daily gain and feed efficiency. Flies are also the cause of disease transmission, such as pink eye. There are several ways to reduce fly irritation. Ear tags, premise sprays, dust bags, dips and aerosol sprays, as well as feed additives. UFC does add fly control to many of our most popular bagged feeds we purchase and can add fly control to any manufactured feeds at the request of our customers. Visit with one of our Dairy, Beef or Swine sales people for more information.

Heat stress is another production robber during the summer months. As we get closer to summer heat we encourage you to consider how to reduce heat stress. Heat stress reduces dry matter intake, average daily gain, milk production, to include butter fat and protein, and increases the animals susceptibility to disease. Some options for reducing heat stress are added shade, fresh-clean water, misters and feed additives. UFC has products that can be added to feed or top dressed to help reduce the effects of heat stress in livestock. Some products have also been effective when fed late in feeder cattle's feeding period to reduce shipping stress and weight loss while in transit to market. Again, I would encourage our customers to have conversations with UFC's Dairy, Beef and Swine sales people about how to effectively use these products.

In closing, as mentioned in our last Fieldviews, the volatility of feed stuffs and increased prices make adding fly control and heat abatement products much more cost effective. And we are still encountering supply chain issues and price increases, like we have never seen before. Your team at UFC has worked extremely hard to stay ahead of these issues and will remain diligent in these efforts. Communication will be very important going forward, as you anticipate your needs or increased needs, we need to be aware of that and as we anticipate supply issues we will let you know that also.

NEWS + ANNOUNCEMENTS

ONLINE BILL PAY

PAY YOUR UFC ACCOUNT ONLINE VIA CREDIT CARD

Did you know you can pay your account online?

To access:

1. Visit [UFCMN.com](https://ufcmn.com)
2. Go to "My Account" in the upper right corner
3. Enter Account ID and Password
4. View your statement
5. As you are viewing your statement, you will see two options: pay with credit card or with your select bank account.

If paying by credit card, a 3% convenience fee will be charged. All credit card payments are processed via PayPal. You do not need a PayPal account to submit your credit card payment.

If you have questions, please call 507.232.1000 and a member of our team will be available to assist you!

CUSTOMER APPRECIATION

Save the date! We're hosting Customer Appreciation Day on Aug 15, 2022. Additional details will be communicated soon.

NEW GERMANY ENERGY LOCATION NOW OPEN

Our New Germany energy location at 17495 Highway 7 is now open! To contact our energy team call 507.232.1048.

**Please note our Waconia location is closed.*

ORDER FUEL & PROPANE ONLINE

Added convenience for our patrons is something we take seriously. That is why we now offer online ordering for fuel and propane. Ordering online is fast, simple and convenient and allows you to place orders at any time from anywhere! Simply follow these instructions:

1. **LOGIN** - Go to ufcmn.com. Click "My Account" in the top right corner. Select "Energy Order". The tanks from your account will be listed, simply select "Place Order" next to the tank that needs to be filled.
2. **SUBMIT ORDER** - Next, answer a few simple questions about your order. Review your order to ensure accuracy, then "Submit Delivery Order". You will receive a confirmation email with the details of your order.
3. **SIGN UP** - Don't have an online account? *Sign up online at ufcmn.com/acctaccess.*

ONLINE ACCOUNT RESOURCE

DID YOU KNOW? Your UFC online account is a valuable resource that puts data and information at your fingertips. Through your online account you can:

- Order propane and fuel online
- Pay bills online - fast and convenient especially during your busy times of year!
- Access account receivable statements. View a list of prepay and booking contracts.
- View patronage details - View a summary of details on outstanding local and regional equity, view the last three years of 1099's for tax preparation.
- Get a summary of tax information and year-end purchase totals.
- View grain sales and details - View contracts, grades, weight and prices all from the cab of your tractor!

OUR PHONE NUMBERS HAVE CHANGED!

AG SERVICE CENTER

840 Pioneer Ave, PO Box 4
Lafayette, MN 56054
507.228.8224
507.228.8706 Parts
507.228.8766 (Fax)

BIRD ISLAND

215 N Main
PO Box 452
Bird Island, MN 55310
320.365.4012

BROWNTON AG SERVICE CENTER

7735 State Hwy 15
PO Box 189
Brownton, MN 55312
320.328.5211

BROWNTON GRAIN

8163 Hwy 15
Brownton, MN 55312
320.331.2185

COLOGNE

206 Mill Street E, PO Box 119
Cologne, MN 55322
952.466.5518
952.466.2236 (Fax)

GAYLORD

48105 State Hwy 19W
Gaylord, MN 55334
507.232.1048

HECTOR

410 Bryant Avenue, NE
Hector, MN 55342
320.848.2296
320.848.6597 (Fax)

KLOSSNER ELEVATOR

40137 577th Lane
New Ulm, MN 56073
507.232.5490

KLOSSNER STATION

40339 State Hwy 15
New Ulm, MN 56073
507.232.5450

LAFAYETTE ELEVATOR

640 Sky View Avenue
Lafayette, MN 56054
507.228.8221

LAFAYETTE SEED SHED

831 Pioneer Avenue
Lafayette, MN 56054
507.228.8669

LESUEUR

316 N Main Street
LeSueur, MN 56058
507.665.6421
507.665.4039 (Fax)

LITCHFIELD ELEVATOR

106 East Depot Street
Litchfield, MN 55355
320.693.6040

LSC (Klossner Feed)

40137 577th Lane
New Ulm, MN 56073
507.232.5480
507.232.5498 (Fax)

NEW GERMANY ENERGY

17495 Hwy 7
New Germany, MN 55367
507.232.1048

WINTHROP ELEVATOR

802 Industrial Boulevard
Winthrop, MN 55396
507.232.1064

WINTHROP ENERGY

705 E 4th Street
Winthrop, MN 55396
507.232.1048

WINTHROP GRAIN

705 E 4th Street
Winthrop, MN 55396
507.232.1049

WINTHROP OFFICE

705 E 4th Street, PO Box 461
Winthrop, MN 55396
507.232.1000
507.647.6620 (Fax)



FIELDVIEWS
Spring 2022

UNITED FARMERS COOPERATIVE

705 E 4th Street

PO Box 461

Winthrop, MN 55396

Main Office: 507.232.1000

Toll-Free Number: 866.998.3266



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