

## Unwrapping a new location

Just in time for the holidays, United Plains Ag producer-owners and employees are unwrapping a special gift — the new agronomy plant in Tribune. The new facility serves as a central location and distribution point for the cooperative's southern division. It replaces the North Plant between Tribune and Sharon Springs, which will still handle NH<sub>3</sub> but will only be manned seasonally.

The South Plant sits on the southern edge of Tribune at 1607 Highway 27. It will serve as the main office for United Plains Ag agronomy plus a warehouse for chemicals and fertilizer.

With many of United Plains Ag's smaller agronomy centers in need of compliance upgrades, David Smith, manager of UPA's southern agronomy division, said it made sense to build a new, larger facility to handle the area's needs. This new facility also offers convenience for the area's producers as well. The new location will also create simplified billing and inventory procedures.

"With what we can offer the farmer and where we are going in the future," Smith said, "we are definitely leaders. It's an exciting time."

Eight employees are based out of the new office, and all the dry and liquid application equipment for the southern division will be coordinated through the Tribune agronomy office.

"It's been quite a challenge for everyone to track everything," Smith said. "There are a lot of things we are doing to make everything simpler for everybody."

An open house is being planned for sometime in January to allow producers to tour the facility.

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*Scattered throughout this issue, you'll find favorite holiday recipes we are sharing with you to make your holidays more merry. Enjoy!*

Happy Holidays from all of us at CHS Quinter and United Plains Ag!



# An exciting future is ahead of us

Your cooperative is on the move! In the last seven years, we have returned record profits back to our producers while making investments on your behalf to better serve you far into the future. We have returned in excess of \$35 million in profits back to our producers while investing more than \$15 million in assets and rolling stock. It is an exciting time for all to be involved in agriculture.

## Relevant

We want to remain relevant to our producers in the larger sense. Relevance, or independence, is a choice. We choose to be relevant. Looking down the road —deciding how the future will look — we see change in your operations as well as ours. We are constantly trying to look forward to where we think we should be. Borrowing from the great Wayne Gretzky, we want to be where the puck is going, not where it has been.

## Next Generation

We have, in the past, chased a younger generation away, telling them ag is not the place to be. That has changed. We are now asking them to come back, and, boy, are they! This will reshape the landscape of agriculture as we used to know it. We have gone hi tech. I have even signed up for a Twitter account. Follow me: @IBUYGRAIN. Social media, precision ag, electronic trading platforms, it's all out there. Cellular technology and iPad type have landed. One can only wonder what is next.

At our annual CHS meeting in early December, a speaker asked what date did the use of tractors in agriculture outnumber horse-drawn equipment? It was 1954. That was only 58 years ago. I will be close to that number this summer and can't believe the change we have seen in that span of years.

## Successful Year

You will read comments from our staff on the following pages covering new additions and changes in operations. We are readying ourselves for that exciting future I mentioned above. Again, as Joe comments on page 4, we have had another very successful year thanks to you and to the commitment of our staff. We do not take this lightly and will continue to strive to improve your cooperative to better serve our communities and earn your trust and support.

I wish you all the merriest of holiday seasons. All of us have a lot to be thankful for and I am extremely thankful to have the support of you, our producers. We look forward to serving you and your needs. *Merry Christmas and a Happy New Year to All!*



Pat Peterson  
General Manager

## DPP: a smart marketing tool

Our DPP program (Dynamic Pricing Platform) continues to prove its worth.

To date, more than 750,000 bushels have been traded through the system and total offers have been well over 1 million bushels.

- Offers can be entered for grain stored at the elevator, grain to be delivered to the elevator or for grain to be picked up on the farm.
- Offers can be entered for cash grain contracts, basis contracts and futures first contracts.
- Offers can be entered for old crop and new crop grain.
- Offers can be for wheat, corn and milo.

There is no charge to you for any of the services or information offered by DPP. One feature that is especially

attractive is the ability to change the price on your offer once the offer has been accepted. The offer can be changed at any time: when the markets are trading during the day, during the time period when trading is suspended and during the night session. Offers can also be canceled. You are in control. With the markets trading 22 hours per day, this can be a useful feature.

Another feature of the DPP program that needs to be promoted more is the ability it gives United Plains Ag to accumulate bushels to get the best price for our customers. For example: if the CHS grain merchant trading the Texas Gulf wheat market has an overseas customer looking for 11.5 protein wheat and we know where that wheat is, we can get you a better price. Show us the bushels you have to market — corn, wheat and milo — and we will go to work for you.

The DPP web page has an interesting

tie-in to a tweet feed managed by CHS Hedging, daily market commentary by CHS Hedging, a Sunday night commentary by Duane Lowry and grain outlook and closing grain

commentary, also by Duane. There are links to price charts and local weather. A smartphone app can be downloaded to your Droid or Apple phone.

If you are not already signed up for DPP, there is a link at our web site to get you started. Our web address is [www.unitedplainsag.com](http://www.unitedplainsag.com). If you have questions about signing up or questions about DPP, feel free to contact Amanda Roulier in our Sharon Springs office. The phone number there is 785-852-4241.

DPP is a very useful tool to add to your marketing arsenal.



Steve Younger  
Grain Merchandiser

# What will winter bring?

I would like to start by saying a big THANK YOU to all of our valued customers. We finished our fiscal year, which ended August, on a successful note due to your continued partnership with your local United Plains Ag and CHS Quinter cooperatives.



Jeff Kahle  
Agronomy Divison

Here it is December already. Fall harvest is over and the wheat is planted. We have a mixed bag of results from harvest and the emergence of the wheat crop. This year seems to be bringing a challenge that we all do not like to see. It has been drier than normal since we entered the summer and that continues. We do have a good-to-fair stand of wheat in most of the trade area. Many acres have been planted so we need to continue to pray for rain and snow this coming winter.

Fertilizer is again moving this fall as in the past. NH3 is going out on the irrigated acres at present. We are spreading dry fertilizer across the area. Grain prices are at a very good value. With that, you do not want to let the opportunities that are in place slip by. Many have locked in prices on next year's crop while also locking in inputs such as fertilizer and seed. We offer contracting opportunities on all of your inputs to lock in a profit. You can contact any location where our team will take care of you.

We have officially moved into the new Tribune agronomy location. For those of you who have had the chance to stop in and see David Smith and the team, I think you would agree this is a great asset to service your needs. We are no longer staffing the old North Plant between Tribune and Sharon

Springs. The only business remaining at the old location is the NH3 plant, which will continue to operate for your needs. See the front page for more information on this new location.

We also have entered into the Precision Ag piece of the business. With the continued growth of technology, genetics, planters and application equipment, we will be able to service our customer's needs pertaining to Precision Ag. We recently ordered our first VRT Variable Rate Application Dry Spreader for customer needs and to support the Precision Ag business. You will see information coming with a name of YieldPoint. This will be our identifier for Precision Ag. We will be having a grower meeting as we get this finalized, which could come as early as this month. We are very excited about what this brings to you, the grower.

Again thank you for your support and the opportunity to earn your future business. Have a great Holiday Season and be safe.

## Precision ag update

"Precision Ag"?! When you hear those words, what do you think? Some think it is "too techie for me" or "I don't need that." Some even think "Hot Dog! Where do I sign up?" Precision Ag ideas will be



Dale Hazuka  
Precision Agriculture

different for each individual just as is everybody's perfect planter or "sweet spot" for hitting a hole in one.

Precision Agriculture has been around since the early 1980s when University of Minnesota varied lime rates on fields. It was also at this time that "grid sampling" was derived and in the later 1980s variable rate maps were used for fertilizer and pH corrections. As technology advances, so does the many different options for the gathering of information, the manipulation of the data, and the application of this data to the end user.

In the American Midwest, Precision Ag is associated not with sustainable agriculture but with mainstream farmers trying to maximize profits by spending money only in areas that require fertilizer. Today CHS and United Plains Ag is leading the way to bring this technology to our local patrons to help maximize their profitability. We are doing this not only for precision fertilizer

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# New system to speed up inbound traffic



Eric Starns  
Operations

United Plains Ag is installing a Radio Frequency Identification System (RFID) at its Sharon Springs location. This new system should speed up truck traffic and make tickets more

accurate. We want to get people in and out of the elevator as quickly as possible.

The new system works by issuing cards to each vehicle. Drivers then scan these cards at kiosks to track information for the tickets. The system will be used for inbound grain.

We hope to start issuing cards and using the system this winter. We know there will be a learning curve for all involved, from the employees to the produces, so we ask that you please be patient with us as we learn the new system and transition into this new phase. If you have any questions about RFID and how it will work for your operation, please stop by my office in Sharon Springs, call me at 785-852-4241, or email me at Eric.Starns@CHSInc.com. My door is always open.

*Allison Mitchell of UPA Sharon Springs makes Candy Bar Fudge every Christmas.*

½ c. margarine	1/3 c. cocoa
¼ c. brown sugar	¼ c. milk
3 ½ c. powdered sugar	1 tsp. vanilla
30 caramels	2 c. peanuts
½ c. milk chocolate chips	
½ c. semi sweet chocolate chips	

Line a 9 x 9 pan with foil. Melt butter and add cocoa, brown sugar, and milk. Microwave 2 ½ minutes, stir and cook 1 minute more. Stir in powdered sugar and vanilla. Spread in prepared pan. Combine caramels and 1 Tbsp water and microwave until melted. Stir in peanuts and spread over fudge layer. Melt the chocolate chips together and spread on top of the caramel mixture. Chill and then take foil out of pan and cut in bite size pieces. Store in air tight container in refrigerator.

# CHS Quinter, UPA set to return profits

Your two local cooperatives — CHS Quinter and United Plains Ag — have a mission to grow your company profitably and to increase stakeholder value. This past year, they defined this mission admirably. They again will return the profits earned back to you, the owners. CHS Quinter and UPA have also supplied your employees with a safe and rewarding work environment, have secured working relationships with vendors to allow a constant source of agricultural inputs at competitive prices, and have secured competitive markets for the grain you produce.



Joe Horton  
Controller

The CHS Quinter group, with locations in Burlington, Brewster, Colby, and Quinter, had local savings of \$3,580,846.65 on fertilizer sales of \$23,461,853, chemical sales of \$11,871,946 and seed sales of \$6,779,280. This group had service sales of \$1,910,493.

The United Plains Ag group had local savings \$5,536,941.67. These savings came from the sale of 20,496,634 units (Bu/Cwt) of grain totaling \$144,216,174, sales of feed products of \$2,809,641, sales of energy products of \$6,089,830, fertilizer sales of \$16,056,836, chemical sales of \$5,098,382, and seed sales of \$1,402,601. Service income was \$2,044,238, while Cornerstone Ag LLC and Colorado Retail Venture Services LLC combined for another \$949,131.

At this time, the patronage pools have not been completed, but you, the member owners, will share in the patronage from these two regionals along with the direct sharing of savings generated by CHS Inc.

The policy of these two cooperatives is to redeem all equity held by members who are at least 70 years old and to pay 100% cash after the initial redemption.

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

# Precision Ag

From Page 3

applications, but also with variable rate seeding options we can program on your planter monitor system. Today much of the equipment purchased is coming standard with everything needed to do variable rate application so the producer could already be set up.

Using our access to imagery-derived field variability maps, soil variability maps, root pictures (of most hybrids), response to population scores, response to nitrogen scores, ear pictures (of most hybrids) — to mention a few — we can generate a variable rate map for fertilizer

- and seed with the right hybrid. Using R7
- the Right Genetics
- the Right Soil Type
- the Right Plant Population
- the Right Cropping System
- the Right Traits
- the Right Plant Nutrition (soil samples and leaf tissue samples)
- the Right Crop Protection Products using the Winfield Solutions system and the mapping tools available to us, we can help get you started in Precision Agriculture.

Another way to look at it is as a whole farm management approach with the goal of optimizing returns on inputs while preserving resources.

*Mark Burghart, CHS Burlington location manager, shares his holiday recipe for Pork Loin with Cherry Almond Sauce*

4-6 lb pork loin	1 – 12oz cherry preserves
½ c. light Karo syrup	¼ c. red wine vinegar
¼ tsp salt	¼ tsp ground cloves
¼ tsp nutmeg	¼ tsp cinnamon
1/8 tsp black pepper	¼ cup slivered almonds

Put pork loin in oven at 325° for 3 hours. Combine preserves with syrup, vinegar, salt, cloves, nutmeg, cinnamon, and pepper. Bring to boil for 1 min. Add almonds. Baste pork with sauce several times during the last 30 minutes of roasting. Serve the rest of the sauce with meat if desired.

# Waiting in the wings: Associate board members learn the ropes

United Plains Ag currently has two associate board members. The associate board program is way to gather input from younger producers while also giving those associates a glimpse into the workings of the local cooperative board. Associate board members are often encouraged to run for the board when vacancies open up because they can step into the new role more easily, already knowing what to expect. Associates attend regular board meetings and retreats but do not have formal voting rights. However, their input and discussion is encouraged and welcomed.



Evan Hopkins, Towner  
Associate Board Member

Evan Hopkins, 32, a dryland producer who lives south of Towner, Colo., has been an associate board member since August. United Plains Ag board member Jim Crotinger of Tribune encouraged Hopkins to fill the associate board member spot.

Hopkins was intrigued by the idea and decided to see what it was like. He said it has been eye-opening to see how the cooperative works and to understand the philosophy that drives United Plains Ag. With an interest in the services offered, Hopkins was surprised to see the reach of United Plains Ag's agronomy division. With the new agronomy facility in Tribune (see the front page for more information), Hopkins is glad to see that reach extending to his production area.

After graduating from Fort Hays State University in 2002 with a bachelor's degree in Ag Business, Hopkins stepped back into the family farming business. Since he had always worked on the farm during high school and college breaks, the transition was easy for him.

"I knew if I didn't come back, it was going to cease to exist," he said. He farms with his uncle, Robert Hopkins, as well as farming his own land.

The future holds many challenges for agriculture, Hopkins said. Round-up resistant weeds is a growing problem that has been exacerbated by the drought. The uncertainty of what the next farm bill will look like is another issue producers worry about, he said.

"The rumors are they are going to change a lot of things, but you just don't know," Hopkins said.

Hopkins and his wife, Jennifer, have two children, Layton, 3, and Julia 1 1/2.



John Welsh, Weskan  
Associate Board Member

When John Welsh, 29 decided to become an associate board member for United Plains Ag, his main reason was curiosity to see how the cooperative works from the inside.

"I felt like it would be an eye-opening experience," the Weskan farmer said. "They are a pretty big corporation and they are in our community."

Welsh joined the board as an associate member in February, and he hasn't been disappointed.

"It's been mind-boggling to see the money it takes to run a business of this size," he said. As an associate board member, he has an opportunity to analyze the financials and discuss future building projects. He hopes this might someday lead to a seat on the board.

"I took it on with the opportunity that I would feel it out and in the future have a chance to be a board member," Welsh said.

Welsh believes local board members are important to the success of cooperatives.

"There are decisions that need to be made, and it's good to have local people who are in the business to be on the board," he said.

As associate board members, Welsh thinks he and Hopkins bring a unique, younger perspective to the board. He is interested to see how precision ag will influence the industry in the coming years, but says next year's biggest challenge will be environmental.

"If we don't get any kind of winter moisture, I think we'll be facing a tough year," he said. "We've got the wheat up, but if we get some moisture, we'll be set up for a good year."

Welsh is a 2007 graduate of Fort Hays State University with a bachelor's degree in business marketing. He farms with his dad, Dan, and grandpa, John. He is married to Morgan and they are expecting their first child in April

During the holidays, Associate Board Member Evan Hopkins' wife, Jennifer, celebrates by making this delicious cheesecake. She shares the recipe below:

## Cheesecake

1 cup graham cracker crumbs	2 tbsp melted butter
1 cup sugar	2 tbsp cornstarch
4 8 oz. packages of cream cheese	2 eggs
1 cup sour cream	2 tsp vanilla



Pour melted butter into an eight-inch spring form pan, sprinkle with graham cracker crumbs. Set aside. Mix sugar and cornstarch together. Add cream cheese and beat until smooth. Add eggs, sour cream and vanilla, mix well. Pour into the prepared spring form pan. Bake at 325 degrees for 1 hour 15 minutes (until top is golden brown and cheesecake is firm). Let cool.

Top with cherries, strawberries, chocolate, caramel or other favorite toppings.



### **David Smith, United Plains Ag Southern Division Agronomy Manager**

As United Plains Ag's Southern Division moves into a new facility on the southern edge of Tribune, a new manager is leading the transition.

David Smith, 56, joined the cooperative in August. He has worked in the agricultural industry his entire life, first growing up on a farm in Scotland, then managing farms and farm-related businesses in the United States. Before joining United Plains Ag, David had worked at Skyland Grain and Elkhart Co-op in the agronomy division. He then owned a trucking company and grain hauling company for about 16 years.

He was a business owner when United Plains Ag asked him to consider a move back into management this summer. As southern division agronomy manager, David oversees employees, equipment and services at the new facility. Learn more about United Plains Ag's newest location on the front page.

"It's a tremendous company," David said. "The camaraderie is probably one of the things I love the most, the teamwork. We've got the right people in the right jobs, and it's unbelievable."

David is married to Lana, an office manager for a pharmacy in Johnson, Kan. They live in Manter, Kan.



### **Dustin Quenzer, United Plains Ag Certified Energy Specialist**

Dustin Quenzer has begun a new position with United Plains Ag. As of Oct. 1, Quenzer is UPA's new certified energy specialist. Prior to this transition, Quenzer had been working for CHS Brewster since January 2010. He was first introduced to the company during a summer internship in the agronomy department in the summer of 2009. He is looking forward to the challenge of stepping into the certified energy specialist role.

"I know it's going to be a challenge," he said. "I know we've lost some market share in the energy side, and I like a challenge in being able to get that back up and even grow it."

Quenzer graduated from Fort Hays State University in December 2009 with a degree in business management. He grew up around the Colby area and now lives in Brewster. As a CES, he will be covering United Plains Ag's trade territory, talking to customers, selling refined fuels, bulk oil and lubricants. He has been receiving training to prepare for his new role through CHS Country Operations' CES training program.

"Since I was presented with this opportunity, I've been really excited and looking forward to going out and helping farms be more efficient and take care of their equipment," Quenzer said. "I've tried the office scene, and I hate being cooped up in an office. Agriculture is changing every day, and I like the technology coming out, with seed all the way up to tractors. It's an interesting industry right now."

One of the programs he wants to discuss with farmers is the Cenex Total Protection Program. Those producers considering the purchase of new and used equipment should keep in mind that the Cenex Total Protection Warranty Program is second to none. By using Cenex lubricants and signing up for this program, producers can often get a better warranty than through the equipment manufacturers, with substantial savings as well.

You can reach Quenzer through the Sharon Springs office, 785-852-4241, or by cell phone, 620-376-8488, but cell phone might be the easiest way to reach him as he plans to be on the road quite a bit of the time.

"My pickup is going to be my office," he said.



### **Drew Stevenson, CHS Burlington Agronomist**

Drew Stevenson has found that the possibilities with an agricultural degree are endless. As an agronomist for CHS Burlington, Stevenson learns about the latest technology in ag while gathering valuable career knowledge.

"Producers rely upon us to make sound decisions for their farms," he said. And as precision agriculture grows in popularity, he sees his role as someone who needs to know exactly what is coming down the line in that industry.

Stevenson, 23, graduated from Fort Hays State University in December. By March, he had joined CHS's agronomy team in Burlington. Originally from Selden, Kan., Stevenson found CHS to be a perfect fit for his family farm background. He also spent three years interning with a crop consultant.

"I just knew with a general ag business degree, the possibilities with where I wanted to go with my career were endless," he said. "There are a lot of opportunities."

He has been selling seed, harvesting test plots, scouting and giving chemical recommendations, as well as taking soil samples. He hopes to be part of a new younger generation in agriculture to take over the reins in the next few years. Even in the broader field of agriculture, Stevenson sees it as crucial that his generation start developing those leadership skills.

"It seemed like they were trying to get the youth out of agriculture 10 years ago, and now it seems like they are trying to get them back into agriculture," he said. "This next generation is the leaders. They really need this generation to step up and take the lead on things."

It was partially because of this that employees from United Plains Ag and CHS Quinter; CHS M&M Cooperative in Yuma, Colo.; Grainland Cooperative in Holyoke, Colo.; and CHS Agri Service Center of Holdrege, Neb., attended the CHS Country Operations Heartland Region Leadership Conference at Ogallala, Neb., in August.

"At CHS we're in a major growth mode and I don't see that changing," John McEnroe, executive vice president of CHS Country Operations, told the handpicked group of employees at the event. "If you want to progress at CHS, the opportunities are unlimited. New jobs are opening all the time wherever we see growth in agriculture – worldwide."

Stevenson attended that leadership conference and he said cooperatives are trying to bring youth into the system. Those employees are the ones who will be engaging the younger producers now taking over family farms. And those younger farmers are interested in precision ag and ways to become more efficient, things Stevenson also is excited to explore.

*Continued on the next page*

# Providing pathways for career success

By Greg Lamp, CHS Communications

Retaining good employees and making sure they have long-term career success was the goal of a recent CHS Country Operations Heartland Region leadership conference at Ogallala, Neb.

More than 60 employees from four co-ops in Colorado, Kansas and Nebraska heard from general managers and CHS Country Operations leadership about their career paths and how they're dedicated to helping mentor employees, including those from this first-ever leadership conference.

According to McEnroe, 70 percent of Country Operations managers are 50 years of age or older, which means lots of management positions will need to be filled in the next 10 to 15 years.

"We have opportunities in nearly all areas of the company," he says. "We want to keep good employees and we want to help them get to where they want to go."

In his seventh year as managing director at Sharon Springs, Pat Peterson says CHS has been a great company to work for and offers tremendous opportunities for its employees.

"As future leaders, what you have to do to get to the next level is stand out in the crowd – and we'll help you do that to advance your careers," he says.

Mark Burkhardt, one of the young leaders and location manager at Burlington, Colo., echoes those sentiments. "There are a lot of job opportunities with CHS if you want them," he says. "For example, if you



In August, more than 60 employees from CHS M&M Cooperative; Grainland Cooperative, Holyoke, Colo.; CHS Agri Service Center, Holdrege, Neb.; and United Plains Ag, Sharon Springs, Kan.; met in Ogallala, Neb., for the CHS Country Operations Heartland Region Leadership Conference to learn about future career path options from Country Ops leaders.

want a career change or the chance to go down a different avenue, it's there. You just need to contact the right people – like your manager or supervisor – to help get it done."

As organizer and national account director of CHS Aligned Solutions, Allen Robinson admits the most rewarding part of his job is coaching young employees. "I like looking back at those I've helped train and seeing them go on to become successful managers," he says.

"We're in need of a tremendous amount of talent to be leaders in CHS Country Operations in the future," says Gary Goodroad, regional director for the Heartland Region of Country Operations. He told the group: "CHS cares about what you do and we want you to help attract the next group of leaders. A lot of people have helped me along the way

and I want to help you, too."

Larry Schermerhorn challenged those attending to be "differentiation makers," to stand out in their jobs. "Write down your goals; don't just think about them," says the CHS vice president of farm supply. As careers unfold, he urges employees to:

- Find your place.
- Develop your skills
- Live your potential

The four co-ops involved in the event were: CHS Agri Service Center, Holdrege, Neb.; CHS M&M Cooperative, Yuma, Colo.; United Plains Ag, Sharon Springs, Kan.; and Grainland Cooperative, Holyoke, Colo.

To see videos about this conference, check out:

- [http://youtu.be/EMC\\_t2XB1Ak](http://youtu.be/EMC_t2XB1Ak)
- <http://youtu.be/qf8iSb1MDHA>

## Drew Stevenson From Page 6

"Ag compared to 10 years ago is a whole different ball game," Stevenson said. "Precision agriculture is the way of the future, and I'm seeing younger generations really taking grasp of it."

He is also doing his part by attending career fairs at FHSU where he is talking to college students about the opportunities in agriculture, and with CHS in particular.

"CHS can give you the tools to go anywhere," he said. "It's good to have somebody who can go back there and talk to them, to let them know there are plenty of opportunities to go with that degree."

## 2012 was record-setting year for CHS

On Nov. 7, CHS reported record fiscal net income of \$1.26 billion for 2012, the first time a U.S. agricultural cooperative has surpassed the \$1 billion earnings mark.

Net income of \$1.26 billion for the year ending Aug. 31, 2012, increased 31 percent from the \$961.4 million reported for fiscal 2011, also a record. Largely as a result of increased values for the energy, crop nutrients, grains and other commodities that comprise the majority of the company's business, CHS also set a new mark for revenues at \$40.6 billion in fiscal 2012. That figure represents a 10-percent increase from the previous record of \$36.9 billion set in fiscal 2011.



# UNITED PLAINS AG

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Happy Holidays from all of us  
at CHS Quinter and  
United Plains Ag!

Jennifer Riedel, CHS Quinter, shares her recipe for **Coconut Cream Pie**. Look inside for more holiday recipes.

*“Making pie is a year-round tradition in my family,” Jennifer said. “Pies were my mom’s special ‘labor of love’. At our church bake sales, people would wait for my mom’s pies. Family always looked forward to Mom’s pies at gatherings. Anything from wild gooseberry to rhubarb, pumpkin to lemon meringue, pie plates were empty when we went home. I am still trying to master the crust like my mom. The crust, to me, is what makes the pie. A good pie brings back special memories of my mom, my family, my childhood and my community. Making anything with love makes it taste better, and the memories you make in the process will be passed down for generations. Who would have thought that eating a slice of pie could mean so much?!”*



Make the **9” Pie Crust** with 1/3 cup plus 1 Tbsp. shortening, 1 cup all purpose flour, 1/2 tsp salt, 2 to 3 Tbsp. ice cold water.

Cut shortening into flour and salt with pastry blender until particles are the size of small peas. Sprinkle in water 1 Tbsp. at a time, blending together until all flour is moistened and pastry almost cleans the side of the bowl.

Gather pastry into a ball; shape into a flattened round and place on a lightly floured flat surface. Lightly flour round pastry and rolling pin. Roll out to about 2 inches larger than an inverted pie plate. Fold pastry into quarters, put folded pastry corner in the middle of pie plate and carefully unfold pastry, pressing it firmly against bottom and sides of pie plate.

Prick bottom and sides of pastry thoroughly with a fork. Bake at 475 degrees, about 8 to 10 minutes or until light brown; cool.

**Filling:** 3 cups milk (2% or Whole Milk), 3 egg yolks (save whites for meringue) Note: Eggs need to be at room temperature, pinch of salt, 3/4 cup sugar, 4 Tbsp. cornstarch, 1 tsp. vanilla, approximately 1/4 cup coconut flakes.

In a microwave safe bowl, mix together salt, sugar, and cornstarch. Add in egg yolks, cream together until mixed well. Add 3 cups of milk, beat together with wire whisk until everything is well incorporated and sugar is almost completely dissolved. Put in microwave for 2 minutes, take out and whisk generously. Microwave again for 1 minute, take out and whisk generously – repeat this step until the consistency is thick like pudding. After pudding is thick, add vanilla and coconut – mix well. Put mixture in cooled pie crust.

**Meringue:** 1/4 tsp cream of tartar, 3 egg whites \*room temperature\*, 2 Tbsp. sugar

In mixer bowl, put in cream of tartar and egg whites, beat (whisk) at medium speed until a fair amount of bubbles form – sprinkle in sugar, then turn mixer up to high speed and beat until stiff peaks form. Spread meringue on top of pie, be sure to seal meringue to the crust. Sprinkle some coconut on top and put the pie in the oven at 375 until meringue is golden, about 5 to 8 minutes. Let the pie cool and enjoy!