



A new dry fertilizer plant will be built at Sharon Springs. Dirt work should begin in June with construction slated to begin in August. The 26,500-ton building will be located east of the current Sharon Springs facility.

## Dry fertilizer plant to add value in western Kansas



*Jeff Kahle*  
Managing Director

I would like to start by extending my thank you to all for your support of United Plains Ag/CHS Quinter business units. As many of you have heard, I am the new Managing Director for the business. I just want you to know that I am excited about the challenge of taking this company and continuing to grow its value to our stake holders, you, the customer.

I have included in this newsletter a chart of what the patronage has been over the years (see page 2). It is amazing to see the return to the local economy that these dollars have generated. As always, this is only possible with your support and business.

As a few have already heard, we are excited to announce the addition to the Sharon Springs facility of a new dry fertilizer plant. This has been a focus for the continued growth of the agronomy area for the past three years. It will be a 26,500-ton building with access to unload unit trains of fertilizer. This will give us a more competitive source of fertilizer products for your crop input needs. We plan to break ground in June with dirt work and construction starting in August. If all goes as planned, it will be able to receive product in January 2014 and will be fully completed in May 2014. Such a large project does take time to complete, but when it is finished, it will be a tremendous asset to the cooperative and to western Kansas.

Don't forget, our team of qualified staff is always here to assist you and work with you to maximize the most profit on every acre you farm.

Thank You,

**Jeff Kahle**

Managing Director

# Kahle hired as new managing director

The newly hired managing director of United Plains Ag and CHS Quinter knows the cooperatives well.

Jeff Kahle, 55, replaced Pat Peterson as managing director of the two cooperatives on April 1. As agronomy manager of CHS Quinter and United Plains Ag since 2008, Kahle has watched the two cooperatives grow and develop into strong economic forces in western Kansas and eastern Colorado.

"We have worked very hard to get the cooperatives to where they are right now, and I see this as a challenge to continue going forward with what we have now," Kahle said. "I don't want to see it stop. I like what I see."

"We're very excited to have Jeff come on board as our managing director," said Alan Peter, board chairman for United Plains Ag. "We've worked with him for the past six or seven years, and his experience in agronomy is second to none. And he's also worked in grain elevators over the years. It should be a relatively easy transition. I don't think we will miss a beat. He knows what our focus and goals are."

Kahle was born and raised in Winona and has been in the cooperative and agricultural industry his entire career. After high school, he got his first job with Mingo Cooperative in 1977. He worked his way up in the industry, covering various manager and area manager responsibilities, including area manager in three different states at one time. Then in 2004, he joined Agriliance. By the time Agriliance changed to CHS in 2007, Kahle was manager of the I-70 facilities at Quinter, Selden, Brewster, Colby and Burlington. When United Plains Ag began sharing managing director duties with CHS Quinter, Kahle became agronomy manager of both business entities. When he heard Peterson would be leaving, he was well-prepared to apply for the managing director position.

"It's my roots, it's where I come

from," Kahle said of the area. "I enjoy working with farmers. They are very honest, caring people."

He acknowledges that Mother Nature and weather issues will always be the biggest obstacle to crop production in this area. "I've always said, 'We are Iowa without the rain,'" he said, but he is excited to watch as agriculture evolves.

"The world is growing, and the population is going from 7 billion to 9 billion by 2050," he said. "We will need

to feed the world. Agriculture is key to maximizing the food we grow, and the demand is there."

Kahle, who lives southeast of Quinter with his wife of 33 years, Jana, will be traveling the area from Burlington, Colo., to Quinter, Kan., and Colby, Kan., to Bristol, Colo. His office will be based out of Sharon Springs, but he plans to be on the road frequently, visiting locations and getting out into the country.



## Patronage

### Patronage Allocation History Summary

Year	Total Patronage	Cash Patronage	Deferred Patronage
2006-2007			
2007-2008	1,739,795.78	614,524.75	1,125,271.02
2008-2009	964,933.00	368,192.09	596,740.91
2009-2010	2,267,475.74	862,562.34	1,404,913.40
2010-2011	3,133,565.39	1,212,304.29	1,921,261.10
2011-2012	3,221,899.41	1,300,607.54	1,921,291.87
Total	11,327,669.32	4,358,191.01	6,969,478.30

### Patronage Allocation History (per Unit)

Year	Fertilizer	Chemical	Seed	Petroleum
2006-2007				
2007-2008				
2008-2009	1.950%	5.140%	2.250%	
2009-2010	7.600%	7.916%	4.919%	
2010-2011	6.872%	6.988%	7.553%	
2011-2012	6.573%	7.279%	6.515%	



## Meet the new Agronomy Manager



Dale Hazuka  
Agronomy Manager

Dale Hazuka has been hired as the new Agronomy Manager for United Plains Ag/CHS Quinter. Dale has been in the cooperative system since 1991. He has been with CHS since December 2008, covering sales in northwest Kansas.

# What is a Cooperative?



Joe Horton  
Controller

A cooperative is a form of business that is owned and controlled by the people who utilize it. Cooperatives differ from other forms of business because of three basic principles:

### 1.) The user owns the business.

CHS-Quinter and United Plains Ag are local divisions of your cooperative, CHS Inc. You own stock in your cooperative. This equity is derived from the deferred portion of your patronage from your input purchases from and commodity sales to CHS-United Plains Ag.

### 2.) The user controls the business.

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

### 3.) The user benefits from the business.

You, as members, benefit through expanded grain markets, quality input products, knowledgeable, trained employees, and distribution of the profits (patronage).

In the last seven years CHS Quinter and United Plains Ag have returned to you, the patron/owners, the profits of these operations. Total patronage returned to date is \$42,725,000 with \$16,146,000 the cash portion. Along with this, all equity holders 70 years or older who have requested their equity have had 100% of their equity retired. It is extremely important to have a signed patronage agreement in place. If you are uncertain stop by or call one of our offices and complete the form.



## Patronage Allocation History Summary

Year	Total Patronage	Cash Patronage	Deferred Patronage
2005-2006	396,059.68	138,620.89	257,438.79
2006-2007	622,052.61	217,718.55	404,334.06
2007-2008	6,040,804.35	2,114,281.64	3,926,522.71
2008-2009	5,437,623.93	2,045,765.35	3,391,858.58
2009-2010	5,223,439.21	2,025,339.23	3,198,099.98
2010-2011	7,573,861.17	2,883,541.66	4,690,319.51
2011-2012	6,103,201.48	2,362,546.87	3,740,654.61
Total	31,397,042.43	11,787,814.19	19,609,228.24

## Patronage Allocation History per unit - Grain

Year	Wheat	Milo	Corn
2005-2006	\$ 0.015	\$ 0.004	\$ 0.003
2006-2007	\$ 0.009	\$ 0.001	\$ 0.003
2007-2008	\$ 0.620	\$ 0.186	\$ 0.289
2008-2009	\$ 0.374	\$ 0.374	\$ 0.159
2009-2010	\$ 0.225	\$ 0.212	\$ 0.189
2010-2011	\$ 0.461	\$ 0.251	\$ 0.190
2011-2012	\$ 0.273	\$ 0.150	\$ 0.196

# Meet your new grain lineup

By Steve Younger

March Madness swept through the United Plains Ag Grain Department this year. Since the NCAA Championship game was played in early April, there have been a lot of changes on the United Plains Ag grain team.

Connie Rice has decided to hang up her size 13 shoes and retire. Her shoes will be hard to fill, both literally and figuratively. Pat Peterson has decided to go pro and will now be playing for the Holdrege Nebraska Cornhuskers at CHS Agri Service Center.

New players will have to come off the bench and fill these positions. Patrick Gibbs will step up and play point guard directing the day-to-day operations for the Sharon Springs facility. The new big man on the team is Eric Starns. He will be pounding away on the phones, finding markets for your grain. Steve Younger hopes to increase his assists

from this last season, helping producers find the best price and the best logistics for their grain. Allison Mitchell will be our returning statistician.

First time head coach Jeff Kahle, who transferred in from the agronomy department, will be directing the whole thing from the bench.

You can still follow all of the action using our DPP (Dynamic Pricing Platform). This program, available through our website, UnitedPlainsAg.com, puts the producer in a coaching position as producers direct plays from their computer any time, day or night.

Within Country Operations we have shifted our conference from the Heartland Region to the Plains Region, and our CHS director will now be Randy Nelson instead of Gary Goodroad.

As always your UPA grain team appreciates your support, and we hope to work with you this coming season.



Patrick Gibbs  
Operations



Eric Starns  
Grain



Steve Younger  
Grain



Allison Mitchell  
Grain Accounting

## Introducing

## YieldPoint™

This spring, you will begin seeing and hearing about the CHS YieldPoint program from your local agronomists. YieldPoint is CHS's precision ag identity. It is a logo which will differentiate CHS precision ag services from others. Services offered will be unique to each CHS location because precision agriculture looks very different for each region and for each individual producer.

This industry is stirring excitement in agriculture circles as it reveals new ways to get the most from each acre. YieldPoint gives producers the chance to pursue profits with greater accuracy. At the December CHS annual meeting in Minneapolis, YieldPoint was showcased in the YieldPoint Precision Center.

You may begin to see the terms agronomists and YieldPoint specialists used interchangeably as CHS rolls out YieldPoint. Agronomists with CHS/United Plains Ag will be working with producers through YieldPoint to bring the latest precision agriculture products, services and technology to the area. YieldPoint services can include field mapping, satellite imagery, data analysis, soil sampling, tissue sampling, variable rate technology, prescription generation, application, as-applied map generation, and year-end reports.

Through YieldPoint, you can still expect the same great service from CHS/United Plains Ag but in a totally customizable package. YieldPoint can be as little or as much as each individual producer wants. YieldPoint focuses on the art and

science of farming with pinpoint precision. Part of YieldPoint will be utilizing the R7 web-based program to provide in-season satellite imagery. CHS/United Plains Ag has been focused on precision agriculture for several years, but as interest continues to grow, the cooperative will be working to bring the latest products and tools to producers.

YieldPoint specialists can help with planting prescriptions, both generating and implementing them. The new Case, which can spread up to three dry products at one time, is available for your application needs. Soil sampling, a part of YieldPoint's services, is keeping CHS/United Plains Ag very busy right now, and with internships available this summer, the cooperative hopes to provide even more services.

Let us help you maximize your return on investment for every acre. We can provide you with the technological and agronomic knowledge to manage your crop season after season. Separating your field into multiple management zones allows you to identify your specific fertility needs and help maximize your ROI. For more information, contact your local CHS/United Plains Ag sales staff.

# Spring weed control choices



Joe Bush  
Agronomy

As we enter spring and planting season, one issue that is becoming more important is the issue of weed species with resistance to many of our herbicides.

We have been dealing with Kochia, a weed with glyphosate resistance, in our area for a number of years.

Another species of weed that is very fast becoming tolerant to a number of products is the pigweed species Palmer Amaranth. In the Corn Belt, Palmer Amaranth has been documented to be resistant to up to five modes of action, including ALS inhibitors, glyphosate, PPO inhibitors, triazines and the HPPD inhibitors Callisto. There are also populations of waterhemp in Nebraska that have developed resistance to 2,4-D.

Palmer Amaranth has been described as “pigweed on steroids”. Palmer Amaranth has the ability to readily cross breed with Tall Waterhemp pigweed, creating a hybrid pigweed. Of any pigweed species, Palmer Amaranth has the largest potential economic impact on yields. It is imperative that diligent attention be given to the eradication of this weed species before it can become established in a grower’s field. Strategies for control of this species include:

1. Start clean. Do not plant a crop in a field unless all weed species are totally dead.
2. Use chemicals with different modes of action. Do not rely on just one mode of action
3. Apply a pre-emergence herbicide after planting before the crop emerges.

There are a number of products which are excellent pre-emergence products and have good activity on

Palmer Amaranth. Included in these choices are the new products Zidua by BASF and Anthem and Anthem ATZ by FMC, which are labeled for corn. The active ingredient in these products is pyroxasulfone, which in university trials has demonstrated excellent long-lasting control of the pigweed species, along with grasses and a number of other weeds. Several other products that are excellent to tank mix with these products are Balance Flex by Bayer CropScience along with Atrazine.

The advantage of a three-way tank mix is using different modes of action along with controlling numerous other weed species, including Kochia and Velvetleaf. The labels on both Zidua and Anthem allow for early post-emergence application as well. As always, please read the entire label before making any application of a crop protection product. Both Zidua and Anthem are in limited supply and high demand this year as they are new products, and their introduction into the marketplace has been much anticipated. However, United Plains Ag/CHS does have a limited supply of these products available as long as supplies last.

The old adage of “Pay Now or Pay Later” is very true in dealing with Palmer

Amaranth control. A few extra dollars invested in a high quality herbicide program that addresses all weed issues can save thousands of dollars later from lost income due to weed competition.

United Plains Ag/CHS Agronomy has developed a new crop budgeting tool that allows growers to look at an in-depth financial analysis of the production cost of producing a crop and the return on investment of the different cropping options available. This tool also includes grain marketing options and the strengths of CHS, which will assist growers in making a more informed choice on cropping alternatives and input choices. Please do not hesitate to contact a member of the United Plains Ag/CHS Agronomy sales staff to learn more about the herbicide choices available to assist in controlling the weed pressure on your farm as we enter this planting season. We would also welcome the opportunity to introduce our new United Plains Ag/CHS Crop Budgeting Analysis Tool to anyone wanting to take a more informed look at the cropping alternatives available to them and the ROI of those choices.

Thank you for your support of United Plains Ag/CHS.



Pre-emergence products labeled for corn, such as Anthem, above, have been showing long-lasting control of the pigweed species Palmer Amaranth, along with grasses and a number of other weeds. Contact a member of the United Plains Ag/CHS Quinter Agronomy staff about available herbicide choices.

“In the spring, at the end of the day, you should smell like dirt.”

Margaret Atwood,  
*Bluebeard’s Egg*



# Manage time, cash with Consumptive Billing



*Dustin Quenzer  
Certified Energy Specialist*

**W**e've got an energy program perfect for those who would rather not pay for their fuel until they use it. The Consumptive Billing program works by installing a monitor into tanks enrolled in the plan. Then, on the 20th of every month, the monitor is checked and we bill you for the amount of fuel you have used that month. The price is the average price from the past month. However, even if you are enrolled in the Consumptive Billing Program, if you think it is a good time to buy fuel, you can buy out your whole tank and we will give you that day's price. With Consumptive Billing, you also don't need to worry about ordering fuel. We will deliver fuel whenever you need it, or whenever we are in the area.

The person delivering your fuel is on the road every day, but customers rarely see him. Tracy Robben has worked for United Plains Ag for 13 years, driving the fuel truck 7 of

those years. Tracy lives in Sharon Springs. He has two sons, a daughter, and three grandsons are, 5, 2, and 1.

## **SPCC**

There's been much talk lately about the Spill Prevention, Control and Countermeasure Plan (SPCC). The deadline to have plans updated and filed was May 10. If you are needing secondary containment or double-walled tanks, give me a call at **620-376-8488**.

## **Bulk Oil Program**

Want to save money on oils? Bulk oil is the way to go. With bulk oil, you can save as much as \$2.25 per gallon compared to using 55 gallon drums. We can set you up with your own tanks, or we can set you up with shuttles. Contact me for more information.

As I am settling into my new role, I want to thank all the producers who have given me time to come out and visit with them about fuel and lubricants. If you are needing anything, or have questions, don't hesitate to give me a call.



*Tracy Robben  
Fuel Truck Driver*

# Safety training filled the winter months

**A**s we are coming out of the winter months and headed into our spring time rush, we have been exceptionally busy. These last few months have been filled with training our employees on safety and compliance. We want to be proactive when it comes to safety since this will benefit our locations, as well as our employees.

We have completed emergency response training with all our location managers. This training was put on by our corporate office staff and included employees from other CHS locations in Nebraska, Colorado, Oklahoma, and Kansas. Emergency response training helps our employees understand what to do in case of an emergency and how to handle specific situations. It also gives everyone a chance to share ideas and information from other locations.

This year we have started walk-throughs with the first responders. This allows our first responders to go through each facility and ask questions so they are made more aware of

their surroundings in the event of an emergency.

We continue to work with our local fire departments. We know how important it is that they have the best equipment possible. This past year, when a local fire department was in need of safety harnesses, we were able to purchase those safety harnesses for them.

As we head into spring, I hope to everyone is thinking about safety for their operations, employees, and families.

**REMEMBER.....  
SHORT CUTS WILL  
ALWAYS CATCH UP TO  
YOU!**



*Robert Bieberle  
Safety Specialist*



Sunrise by Matthew Pearce, Wallace

# CHS Management Trainee program offers a step towards future careers

With a clear goal in mind, Sarah Strahler has been working towards a future career in management, and her latest step brings her to United Plains Ag and CHS Quinter.

A native of Tucson, Ariz., Sarah moved to western Kansas in January to begin a management trainee position offered through United Plains Ag and CHS Quinter, but this is not the first time Sarah has been in this part of the country. Last summer, she completed a three-month agronomy internship in Wiggins, Colo., with M&M Cooperative, another CHS Country Operations location. While working in Wiggins, Sarah said she fell in love with CHS and the small-town lifestyle.

"I think I've always been a small-town girl at heart," Sarah said. "Tucson is a town with more than one million people, but I loved living in Wiggins last summer and being out in the open country. It is really the lifestyle that I have always wanted to live."

During her internship, Sarah knew that she wanted to pursue a career with CHS and as a result, she applied for a management trainee position being offered through United Plains Ag and CHS Quinter. A meeting with Pat Peterson and Jeff Kahle last August sealed the deal. Sarah agreed to start in mid-January, after she had graduated from the University of Arizona in December with her Bachelor's degree in Agribusiness Economics and Management.

"This is an ideal entry-level position that will move me closer towards my career goal of becoming a location manager for CHS," Sarah said. "I did not hesitate to accept the position because I was excited to meet some amazing people, begin my life in rural America, and move forward with my future at CHS. Companywide, other locations are beginning to resemble the facilities and the techniques being used by the United Plains Ag/CHS Quinter group. I feel that United Plains Ag/CHS Quinter represents

the future of CHS, and I am excited to be part of such a progressive team."

The Management Trainee program will last 12 months. During that time, Sarah will be exposed to both the agronomy and grain departments at United Plains Ag and CHS Quinter.

"As a Management Trainee, I have the opportunity to be exposed to everything so that I can learn which areas of the company interest me most," Sarah said. "I am most looking forward to learning the grain aspect of the business when I begin working in Sharon Springs this month. Grain is a side of the agriculture industry that I have never been exposed to, and I am excited to learn as much as I can about it."

Sarah did not grow up in an agricultural setting, but she appreciates the hard work and dedication of people in agriculture. Although she gained valuable experience as an intern in Wiggins, she is now able to learn about each department more in depth and truly see how each department functions. By the end of the 12 months, she plans to have a clear picture of what it takes to run a cooperative on a day-to-day basis. So far, she has worked at both the Quinter and Tribune locations learning agronomy. In May, she will be transferring to the grain elevator in Sharon Springs where she will begin working with grain for several months.

*"As a Management Trainee, I have the opportunity to be exposed to everything so that I can learn which areas of the company interest me most," Sarah Strahler*



After completing a summer internship with CHS M&M Cooperative in Yuma, Colo., last year, Sarah Strahler found her next career step at United Plains Ag/CHS Quinter. She entered the year-long CHS Management Trainee program in January. Her career goal is to become a location manager for CHS.

"I would recommend this program to others because it allows young individuals, like me, to be exposed to all facets of the company," Sarah said. "I believe that by working in a handful of unique areas, I will be able to develop a better understanding of what my career goals are and prepare a path for my future that I, ultimately, will be happy with."

## Slow 2 B Safe

As you get on the roads this spring, remember:

- Slow-moving vehicle emblems must be in place.
- Light your farm equipment properly.
- Obey all traffic laws.
- Watch out and slow down for turns and curves.



# UNITED PLAINS AG

102 N. Front  
PO Box 280  
Sharon Springs, KS 67758  
UnitedPlainsAg.com



Be safe in the fields this spring!

## H4H brings cash, food to local food pantries

This year was another exceptional year for the CHS Harvest for Hunger campaign. United Plains Ag/CHS Quinter joined other CHS Country Operations locations in representing more than 300 communities across the country to raise more than 3.2 million meals for hungry families. Every donation collected helps those in need here in our own communities.

This year United Plains Ag/CHS Quinter raised \$34,896.15 in cash and grain donations and 2,619 pounds of food. These numbers are amazing! The donations collected not only help our local food pantries, but also help fund programs that each of our communities participate in, like the Food for Kids program (also known as Backpack for Kids) and the BOB box program (food for senior citizens in need) offered to us by the nearest Feeding America food distribution center.

We would like to thank all of our patrons and community members who helped make this year a success. Unfortunately, hunger is a reality in each of our communities. With the support of the CHS Harvest for Hunger

campaign, the contributions collected go even further for our local charities because CHS Country Operations makes a donation in addition to what was collected in each community. These donations go straight back to non-profit organizations in those communities.

Our employees worked very hard to make the Harvest for Hunger campaign a success again this year. In Brewster, Goodland and Tribune, they organized a community soup supper. Brewster employees also collected donations for tickets to win a donated Cabella's gift card. Sharon Springs hosted a pulled pork lunch and a silent auction for donated items. Quinter made a baked ham lunch and was joined by the local FFA chapter to serve the meal. A trap shoot and lunch was hosted by Colby CHS at the Colby Trap Club. All locations also enlisted help from schools, businesses and churches in their communities to help collect donations for this year's campaign.

