

SHELBY COUNTY Co-OP



Proudly Serving Shelby County and the Surrounding Counties Since 1928

Shelby County Co-op Manager's Report

We hope this newsletter finds you and your families doing well after a memorable Christmas and starting a new year. Some things we need to consider for 2022 is that we are going to have to be open and willing to change, we must plan ahead to stay ahead, become more resourceful, and gather all aspects and options to make the right decisions.

Change: You will learn in this newsletter some of the options available in our crops department to us through a very concerning 2022 crop year.

Plan Ahead: Our crops department has had to position product earlier than normal due to the limited storage space we have and limited

product availability of product in the industry. Product availability is going to continue to be a concern considering today's logistics in our transportation and infrastructure. Adding storage at Rays Crossing this fall will give us options and ability to offer our members new options.

Being Resourceful: This year we are committed to serve our repeat/loyal members first and foremost. This is a year where more than ever new producers are shopping. We realize 2022 is not a year that allows us to capture much new business without cutting our loyal members short.

Making Right Decisions: Even though we are

dealing with limited supplies there are other products and practices available. Learning more about other products will enable us to help you make the right decision to have a successful year in 2022.

Your Shelby County Co-op is committed to making you successful. Your success assures our success and we Thank You for your trust in us.

Denny Frey
General Manager/CEO

Shelby County Co-op Recognized by CountryMark For Outstanding Energy Sales, Service

INDIANAPOLIS — CountryMark recently honored Shelby County Co-op and Shelby County Co-op employees for liquid fuel, lubricant and grease sales and service achievement during the 2021 CountryMark Awards Banquet on November 20.

During the program, three Shelby County Co-op Petroleum Sales Representatives were recognized as award winners for their individual achievements. The award winners delivered a combined total of more than three million gallons of premium quality CountryMark fuels, 33 thousand gallons of CountryMark professional-grade lubricants, and over seven thousand pounds of CountryMark grease products.

Shelby County Co-op Petroleum Sales Representative Jim Robertson was recognized as

one of only six CountryMark Triple Crown Winners. Triple Crown Winners must deliver fuel, lubricants and grease all at CountryMark gold levels. Robertson achieved this highly coveted goal by delivering 1.4 million gallons of fuel, 13 thousand gallons of lubricants and nearly five thousand pounds of grease.

CountryMark hosted their annual awards banquet in Indianapolis with 10 farmer-owned Midwestern cooperatives in attendance.



When's Winter Arrival?

With the current double-dip La Nina winter weather pattern in place temperatures are expected to remain above normal from December through January. According to NOAA, wetter than average conditions are also expected. Warmer than normal temperatures have reduced everyone's LP Gas consumption from what they normally use in an average winter, and that can cause consumers to forget about checking the gauge on their tanks.

Mother Nature will eventually remind us that she is in control, and we will see a weather pattern change to our normal cold, snow, and ice so help your LP Gas driver and check your tank gauge periodically. Last winter the coldest temperatures were from February 14th to the 19th so with that in mind the best is yet to come.

2022, What Can We Expect?

What does 2022 look like? What are prices going to do? Where are we headed? If I had a dollar for every time a question like this arises, man, I would be set.

Unfortunately, we don't have many answers but that leaves us to ask, how are we going to manage our crops with the high prices and supply shortages? Well simply put, we need to start with the basics and be more attentive, more adaptable stewards of our crop.

How do we cut back on fertilizer without compromising yield? Start with soil sampling to know where your nutrient levels are. This allows better management of your fertilizer inputs, putting the fertilizer where it is needed, utilizing the nutrients in the soil where test levels are high, and not compromising the growing crop.

How do we manage weed pressure with some key herbicides in short supply? Look at the weeds that have been historic problems, prioritize these fields, and utilize different herbicide combinations than in previous years. This could look like reducing the rate of glyphosate utilized or using it where most beneficial, whether that be during burndown or post application. Utilize strategic tillage in fields that pose the greatest challenge when managing weeds. Scout fields to catch weeds

early and make timely applications. This will ensure that the applications being made are the most efficient.

We also need to consider a field's yield potential. Are there fields or areas that just don't produce well? Should we treat those areas the same as the productive areas? What if our experience there is that extra nitrogen hasn't made a difference with yield? On the flip side, are there fields that will produce well regardless of the amount of nitrogen applied? Planning out a nitrogen application strategy ahead of time can allow smart applications to help tie agronomic and economic decisions.

So, what does this mean? The 2022 growing season will surely have its challenges. Before the season starts, talk with resource people who are here to help, like the branch managers and myself. We can help to create a crop production game plan be-



fore supply issues are here during the season. Open communication and a keen eye to what is happening in the field will allow us to attack the issues together head on.

Mary Rodenhuis,
mary@greencrop.com

True Value
START RIGHT. START HERE.™

As we enter 2022, True Value wants to wish everyone a happy New Year. Hoping everyone stays healthy in light of things happening around us.

A few things to look forward to in 2022, The horse racing season will be extended as the racing starts earlier and ends later. This also includes larger money races within the season.

I would be remiss if I didn't thank the True Value team who has worked diligently to ensure that the customers got satisfied through great customer service. We have a great team that we all should be proud of!

Crops Input for 2021–2022

Shelby County Co-op has strived to be competitive in the marketplace for many years with fertilizer and CPP pricing. COVID-19 has provided us with lots of challenges over the past 2 years, MORE PREVALENT THIS YEAR!!

Last year we started seeing shortages at the tail end of the growing season. This year with hurricane Ida taking out one of the biggest production plants of Glyphosate and the sizable exports going to other countries has slowed the availability of products to not only the United States, but the WORLD! Manufacturers of ALL chemicals have run into shortages for production due to the lack of active or inert ingredients along with acid for the liquid tons of fertilizer needed for this Spring. Natural gas has more than doubled in price driving the N_h3 pricing up with all other nitro-

gen sources following along. Consider adding a nitrogen stabilizer like N-serve or function to your nitrogen needs especially if you are considering cutting back on total material used!

We have ordered dry and liquid fertilizers along with a big variety of chemicals for delivery, but until we take possession of these products, pricing would only be an estimate at this point on the CPP products. We will do our due diligence to provide a fair price as we receive these products in and cover your needs. In these trying times we will provide products to our existing customers before any consideration for new clients and growth during the present shortages!!



I would rather tell you the true story about what is going on than to promise you something that we have NO control of at this point. Our crop teams will do the best at providing products and service as we struggle through the challenges ahead of the next growing season. Our Crop Managers will help provide some unknown answers as we progress forward with information coming in. We know it will be an adventurous year, hopefully a safe and prosperous one for all of us.

We are in this TOGETHER!!

Election of Board of Directors

94th Annual Meeting Tuesday, January 18th, 2021 **Annual Meeting and Election Please RSVP 317-392-4472**

Seats for election would be **District 4**, Jackson/Washington townships. Member Candidates are Isaac Pile and Michael Steinbarger for a one-year 2022 Term. **District 1**, Moral / Sugar Creek townships. Incumbent member for reelection is Todd Spegal for the 2022-2025 term. **District 3**, Brandy Wine / Addison townships. Incumbent member for reelection is Mark Jonas for the 2022-2025 term.

Member/Candidate **petitions must have been received from candidates by December 17th, 2021 4:30 P.M.** to be eligible to run.

Section 1.- Number and Qualifications. A Board of Directors of seven (7) members shall manage the affairs of the Association. Each director shall be a member and an active patron of the association. To be eligible to be a potential Board member must have activity with the Association and have an active farming interest in one of the Townships being elected to represent.

Section 2.- Causes for Disqualification.

(a) No director, during his term of office shall be a party to, or a member of any firm that is engaged in any business in competition with, or that will adversely affect the business of this Association or in any way, directly or indirectly, enter into competition with this Association unless prior approval has been given by majority vote of the Board of Directors.

(b) No person shall be a director of the Association who's relative, by blood or marriage, of a degree as close as that of first cousin, is in the employment of the Association except when approved by a majority vote of the Board of Directors and such approval recorded in the minutes of the meeting of the Board at which such approval was given.

Section 3 - Terms of Office. The directors shall be elected at the annual meeting of the members and shall hold office for a term of three (3) years and until their successors have been duly elected and qualified.

Section 4. - Notifications. Any ten (10) members of the cooperative, acting together, may nominate a qualified candidate from any district of the cooperative for which there is to be elected a member of the board of directors at the next election of directors, by signing a petition nominating such candidate. **Such petition shall be on a form provided by the cooperative and shall be filed at the principal office of the cooperative not less than thirty (30) days prior to the date such election is to be held.**

The Secretary of the cooperative shall post a copy of such petition promptly at the principal office of the cooperative, and such petition shall remain posted until the date of the meeting at which the election of directors is held. The Secretary shall be responsible for notifying each member of record either by publication through the regular monthly publication of the cooperative in the month prior to the annual meeting or by United States mail deposited at least 10 days before the annual meeting, a statement of the number of directors to be elected at such meeting and the names of the nominees for such directorships. Nominations from the floor shall not be accepted.

Section 5.- Election. The directors shall be elected by the members of the Association either by ballot, absentee ballot or by voice vote at the will of the members present and voting. To be elected to the office of director, a person must receive at least a plurality of the votes cast.

At the annual meeting the president will announce the following counts after the election.

TOTAL NUMBER OF VOTES _____; VOTES BY BALLOT _____; VOTES BY ABSENTEE _____

Isaac Pile _____ Votes

Michael Steinbarger _____ Votes

Mark Jonas _____ Votes

Todd Segal _____ Votes

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Shelby County Co-op Annual Meeting



Sandy, 317-392-4472

**SHELBY COUNTY CO-OP
ANNUAL MEETING**

Tuesday, January 18, 2022

**Knights of Columbus
Shelbyville, IN**

**Meeting at 5:30 pm
Dinner to Follow**



There has been an upgrade to the fuel island at the Shelbyville tanks. A new canopy has been installed to help protect everyone from the weather. The fuel is available 24 hours a day and excellent lighting for evening fill ups. Any member with a fuel card can use the fuel pumps. If interested in a fuel card, please call Shawn at 317.398.6655. She will be able to answer any questions or get you set up to use this card system.

Petroleum Annual Lubricant Sale And Dinner

The Petroleum Department is taking orders for the Annual Spring Stock Up Lubricant Sale. Pre-Order all your Advantage Lubricants needs and receive a 10% discount. Place your order by Tuesday, February 8, 2022, with delivery by March 15, 2022.

Mark your calendar for the dinner meeting with "The Lube Dude", Dennis Mungle, CountryMark Lubricant Sales Manager. After dinner we will open the gaming tables for a little fun spending "Lube Bucks". After your winning streak, you will be able to get in the drawing for your choice of gifts.

Watch your mail for details and an order form. You can call Teresa or Shawn with your reservations for the dinner. We look forward to a fun evening!

