

Skyland Grain

Serving you better

New technology makes it easier to do business with Skyland

Some of us remember going into the house to dial the phone when we wanted to call the co-op. Now, it's hard to imagine making calls without our cell phones. We've definitely come a long way thanks to technology. I actually farm with my brother (in addition to my position here at Skyland), and I can personally attest to the fact that technology has significantly changed the way we run our farming operation.



By Justin Ochs
Agronomy Manager
620-492-6210

At Skyland, we want to help farmers take advantage of current technology. That's why our staff has spent the last two years looking at new technology to make your co-op more user-friendly ... and easier to deal with on a day-to-day basis. Now, we're excited to offer the following technology platforms.

PATRON ACCESS

This online portal makes it easy for you to get access to your Skyland account, including information such as invoice details, grain balances, scale tickets and more. If you haven't already signed up, go to:

www.patron.skylandgrain.com

and click on *New Account Request*. We're currently in the process of making Patron Access mobile-friendly—watch for details in the near future. Contact Teresa Hammond at 620-492-6210 if you have any questions about signing up.



ONLINE ACH CUSTOMER BILL PAY

You can now pay online through your Patron Access account with a direct draft from your checking account using ACH (automated clearing house) electronic funds-transfer system. This secure and convenient payment system allows you to pay online—saving you the hassle of writing a check. Plus, you can get grain payments directly deposited into your account, so you don't have to wait for your check to come in the mail. It's quick and easy to sign up for this service.

You'll find all the details about ACH payments on our website. Just click on the *Online Bill Pay* tab. Or contact Cindy Williamson or Paige German in Johnson at 620-492-6210, or Aaron Murphy in Cunningham at 620-318-6050.

Continued on next page

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SKYLAND GRAIN APP

A number of farmers took advantage of the Skyland App during fall harvest—letting them see scale tickets within 5 minutes after their trucks left the scales. This free app also provides 24/7 access to your account, so you can track contracts, see cash bids, monitor markets and check pre-pays on fertilizer or chemicals. Plus, in the near future, you will also be able to access open storage bushels.

To download the app for your Android or iPhone, go to the App Store or Google Play Store and search for "Skyland Grain." If you have questions or are experiencing any issues with the app, call the main office at 620-492-6210, and ask for Karina Saenz, Colby Overturf or Tony Loehr.



COMING SOON

We're also working on a few other technology enhancements for your convenience.

- **Online account information:**

In the near future, you'll be able to get all of your account information online at any time, including paperless statements, invoices and supporting documents. Watch for a form coming in your mailbox—giving you the option to utilize online account information. Of course, we will still mail paper copies of all your statements and invoices if you wish.

- **Online grain orders:** Our grain department is working with DTN to set up online access. When completed, you'll be able to go online to contract grain whenever you want—including after office hours and weekends.



FARMERS HELPING FARMERS in an emergency

Earlier this year, a fire started around Walsh, Colorado, and burned across the state line into my area in Stanton County, and south into Morton County. It was a bad combination of 70 mph winds, low humidity and changing wind direction. We had farmers and equipment there to help, but we didn't have a way to communicate with them and dispatch them. Part of that was due to no cell phone coverage in certain areas, and smoke so thick that our radios didn't work. Unfortunately, some homes burned to the ground in that fire. And that got me thinking: ***Is there a way farmers can pool our resources to be better equipped to help in this kind of disaster?***

Firefighters can't call on us to help because of legal and insurance regulations, so it's up to us to mobilize and organize. Of course, we wouldn't want to get in the way of emergency responders. We also wouldn't want to put farmers

in jeopardy or get anybody hurt. But I'm thinking that maybe with our Skyland Co-op footprint and our farmer connections, we could create a farmer network of volunteers who could be a real benefit to our communities in the event of a fire, blizzard or lost person.

This isn't a Skyland project. It is just something I'm personally trying to get off the ground—sort of as a way to pay it forward for the times other farmers have come together and helped me out over the years.

I recently visited with Aaron Murphy, Skyland Relationship Manager based in our Cunningham location. He's a firefighter in the Cunningham and Kingman area, and he was excited about the idea. It would be great to have a way for farmers to get organized, combine their resources and dispatch those resources to the right place at the right time.

HOW YOU CAN HELP

Right now, I'm looking at building a list of people who would be willing to help in the event of an emergency. If you're





IT'S STILL ALL ABOUT PERSONAL SERVICE

Of course, we'll continue to offer the kind of personal service you've always received at every Skyland location. But we recognize that our office hours don't always coincide with your schedule. Now, with all of these technology enhancements, our aim is to make it easier for you to deal with Skyland—whenever and wherever it works best for you. •

interested, call me at 620-492-3030, and let me know where you're located and what resources you have to offer. I also welcome any ideas or input you might have for this project.

With the early snows we've already had this year, it makes me think of what we would do if we had a blizzard this winter. It sure would be nice to be in a situation where farmers could help farmers.

In January, the Skyland boards, as well as senior staff, will hold a strategic planning session to plan the goals and objectives for the New Year. In my opinion, this is the most important meeting the board will attend in terms of setting Skyland up for success. If any of our members or producers have questions, comments or projects they would like the board to consider, please reach out to any board member. We represent all of our producers and enjoy hearing feedback from you. Another good upcoming meeting is a director development in Wichita, where we learn the roles and responsibilities of a board member. As a part of continuing education, it covers policies and procedures to help us be more effective in the board room. It is also a chance to network with board members from other co-ops, and share ideas as well as struggles throughout the year.

For more information regarding new Technologies at Skyland or updates at our locations, see Justin Ochs cover article and Guy Martin's article on the back page. I know harvest is dragging on, please be patient with the Skyland employees, and thanks to all of them working long hours to serve us. •



By Steve Arnold
Chairman Skyland
Grain, LLC and Skyland
Co-op, Inc.
620-492-3030



By David Cron
CEO
Skyland Grain, LLC

Skyland makes enhancements TO SERVE YOU *Better*

As we wrap up a long but successful fall harvest, I want to thank you for your business and highlight some exciting things in the works at Skyland.

one. TECHNOLOGY

Check out Justin Ochs' article on the front cover focusing on some new technology enhancements that we're rolling out for Skyland patrons. I hope you'll take advantage of these, as I think they will bring some real value to your farm operation.

two. STORAGE

Our operations group has worked really hard to complete new bunkers and facilities—which was a real challenge with the rains we had this summer. See the Construction Update on page 5 for details about recent additions, as well as a brand new location coming in our Eastern Region.





U.S. GRAIN MARKETS:

No big swings expected anytime soon

After all the hype leading up to the election, the results probably won't hurt agriculture. But they probably won't do us any favors either. In terms of trade policy, it looks like we could have a stalemate for the next two years.

The government crop production report that came out in early November showed some lowered estimates for the fall 2018 crop compared to the October report:

- Corn estimate down by about 150 million bushels
- Soybean estimate down by about 9 million bushels

Normally, when they lower U.S. production estimates, it's a positive sign for our grain markets. But it didn't turn out that way because they went in and raised the world carryout on corn.

Plus, there's still a carryout of almost a billion bushels of soybeans due to the trade war with China. Basically, there's still plenty of grain to go around. So at the end of the day, it wasn't so much of a bullish report—just sort of ho-hum.

It's going to be pretty tough to rally these markets a whole lot. But in the same breath, I don't see it dropping very much either. We're kind of stuck in a pretty tight trading range through the end of the year until the next government report comes out in January.

PLAN AHEAD NOW IF YOU INTEND TO PLANT CORN

It doesn't look like the trade war with China is going to end anytime soon. That means soybean acres will likely

be down in 2019, and corn acres up. Some estimates suggest as much as 6 million acres could switch to corn from beans. With that in mind, now might be a good time to start contracting next years corn.

If you want to discuss your options, contact me in the Johnson office at 620-492-6210, or Tony Loehr in the Cunningham office at 620-518-2818. We want to thank you for your business this year, and we wish everyone happy holidays. ◦



By Matt Overturf
Grain Manager
620-492-6210

OUR MISSION STATEMENT

Connecting Our Producers To The World

We Believe

- All our interactions will be conducted with integrity and responsiveness
- The safety of our employees and communities is paramount
- Environmental stewardship is our responsibility
- Sustainable growth is essential to our future
- The success of our producers contributes to our success
- Our financial strength is crucial to all stakeholders

Wishing all Skyland Grain patrons
Merry Christmas & Happy New Year!

Construction

updates

We continue to be busy adding storage to handle grain across all of our locations. Following is an update on recently completed projects, as well as a brand new project starting soon.



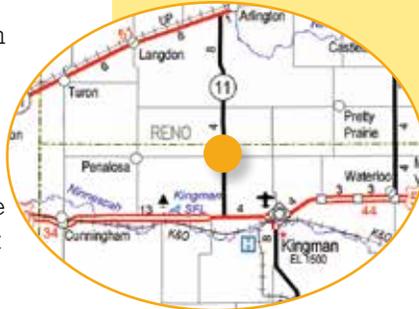
By Guy Martin
COO
Skyland Grain, LLC

NEW BINS

Twin Forks, KS (new location in Skyland's Eastern Region)

- 3–60' diameter by 120' high concrete McPherson bins
- 1.2 million bu capacity
- 25,000 bu/hr receiving capacity
- New office, scale and probe
- Complete by wheat harvest 2019

Our new Twin Forks location will be northwest of Kingman on State Rd. 11.



We hope to break ground in December on this new site 3 miles north of our Brown Spur location. This will add some much-needed capacity in the Brown Spur and Penalosa areas.

Dermot, KS (new location in Morton County)

- 1.2-million-bushel bin
- 25,000 bushel/hour leg

Due to weather delays and a few construction delays, our new Dermot location wasn't ready for fall harvest like we had planned. However, it is now up and running.

NEW BUNKERS

Yarborough, OK (new location south of Elkhart, KS) and Stonington, CO (new location southeast of Walsh)

- 750,000-bushel bunkers at each location
- High-speed ground conveyers
- Scale, probe and office

Both projects were complete in time for fall harvest, and worked really well to handle grain in those areas.

Kendall, KS and Syracuse, KS

- 2–500,000-bushel bunkers at each location
- High-speed ground conveyers

We filled 3 of these 4 bunkers with wheat, so we were able to utilize elevator space for fall crops. We were also able to utilize bigger conveyers to dump milo on the ground—which really helped unloading speed this fall. ◦

The wet weather made fall harvest a real challenge for all of us. We want to thank our employees for all of their hard work, and thank you for your continued business.





Skyland Grain, LLC
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PRSR STD
U.S. POSTAGE
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VISTACOMM

WATCH FOR MORE INFORMATION ABOUT THESE UPCOMING EVENTS

FARM SAFETY MEETINGS

January 2019

PRODUCER MARKETING MEETINGS

February 2019



Higher prices predicted for 2019 ... so contract fuel now



By Paul Sack
Southwest Kansas
Coop Services
Energy Director
620-492-2126

As harvest winds down, it brings around the time of year again when we begin to look at fuel contracts for next summer and fall. As I write this, we are seeing the energy markets starting a seasonal shift lower. We are keeping a close eye on the futures and as we begin layering on contracts for next summer and fall. We will have our sales force out contacting all patrons with contract opportunities.

We're not sure how low this market can dip (politics are currently playing a heavy role), but using history and the last two- to three-year trends, we would expect diesel prices to bottom out considerably higher than last year's lows. And with this trend, we would also expect prices next summer and fall to exceed this year's

highs—which leads us to recommend locking in around 20% of your next year's fuel usage at this time.

NEW OIL PRODUCTS NOW AVAILABLE

We've added several new lines of oil including Bel-Ray®, Royal Purple® and Shell Rotella®. We believe that with these new products, along with the Cenex® brand of oil that we have always carried, we now can be extremely competitive with all major brands of oil—allowing us to provide all of your fuel and lubricant needs. We are currently running a three-month oil restocking special on our Cenex brand lubricants. We recommend you take advantage of this excellent price while it's available.

NEW CARDTROL AT BIG BOW

Along with all the improvements at the Big Bow location, your cooperative has also invested in a new upgraded cardtrol. This includes new dispensers and card readers in the pumps, plus a lighted canopy for your convenience and protection from the elements while fueling. We will continue to offer Cenex unleaded gasoline, Premium Ruby Fieldmaster® and Premium Roadmaster XL® at this site. Remember, as always, you receive a two-cent discount at the pump when you use your Southwest Kansas Coop Club Card.

For any information on fuel contracting or on our oil and lube programs, contact Jordan Steele at 620-952-3601, or call our office at 620-492-2126 and ask for Cam or Paul. ◊

