



Provide quality and competitive products and services that create value for our patrons

Spring 2026

SERVING LEGACY COOPERATIVE MEMBER/OWNERS IS OUR BRAND



Sean Slowinski, CEO

When mergers take place in the corporate world, the name seems to be all that matters. That's not the case when it comes to the recent merger of Legacy

Cooperative and Farmers Union Oil of Devils Lake.

While there is pride in companies and their names, we wanted to uphold prioritizing our member/owners and employees. Because of this, we have made the strategic decision to remain Legacy Cooperative and for Farmers Union Oil of Devils Lake to keep their brand for a period of time. As our newly merged cooperative continues to evolve, the brand will too and will begin to reflect that. What we are focused on is integrating our systems smoothly to ensure that products and services continue to flow efficiently and effectively. That means if you have been calling Devils Lake locations for your fuel, lubricants or tires, keep calling them. If you've been calling a Legacy Cooperative number, keep calling it.

Over the next two to four months, administrative staff will be getting the two business management systems communicating. Eventually, all the business elements will be integrated into one. At that point, former Farmers Union Oil of Devils Lake will be able to access the AgVend portal.

For our new members, the AgVend portal is likely the most visible benefit

of the merger. With it, our member/owners are able to submit orders for products and services, pay invoices and view all account information. It makes it easy to communicate with your Legacy Cooperative team members by phone, chat or texts. You can even virtually sign contracts, request quotes, access product information and check on order status 24/7 with AgVend. It also offers payment flexibility with financing options and credit card or electronic transfer between your bank and Legacy Cooperative.

DON'T MISS YOUR LEGACY COOPERATIVE ANNUAL MEETING, TUESDAY, MARCH 31 AT THE ROCK LAKE SCHOOL. REVIEW THE PAST, THE PRESENT, AND PLANS FOR THE FUTURE

While the AgVend portal is a great benefit, we are confident the merger will produce other benefits as well. The very unique way this merger unfolded has set the stage for even more efficient and effective servicing of your needs.

Most mergers are top down, with boards proposing and stockholders voting. Only then are decisions made about pulling the two organizations together.

We did things differently. We put our people first. Teams of employees, management and board members met to discuss and

compare how the two organizations treated employees and how they served their member/owners. These discussions included the different ways that challenges were handled and how they were resolved.

These meetings created a sense of collaboration, trust and communication that let the merged staff start performing as one company on January 2nd. Back-office systems may not yet be fully integrated, but our employees are. We revised our employee handbook. It is now the Team Member Success Guide.

For our employees, success revolves around taking care of the majority of our member/owners in the best way possible. By putting our employees first and supporting them, we know they are better able to put the needs of our member/owners first.

Understanding those needs and servicing them is perhaps more important than ever, given the current agricultural economy. We know that most of our member/owners are facing extremely compressed, or nonexistent, margins.

When we say serving you is our brand, we mean it. As you consider your agronomy inputs, we know you have to consider all options. There may be a tendency to shop around for lower costs, to consider generic chemistry. The reality is that many generics are fine, but they are not all created equally.

Our goal is to get reputable products that include service beyond the

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sale. We have worked to develop deep relationships with trusted manufacturers who stand behind their products. That post-sales service comes at a cost. Evaluating generics, even if acceptable quality, should include considering the value of that service.

What we can't do is change the pricing our vendors set. They are driven by quarterly earnings and stockholder expectations. Unlike them, we are driven by delivering the highest quality products and services. We will do so in the most efficient and cost-effective way we can. We have to be fiscally responsible as we maintain your cooperative and prepare to meet your future needs. We do return cash and equity at year's end, as we continued to do this past year. However, we will always put member success ahead of returning a large cash patronage.

We understand the effect the downturn in the ag sector has had. The times are challenging, but don't hesitate to reach out to your Legacy

Cooperative team. Take advantage of our expertise to consider all your options and help you chart the best path forward.

Let your Legacy Cooperative agronomy advisor help you work through your options. They can help you evaluate your cropping plan and what will make the best use of dollars available. Discuss the potential impact of our Select Financing program with its zero percent interest rates on branded products through November.

We welcome our new members to take advantage of our agronomic and grain marketing expertise. This is especially true in the McVille area. We are adding seed and fertilizer sales to the existing Farmers Union Oil of McVille facility.

We hope to have everything in place and ready to provide seed by the end of March. Installing the fertilizer plant is more involved. With good weather, we hope to have it operational by mid April.

There were times in the past when expanding fertilizer sales to a new area would not have been possible. We simply did not have the storage capacity. The investment made in the new fertilizer plant in Egeland eliminates such concerns. Like the investment made in additional grain storage and drying at Bisbee, it was done so with member/owners' future needs in mind.

As noted, these are challenging times in agriculture. We have seen them before and will no doubt see them again. What matters is how we deal with them.

I hope to see you at the Legacy Cooperative Annual Meeting. We will be reviewing the past year and providing an overview of grain, agronomy and energy divisions. We will also be looking ahead, ensuring we are ready to service your ever-changing needs.

As always, thank you for your business. Serving your needs is why we are here!

VIEW FROM THE BOARD



Adam Leiphon

As a long-time board member of what was Farmers Union Oil of Devils Lake, my View From The Board has changed.

For the many members of Legacy Cooperative who don't know me, I farm with my dad about 15 miles northeast of Devils Lake. Our farm has been in the family since 1935, almost as long as my family has been members of co-ops.

We are a typical North Dakota farm with a mix of wheat, barley and soybeans. In the past, we've planted pinto beans, canola and specialty crops like flax. Having markets for so many crops, including niche ones, is what I enjoy

about farming in North Dakota.

Diversity lets us flex with what the market is doing. We aren't locked into just corn and soybeans. Our farm businesses evolve with what we grow.

When our board considered merging with Legacy Cooperative, we were wrestling with our future. Should we stay the way we were and slowly grow? Should we expand in energy and retail, as we had in the past with the plaza at Devils Lake, adding our transportation division and investing in our stores? Should we try to diversify and acquire needed expertise or instead look for a more diverse partner?

When we considered the merger with Legacy Cooperative, I was cautiously optimistic. We had been a successful company for 90 years. We had always been pretty forward thinking, and

diversification made sense.

We were both financially healthy. We shared some members, but we didn't compete a lot. Questions about how members and employees were treated were answered positively with the pre-merger process. We could see the merger would be beneficial to all. Merging with Legacy Cooperative was a no-brainer.

A big selling point was Legacy Cooperative's commitment to their smaller communities. We share that commitment. It's not just about the bottom line; it's about providing a service. If you can do that and break even or better, that is significant.

With the merger, I believe we are all members of a stronger, more diversified cooperative, prepared to evolve and be even better.

MEET TOM HAAHR, THE NEW CHIEF OPERATING OFFICER OF LEGACY COOPERATIVE

Members of the former Farmers Union Oil of Devils Lake need no introduction to Tom Haahr. He held the title of CEO there since 2008. Haahr is now the Chief Operating Officer (COO) of Legacy Cooperative, with an emphasis in energy and retail.

Tom started out in the grain industry, working for and managing multiple elevators. In the mid 1990s, he spent several years as a grain merchandiser.

"We had six elevators and loaded out about 6 million bushels a year with 52-car shuttles out of McVille and Petersburg," recalls Haahr. "I loved the job, and it led me to more opportunities in the cooperative system"

That was when Haahr had a chance to manage the Farmers Union Oil of McVille and later the Northwood Co-op Oil Company. In eight years, he helped it grow from \$1.2 million in sales to \$6.5 million. This success led to an opportunity with Farmers Union Oil of Devils Lake. The co-op consisted of retail outlets, fuel and lubricant sales and a tire warehouse.

"We had about \$23 million in sales that first year, and by 2024 we were just shy of \$51 million," says Haahr. "We have so much amazing talent in our work force. They are an excellent team and made our growth fun."

That period included the purchase of several retail outlets. The co-op also purchased the assets of a petroleum transportation company at Devils Lake.

"The acquisition has been important for controlling our freight rates and providing quality service at reasonable rates," says Haahr.

In 2014, the cooperative made a major



Tom Haahr stands by pump islands at the Devils Lake Travel Plaza. They offer gas with 10, 20, 30 and 85 percent ethanol, reflecting the importance of ethanol to American agriculture.

investment in a Travel Plaza on the east side of Devils Lake. In addition to the plaza, the co-op also developed eight lots, two of which have been further developed into a hotel and a Burger King.

"Our \$8.4 million investment has been a huge benefit to the community, as well as our member/owners," says Haahr.

He knows all too well what happens when that local support isn't there or there simply aren't enough people to support a retail outlet.

"Like Legacy Cooperative, Farmers Union Oil was very committed to the communities we are in. The co-op board made a significant investment at Lakota. The local grocery store was closing. "We stepped in and built a new outlet with a grocery store," says Haahr. "The community really stepped up and supported our investment, and that store has done very well."

A history of good and sometimes tough

decisions set the stage for the merger that took place this past year.

"Sean Slowinski and I have been friends since 2013 and worked together on various committees," says Haahr. "We are each part of highly successful co-ops. Could they be even better together? Would a merger add more value for member/owners and provide better stewardship for our employees?"

Initial discussions revealed near identical cultures. That began a process that stretched out over 11 weeks with multiple committees of employees and board members looking for efficiencies to be gained.

"What they reported back to the boards was very, very positive," says Haahr. "All the committees thought a merger was a good idea."

Farmers Union Oil of Devils Lake member/owners responded with a 98 percent yes vote. "We were very pleased with the voter turnout. They saw a parallel between the diversity in the crops they raise with having a more diverse cooperative," says Haahr. "The new seed and fertilizer outlet at McVille is something we didn't have the expertise to do, but it will be a major benefit to an underserved area. The vast majority of our member/owners recognize and appreciate that."

While very proud of the response, he is even more proud of what happened next. "We had less than two months from the merger vote to put everything together without missing a beat for our employees payroll or customer service," he recalls. "From day one in the process, we looked for efficiencies," says Haahr. "Now we have the chance to become stronger and so much better together than we were separately."

COMMUNICATION KEY TO FERTILIZER AVAILABILITY

Legacy Cooperative has the fertilizer you need...if you've shared that need with your agronomy advisor. Member/owners still coming in the door will be covered too, but the sooner, the better, for everyone.

"As more come in, we have to do more planning and positioning," explains Joe Kremer, Legacy Cooperative Agronomy Manager. "Everything goes smoother if we know the demand to expect rather than guessing at it. Planning ahead is good for everyone."

Kremer's goal is to have enough fertilizer on hand, but not too much. "We want to be empty at the end of the season," says Kremer. "Leftover fertilizer is a cost the cooperative has to carry, a needless expense against profits for all our member/owners in the end."

Communicating fertilizer needs sooner rather than later is likely to be a money saver this year. And the sooner needs are shared, the more money likely saved.

"We can always get fertilizer, but the question is, at what price," says Kremer. "We don't expect the fertilizer market to settle back. Most everything is set for the season or going up. Waiting to buy has been costly in the past. It is not a good idea to wait until May."

Kremer points out that the January deadline to apply for 0% interest for BASF and Bayer chemicals was extended until March 14. Time is short. "Make your plan," he suggests. "Place your order and pay zero percent interest until November."

On the chemical side, any product from BASF and Bayer is included. "We had the worst white mold on soybeans last year than we have ever seen," he says. "We've never pushed fungicides on soybeans in the past, but after seeing results this past year, we are advising fungicides on every

crop and every acre."

Kremer advises locking in insecticide and fungicide products now, so they qualify for Secure Finance. "Zorina fungicide from BASF will be in high demand for use on soybeans, edible beans and canola," says Kremer. "It is in very limited supply, and when it is gone, it is gone."

If the weather cooperates, Kremer is looking forward to a smooth-running season. "I'm excited for spring," he says. "We have a good crew and will be able to provide as good or better service than in the past. Our fertilizer plants are full, and our chemical shelves are well stocked."

The full plants include the 22,000-ton capacity Egeland facility that opened this past spring. "Aside from a few little hiccups, the new plant worked great last year," says Kremer. "The additional capacity has been a godsend. If one of our locations has an outage, resupply is measured in minutes, not days, as in the past."

The added capacity helped make the fertilizer outlet at McVille possible. It was an area that was underserved agronomically, notes Kremer.

"We've already booked and sold a lot of seed, fertilizers and chemicals," he says. "We are operating out of the existing C-store and its cold storage shed. Derek Briss is from the area and is doing a great job."

This season, fertilizer will be stored in four 220-ton stainless steel bins with a 16-ton blender with a conditioner on it. "As we establish the potential business in the area, we will see what will be needed to service it," says Kremer. "The support has been strong, and we appreciate that. We are looking forward to growing with them and will need their support if we are to make an increased investment."

Kremer notes that sales have been strong across all Legacy Cooperative locations. "It looks like another good spring for the business," he says. "We are fine-tuning our equipment, most of which is still pretty new."

With the fleet management system in place, staff can see where every piece of field equipment is. "It gives us a leg up to know where the equipment is and how it is moving," says Kremer. "With the fleet management app, we can give our member/owners a heads up on when we will be in their field."

Kremer encourages member/owners who applied a stabilizer with their fall nitrogen to check out the sustainability program from Ceres Global Ag Corp.

"They will pay a \$4 per acre premium for every acre where a stabilizer was used," says Kremer.

"The only requirement beyond a 10 to 15-minute survey is to deliver at least 25 bushels per acre of spring wheat to Legacy Cooperative elevators for every enrolled acre," says Aszhia Albrecht, Ceres Global Ag Corp. "Our milling customers want to encourage sustainable practices like stabilizers. They know there is an extra cost, and they want to incentivize them."

"We put on 20,000 acres of stabilizers this past fall," says Kremer. "All it takes is a little paperwork, and the amount of money is worth the time." Remember, it's limited acres, so you need to get signed up on the program today or at least prior to acres being spoken for.

GRAIN IN-GRAIN OUT, NEVER ENDING STORY AT LEGACY COOPERATIVE

Legacy Cooperative grain haulers might well adopt the theme song from the 1960s TV show *Rawhide*. "Rolling, rolling rolling..." is just what they do with their trucks. Their days are busy, moving grain and beans from local elevators to Bisbee and racing back for more. It is a pace that will soon be picking up, notes David Berginski, Legacy Cooperative Operations Manager.



Pictured above is Jared LeVeque, Legacy Cooperative's Millwright. His skillset ranges from installing new agronomy bins to repairing and improving operational assets and equipment, and beyond.

"We will be hitting it pretty hard moving wheat out of our locations in coming weeks," he says. "We've had a lot of member/owners hauling in some grain and beans, but they are sitting on much of last year's crop. We know there is some two-year-old crop still out there."

Frustrating markets are to blame. Berginski notes that there is a lot of uncertainty with what to do and when to do it.

"We have some satellite locations getting a little full, but only because we are waiting on trains to make space at Bisbee," he says. "Most are doing pretty well with space."

When Berginski suggests the Bisbee terminal is emptying out, it is on a revolving basis. The terminal fills up and empties out constantly.

"We have already loaded out our seventh train this year," he says. "We expect to load out four more trains in March, in addition to corn singles."

The mixed weather during harvest this past fall has made loading wheat a little more complex. While there was no shortage of good quality wheat, there was also some lesser quality with falling numbers that required special attention and storage.

"We try to load all our trains at 14

percent protein even," says Berginski.

"Higher than normal protein resulted in some trains averaging 14.2 percent."

In 2025, Legacy Cooperative finished the year with 48 full shuttles, as well as some singles and partial shuttles. Berginski knows the terminal will fill up again as grain and beans move off the farm in coming months.

"Old crop is mostly looking good as it comes in," says Berginski. "There have been some bug issues and some musty grain due to the temperature fluctuations."

He encourages member/owners to keep a close eye on what they have in the bin. "We assume our member/owners will be making room for the coming harvest," says Berginski. "Usually in June or July, there is a big push on delivering grain. Sharing your plans with us helps ensure there is room when you are ready to haul. Knowing if there are quality concerns is very helpful."

He says the co-op will be ready when the grain begins to move. "We have been doing maintenance to get trucks and trailers ready for Department of Transportation inspections," says Berginski. "We are in good shape with both employees and equipment."

One employee who has been extra busy over the winter is millwright Jared LeVeque. He has been at McVille working on setting up the seed and fertilizer bins, as well as other projects working on conveyors and making general improvements on equipment and systems at elevators.

"Automation is great until it doesn't work," says Berginski. "That's when we call in Jared. He has been a great addition to the staff. Everyone respects him for the job he does."

Berginski is anxious for the weather to warm up so work on the new silos at Bisbee can get back on track. Concrete was poured for the tunnel walls in late January. Backfilling with river sand is next, with pouring concrete for the floors inside the bins to follow.

"We will have to get 100 percent compaction of the sand around the tunnel walls and under the floor," says Berginski. "We need warmer weather for pouring the concrete tops and for a lot of the detail work."

Even when the silo construction and equipment installation is complete, putting them to full use will have to wait. "Everything depends on how they settle," says Berginski. "We will fill each silo equally to 25%, then 50%, then 75%, then to 100%, and surveying them at each stage to determine the differential settlement. If one section settles more than another, that would be a problem. We have to take it slowly. That may mean only turning them over once or twice the first year; however, they will be used for the harvest of 2026."

SOYBEAN AND CANOLA MARKETS IMPROVED WITH CHINA'S PURCHASES

"We've been buying a lot of soybeans and canola, as both of those markets have had a good run higher recently, mainly due to China," says Brooks Larson, Legacy Cooperative Grain Division Manager.

China followed through on its November commitment to buy 12 million metric tons of soybeans. Sales took place soon after the trade agreement was announced. Whether they buy another eight million metric tons of old crop soybeans, as the Trump Administration suggested recently, remains to be seen.

"That social media post from the President was enough to set off a rally and inspire some speculative buying in the market," says Larson. "The market seems optimistic that those extra purchases will be happening soon, with the futures market trading back up to recent contract highs in late February."

President Trump goes to China for a meeting with China's president Xi in early April. Announcements made from that meeting will be closely monitored by commodity traders. Many are hoping there will be some goodwill soybean purchases by China leading up to it.

The South American crop will likely put pressure on U.S. prices going forward, suggests Larson. He points out that Brazil's beans are being sold for over a dollar per bushel less than U.S. soybeans.

"Brazil has a record crop again, with an expected 180 million metric tons of soybean production forecast," he says. "They continue to get favorable weather conditions and are putting more acres of soybeans into production every year. Competing with Brazil will be a battle going forward and may mean U.S. soybeans need to get cheaper to compete in the world market."

Larson has been encouraging Legacy

Cooperative member/owners to get some new crop soybeans sold. He points to the potential for last year's record U.S. corn acres rotating to soybeans in 2026.

"Soybeans are attractive to growers at \$10, and they require less input costs than most other commodities," says Larson.

Trade negotiations between Canada and China have also put a boost in canola. Since China started buying canola, the price has rallied over \$2.50 per cwt on both old and new crop, notes Larson. The Trump administration has also announced that higher biofuel requirements for refineries are coming, which will create more demand for soybean oil and canola oil in the near future.

The newly developed war with Iran will also add volatility to the commodity markets and hopefully give more opportunities to market grain at higher levels.

"There has been a lot of interest in marketing canola, both on farm and on delayed pricing at our elevators," he says. "After the drastic acreage reduction last year, there appears to be some recovery coming in our area for 2026."

Unfortunately, wheat is still not showing much life. "Spring wheat ending stocks are more than adequate in the U.S. and Canada this year," says Larson. There is starting to be some concern about drought conditions in the southern plains and the potential of less acres being grown in the U.S. this coming year.

Larson hopes the March 31st prospective planting report will put a little life into the wheat market due to a reduction in acres, given how unattractive the current price is.

"There is a lot of wheat on delayed pricing and sitting in farmers' bins," he says. "Many growers are waiting for \$6 plus wheat, but

it hasn't happened yet and has been stuck in a narrow trading range since harvest."

"A weather scare may produce a little pop in wheat prices, but with current stocks, small rallies in the market should be taken advantage of," says Larson. "Overall, it seems everyone had a decent wheat crop this last year."

Looking ahead, Larson suggests that if soybean acres are up with higher prices, corn acres may be down some in the U.S. as a result. "Corn was looking good before the January WASDE report," he says. "Then the USDA increased the yield on corn, which drove the market down 30 to 40¢ per bushel. We were getting close to a \$4 cash price, but that report sent it the other direction. However, it has been working its way back up a bit recently, following the soybean market."

Larson expects more corn acres locally this year by first time growers as they start to build APH averages for crop insurance purposes. "With our increased storage and extra dryer expected to be available in Bisbee in time for harvest, we will welcome member/owners gaining confidence with growing corn.

"I don't think anyone is looking for a home run in this market," says Larson. "We have had a lot more interest in forward contracting some of next year's production.

He suggests looking at the December 2026 or March 2027 futures on spring wheat to take advantage of the carry in the market. "At current levels, it gives you a good chance of getting over a \$6 cash price on wheat, depending on basis and protein levels," says Larson. "Even though we always hope for higher prices, it's a good time to consider locking in a profit on some of your production if the current new crop prices make sense for your operation."

STOCK UP ON FILTERS, LUBRICANTS AND MORE AT LEGACY COOPERATIVE'S SPRING SALE

Don't miss out on Legacy Cooperative's annual spring sale of oil filters, oil and other lubricants. Stock up on needed supplies as you prepare equipment for spring planting. Watch for sale notices on the Facebook page, website and on posters at local Legacy Cooperative retail outlets. There will also be ads on the radio and in local papers. The Spring Oil and Filter Sale is March 14th through March 31st.

"These are the best prices of the year on filters and lubricants," says John Lovcik, Legacy Cooperative Energy Manager. "We've been offering these great deals for many years, and now they will be available to our new member/owners as well. Stop by McVile, Munich or the Devils Lake Bulk Plant along with Bisbee, Dunseith, North Central Tire, Rock Lake, Rolette and Overly."

Sale items include bulk lubricants, as well as packaged oil and grease. Lovcik encourages member/owners who use large quantities of oil and lubricants to consider installing a bulk system.

"We continue to install bulk systems on farms in the area," says Lovcik. "It can take a couple of weeks to get a bulk system ordered and in place, so if you want one for the spring planting season, contact us sooner, rather than later."

Lovcik notes that Farmers Union Oil of Devils Lake local cards and Legacy local cards will continue to work at their original locations. "Once full integration of the two cooperatives onto one accounting system has been completed, we will need to issue some patrons new cards before we can change over all locations to accept any card," says Lovcik. "We are working behind the scenes on many tasks, and hopefully we can accomplish this one by June 1st.

"Using the charge cards provides

patronage benefits versus using other debit and credit cards," notes Lovcik.

From the member/owner standpoint, virtually nothing changes in the short term. Ordering fuel stays the same, whether previously calling a Farmers Union Oil number or a Legacy Cooperative number. It may get delivered from a different location than previous if it can gain efficiency. Administratively, there are lots of things happening.



"We have been busy aligning sales and inventory categories and programs, looking at data processing and procedures," says Lovcik. "We are taking the best of each system and developing new procedures."

One of the advantages the merger offers is the potential to work with our vendors to the benefit of member/owners. Lovcik expects having eight C-stores in one group will make it easier to receive chain pricing.

"We find we have about 75 to 80 percent vendors in common," he says. "That gives us more opportunities in pricing and service with them. Many of them have indicated their interest in securing their business with us."

Lovcik notes that both merger partners expanded their C-stores in years past. While the Lakota store offers more groceries, others in both groups are more traditional C-stores. Legacy Cooperative has a stand-alone tire shop, and Farmers Union Oil of Devils Lake has a tire warehouse.

"The Legacy Cooperative service stations have some snacks, but offer more on the hardware end," says Lovcik. "All the service stations offer similar auto maintenance and tire repairs. The Devils Lake Tire warehouse is a welcome addition. I expect going forward that it will help keep us competitively priced in the marketplace."

Another feature of the merger was the Farmers Union Oil Transport division. "Even pre-merger, we had started using it for our members and stores," says Lovcik. "Mark Elfman and his staff at the division have provided better communication to our stores and our member/owners than other providers did, which gives us better information on delivery times."

Prior to the merger, Legacy Cooperative had allocated gallons mainly from the Minot terminal. Farmers Union Oil of Devils Lake had allocations mainly from the Grand Forks terminal.

"We now have the versatility to choose allocations from either terminal, based on price," says Lovcik. "This also helps ensure more dependable supplies. If one terminal goes down or supplies are tight, we have better allocations to work with."

He notes that fuel prices jumped about 60 cents in the past month, due to geopolitical problems. "Although we have seen some increases, we're still less than last year at this time," says Lovcik. "As we get closer to spring, take advantage of any dips in the market."

"The best tactic is to have enough fuel on hand to get you through most or all of springs' work. Any refinery, pipeline or terminal issue can cause a supply disruption quickly."

FIRST YODER TRANSPORTATION, THEN FARMERS UNION OIL AND NOW LEGACY COOPERATIVE

The names haven't changed on the tanks or on the trucks, but Farmers Union Oil Transport division will soon carry the name of Legacy Cooperative. It has been more than four years since the business operated as Yoder Transportation. What didn't change then and won't change now is a dedication to customer service.

"Our division makes money for the cooperative and gets fuel to our member/owners when they need it, usually within a day," says Mark Elfman, Legacy Cooperative Transportation Manager. "If we have a load ready to deliver to a station and a member/owner calls, we can usually hold off on the station and send it to the farm. You can be a lot more efficient and effective when you control the delivery system."

Elfman has overseen the transportation division since it changed names the last time. That was in 2022. However, his experience in delivering fuel goes back to high school days. That's when he started working for his dad at the Warwick station. When the McVille co-op bought out his dad in 2007, Elfman was asked to stay on. When Farmers Union Oil of Devils Lake bought both stations in 2013, Tom Haahr, then CEO, asked him to manage them.

Aside from two years with Nutrien Ag Solutions, Elfman has been with Farmers Union Oil of Devils Lake ever since. When the co-op bought out Yoder Transportation, Elfman was a natural to be asked to manage it. He had even worked weekends for Yoder at one time.



Mark Elfman notes that since the merger vote in November, Farmers Union Oil Transport has serviced Legacy Cooperative C-stores and bulk tanks, providing improved service and efficiency.

"We had three tractors and three transport trailers and kept three people busy," recalls Elfman. "With the merger, we have five tractors and four refined fuel trailers. We supply product to our own stores and to several other local cooperatives now, including Legacy Cooperative."

Elfman credits his team for the growth. "We have several drivers who voluntarily get up at two or three in the morning to get to the terminal and be in place by seven," says Elfman. "They like to avoid the long lines and make it back here in time for a second trip. We pick up six loads a day from the terminal, almost every day, more if I jump in a truck."

Most days, Elfman spends his time dispatching trucks, doing needed maintenance and watching fuel levels. "Store managers call me when they need a load, but I can monitor all but the store at Rolla from my office," he explains. "I can track all the levels and simply dispatch a load as needed."

That is also true of member/owner bulk tanks with tank monitors installed. "We've

installed monitors on tanks for a number of members/owners," he says. "We are hoping to do more, as it makes refueling easier for them and for us. Without it, especially for those without a tank gauge, when they run out of fuel, they usually need it right away."

Elfman also dispatches loads to bulk tanks at both Devils Lake locations, as well as McVille and Munich. These bulk tanks supply their adjacent service station fuel pumps. However, with the exception of the Travel Plaza, they also serve as reserve. Fuel can be pulled out as well as pumped in.

The transport division also services the Legacy Cooperative bulk tanks as requested. "Communication between our office and John Lovcik and his staff has been great. They are easy to deal with. What few problems that have come up have been easily handled."

When not dispatching or hauling an extra load himself, Elfman fills in his days with maintenance. Between trucks and trailers and various bulk tanks, there is always something to do, he notes.

"Things run smoothly most days," he says. "We have good equipment. One truck is a 2025 model, and one is 2026."

Elfman is enthused about the merger. "Down the road, we may be able to do some hedging, which is easier to do when you are working with more volume," he says. "Working together, we can do more at a better price, and that goes toward patronage for the member/owners."

LEGACY COOPERATIVE RETAIL WORLD NOW EVEN WIDER



Legacy Cooperative has long made a major commitment to the communities it serves. With the recent merger, that commitment is even stronger and encompassing even more communities. The retail outlets pictured here reflect that broader commitment. In the near future, Legacy Cooperative charge cards will be able to be used, building your patronage and strengthen your cooperative and your communities.

Farmers Union Oil of Devils Lake East Travel Plaza (above) provides food, fuel and retail products and services. Five separate islands provide dual side diesel service. Six islands provide an array of blends including 10, 20, 30 and 85 percent ethanol, as well as No. 1 and No. 2 diesel, or a 50/50 blend of both.



Farmers Union Oil of Devils Lake West (above) offers food, gas/diesel and retail goods and services.



When Lakota's only grocery store closed, Farmers Union Oil of Devils Lake stepped in, investing in a new C-store (left) with Cenex gas and diesel, as well as food, retail and an expanded selection of groceries needed by area residents.

Farmers Union Oil of Devils Lake - McVilleville Cenex (right) has long provided food, fuel and retail goods. Recently, it became an agronomy center also, offering area farmers seed, fertilizer and crop protection chemicals.



Farmers Union Oil of Devils Lake One Stop (above) provides food, gas/diesel and retail goods and services.

Farmers Union Oil of Devils Lake maintains the Munich Cardrol gas island at Munich (right). It is the sole fueling station in Munich and is open 24/7.



PRACTICE FERTILIZER AND CROP PROTECTION CHEMICAL APPLICATION SAFETY

Safe handling of fertilizers and agricultural chemicals is essential to protecting workers, livestock, crops and the environment, notes Stephanie LeVeque, Legacy Cooperative Safety and Compliance Manager.

LeVeque and the Legacy Cooperative Safety Committee work with other employees to ensure a safe work environment for employees, member/owners and local communities. They hold safety meetings to refresh employees on best practices. She suggests that the points shared with employees are equally valid for farmers handling many of the same products.

"By following proper storage, mixing, transportation and application practices, our member/owners can reduce the risk of spills, drifts, equipment accidents, and chemical exposure," she says.

Safe Storage and Handling

"Safety begins when product is delivered or picked up at the local agronomy center," says LeVeque. "Keep fertilizers and ag chemicals in their original or labeled containers. Store them away from feed, seed, water sources and ignition sources."

Safe handling includes safe application, she adds, "Inspect tanks, hoses and valves for leaks before the season begins."

Personal Protective Equipment

Safe handling includes using personal protection equipment (PPE). "Prior to use, inspect gloves (nitrile/neoprene) and goggles/face shields and replace anything that is worn or faulty," suggests LeVeque. "Use them, as well as long sleeves and waterproof boots, when working with fertilizer and chemicals. Wear respirators/dust masks when working with dusty fertilizers."

Mixing and Loading

Always read and follow labels for safety, as

well as for product efficacy, she points out "Mix outdoors or in well-ventilated indoor areas," she says. "Always add chemicals to water, not water to chemicals, and keep bystanders, pets and children away from the area."

Spill Prevention and Environmental Protection

"Use containment pads and avoid filling tanks near wells, ditches or water bodies," says LeVeque "Keep spill kits, including absorbents, acid and base neutralizers, shovels and sealable containers nearby."

"If you have questions about what to include, ask your agronomy advisor for suggestions," she adds.

Transporting Chemicals

She also advises, "Secure containers and use proper placards on bulk tanks. Never transport chemicals inside enclosed cabs, and keep SDS sheets in the vehicle."

Application Practices

"Calibrate sprayers and avoid winds greater than 10 to 15 miles per hour to reduce drift," says LeVeque.

A second rule of thumb to reduce potential drift is to watch for temperature inversions early or late in the day. This is especially true with small droplets or more volatile chemicals, warns North Dakota State University agriculture extension. They point out that vaporized pesticides can move miles from the application site during a temperature inversion.

Anhydrous Ammonia Application

"Properly used, anhydrous ammonia is an effective and often economical source of nitrogen," says LeVeque. "However, it deserves special attention when applying."



Anhydrous ammonia deserves special attention for safe applications, suggests Stephanie LeVeque.

Water is key. "Carry five gallons of water on the tractor or tank," she says. "Wear non-vented goggles and NH₃-rated gloves. Always approach the tank from the upwind side and inspect the tank for proper signage and hose connections."

First Aid And Emergency Preparedness

While the goal is always to avoid accidents, they do happen, admits the Safety and Compliance Manager. Once again, access to water is key.

"Rinse eyes and skin for 15 to 20 minutes if exposed," emphasizes LeVeque. "Know the symptoms to look for in the case of chemical exposure. These include dizziness, nausea and skin irritation."

Additional steps she recommends include posting emergency numbers, including Poison Control (800-222-1222) and the local fire department, at mixing and loading sites. Entering them into cell phones ensures rapid access if needed.

"Our goal at Legacy Cooperative is for a safe and accident-free work year," says LeVeque. "That is true for employees, equipment and anyone interacting with us. Perhaps these safety tips will help keep our member/owners, their families and employees safe as well."

WITH FEW EXCEPTIONS, SEED SUPPLY IS IN GOOD SHAPE FOR 2026 PLANTING SEASON

Seed supplies are in good shape across the board, according to Trevor Darling, Legacy Cooperative Seed Manager. However, there are some in-demand varieties in short supply, he warns.

"If you didn't take advantage of our seed sales programs in November and December and lock in your varieties, consider doing so now," says Darling. "If you book now, you aren't limited in select varieties. That will change."

"As soon as you know what you plan to do, let us know," he adds. "That is true, even if you have plans A, B and C. Share plan A now, and we will work with you if you decide to go to plan B or C later."

Darling notes that corn seed sales have been particularly good. "We have more guys dabbling in corn than ever before," he says. "Experienced growers are adding more acres. It is like nothing we've seen in the past."

New early maturing hybrids are helping drive the increased acres, notes Darling. "Demand on early hybrids has been wild," he says. "We are expecting the new 75-day DeKalb to yield like older 78-day hybrids in areas like Egeland and Rock Lake and like an 81 to 82-day hybrid around Cando," he says. "That gives us a little extra cushion, even if it isn't a perfect season for 81-day corn."

Darling is excited about corn hybrid sales in the McVillage area with the new agronomy services available. Derek Briss is handling seed, as well as fertilizer and chemical sales.

"There is already a lot of corn planted in that area," he explains. "Given the response we've had, I expect corn seed sales there will double our sales for the cooperative as a whole."

Corn seed is shipped in hard bulk boxes. Six 5,000-unit bins have been installed for bulk seed sales. Currently one holds



Trevor Darling expects new short season hybrids will make corn even more attractive to Legacy Cooperative member/owners this year.

wheat and five hold soybeans, but all can hold either depending on local demand.

"We installed a fully automated Hamilton seed treatment system there as well," says Darling. "It is a constant flow system with a scale on the seed treater hopper."

Darling expects most member/owners to pick up their own soybeans and wheat. Delivery will be available, he adds, although there is no seed truck designated for the outlet.

Legacy Cooperative member/owners have a good selection of soybean varieties to choose from, notes Darling. "We only offer premium soybean seed from good companies, and it showed with the good yields this past fall," he says. "Croplan early maturity 003 did really well, as did Proseed's 40-12 and NK's 008. Likewise, Asgrow AG01 did very well."

As with every crop, Darling recommends diversifying seed, not only with varieties, but also with companies. "Each has its own genetic pool they select traits from," he says. "It's good to have a bit of everything. Every year is different, going from one extreme to another, sometimes in the same year."

Wheat seed tends to be an in-season purchase, but that is even more so this

year, notes Darling. "We expect wheat acres overall to be down, as we have had fewer early bookings than in the past. We can still get our hands on everything, but that will change."

Two newer varieties that did well last year were Stampede and Elevate, reports Darling. "They were comparable to WestBred 9590 or better with stand, protein and yield," he says. "We had a few acres of WB9641 last year. One grower said it was the best yielding he had raised in 40 years. It wasn't as high on protein as WB9590, but a super yielder. Here, too, diversity is a good strategy versus going with just one variety."

Wheat acres may be down, but Darling expects canola acres to recover some from 2025. With so many undecided acres and Canadian sales to China, there may be a full recovery and then some to 2024 levels. Whatever happens, Legacy Cooperative is ready.

"Nothing is yet out of stock, but some are short," says Darling. "Don't worry, we can get canola that will yield well, and maturities are all too close to matter."

Sunflower acres were up some last year, and Darling expects about the same acres this year. "There are some decent contracts out there," he says. "Seed is reported to be tight or out with a lot of retailers, but we still have Croplan sunflower seed available."

Darling gives his sales team a lot of credit for the support they have given member/owners this season. "They've done a great job getting plan A when possible," he says. "This allows us to be ready to have what you need come spring. I'm super excited about the merger and looking forward to working with our new members. Additional sales make it possible for us to provide even better service and competitive pricing to all our member/owners."



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ANNUAL MEETINGS ARE COMING UP

Don't miss out on upcoming annual meetings. Legacy Cooperative member/owners, board and management will meet to close out the 2025 fiscal year. The annual meeting is scheduled for Tuesday, March 31.

"We've had another very successful year, albeit with its own challenges," says Jeff Teubner, Legacy Cooperative Board of Directors President. "We are excited about the future as we move forward after the recent merger."

Member/owners of merger partner Farmers Union Oil of Devils Lake will have two annual meetings to attend. One will close out the 2025 fiscal year ending September 30. A second annual meeting will cover the partial year

**LEGACY COOPERATIVE
ANNUAL MEETING
6 P.M. TUESDAY,
MARCH 31ST,
ROCK LAKE SCHOOL
DINNER TO FOLLOW**

from October 1 through Dec. 31.

The Legacy Cooperative annual meeting will take place at the Rock Lake School. Distribution of dividends and networking begins at 5:00 p.m. The meeting will begin at 6:00 p.m.

Meeting topics include election of

officers and old and new business.

This includes a review of the financial statement for 2025. Door prizes will be awarded, and a meal will follow.

The Farmers Union Oil of Devils Lake annual meetings are yet unscheduled, notes Tom Haahr, former CEO and current COO with Legacy Cooperative. "We are awaiting the final audits," he says. "When they are complete, we will notify member/owners of the date, location and other details."

"The annual meeting is a great opportunity to interact with board members and discuss with them the future of your cooperative," says Teubner.

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