

Another summer almost in the rear view mirror. It has been a hot and humid summer for sure. We have to count our blessings as to the abundant moisture we have been experiencing this summer. It will be a huge helping factor in the likely yields for the Fall crops. Can't remember the crops looking as good in August for the past few years. We are working diligently on making room for what we expect to be a very good crop. The wheat receipts were a bit disappointing for all producers, but the fall crops may make up for some of the wheat's short comings. Discount schedules for the fall crops are coming out with little to no changes. Corn moisture discounts are being reduced to the benefit of our producers. We still don't recommend harvesting above the 15.5 moisture level as conditions look good for natural drying of the crop and a fairly early harvest start.

Building projects at Atlanta, New Salem and Winfield are pretty much completed as of this time. The new additions to Kellogg are underway and will hopefully be fully functional by the first of October. Rainy weather and a few other delays have had an impact on the progress. We look forward to using the facilities during the busy Fall and Winter feed season. We will also have a second semi-tractor trailer unit in operation for the coming feed season. Be sure to check with Donnie for booking pricing of your feed needs for the season.

We continue to hear questions as to what is the CoMark entity that we are associated with. CoMark is several things to 11 cooperatives that formed the original buying group back in the early 80's. It was designed to help leverage the buying power of the group as a whole and provide better pricing for each cooperative's members. It has worked in that respect very well over the years. It evolved into chemical procurement, and grain marketing over the years. At first grain marketing was only used by a few and there were no real benefits to its structure other than the cooperatives called one person to show their grain to numerous buyers and report back to the coop, who then decided to sell or not sell. All for a 1 penny commission on any sales. Today that function is much broader and better for all the companies involved. Today we have the ability to arbitrage grain movements, take advantage of storage opportunities and carries in the market that were not available to us on the small scale we each worked under. We have access to large numbers of trucking firms that can move hundreds of thousands of bushels in a day if the need is there to move the grain to make room for additional harvest activity. We get way more value

for about the same price we pay for the service today and in turn are able to build facilities to handle your products more efficiently. It also makes the locals more profitable and able to return those profits to you in the form of patronage or in building facilities and updating equipment to meet your ever increasing needs.

Grain marketing is a very crucial stage of the financial picture for all of our producers. We had a marketing meeting in mid August to help give our producers some insight into what the future looked like from a world grain point of view. We sent out 150 invitations, we had 3 producers show up for the meeting. It is our goal to help you to have the best insight and marketing tools that we can provide so that you can make informed decisions on your marketing plans. We want to help you to focus on the big picture and not worry about the 2, 3, 5 or 10 cents differences in a daily price between competitors and end users, which we are not, but to focus on your cost of production and make a solid plan as to where you need to market your crops to be above that place and make a decent return. Certainly all things are not going to fall into place every time for as good an outcome as you may want, but you have a solid basis to see at what level you are profitable. There were numerous opportunities to have sold wheat at over \$5.25 to \$5.50 per bushel in late June to mid July rather than at today's close of under \$4.50 but a missed opportunity by a lot of producers and yet we still hear that we are a few cents under some competition in some area. Please let the CGM staff or Valley Coop staff help you to set up a solid marketing plan. Trace Ulrich 1-316-542-3435, extension 1112 would be happy to sit down with you to work on this. Kirk Kennedy 620-229-0312 has been working on the marketing plans as well, or give me a call and we can get something set up to assist you in coming up with a marketing plan that will help you to at least know your cost of production and set some realistic marketing goals.

CoMark, Inc., CoMark Grain Marketing, LLC, CoMark, LLC and CoMark Energy Coop are great assets for your organization. You should be proud of all your business units and companies that you belong to and are associated with. They all work very hard to add dollars to YOUR bottom line.

Have a great Fall.

Richard Kimbrel
General Manager

Kellogg Comments

It has been a busy summer at Kellogg. We are still working on the new commodity building to store feed ingredients in. I was hoping to have it and our new finished product bins done and operating by this time. But between weather delays and waiting for some of the materials here we are staring down the barrel at fall feed season. Hopefully everything will be done and operating by October 1st. We are also going to replace our single pellet cooler with two new ones and redo the conveyor system to minimize the breakage of our nuggets and to reduce the amount of fines. We also have added a second semi delivery truck to our fleet. We will now have two 24 ton semis and three 16 ton bobtails to better serve your needs. We are currently booking 20% nuggets for the winter season. Give me a call for a quote.

We are now carrying Mesz dry fertilizer. It is a prilled fertilizer that contains 12 % nitrogen, 40 % phosphate, 10 % sulphur and 1 % zinc. It is a very clean product that will go through air seeders and conventional drills, making it an excellent starter fertilizer.

Fall harvest is just around the corner. We are cleaned out and ready to go. Just a reminder to use caution at the corner north of us.

As always thanks for your business and have a safe harvest,

Donnie and the Kellogg Crew: Mark, Ingrid, Roger, Tony, Larry, Logan, Ryan, Derek and Scott

**Valley Coop, Inc. will be closed
Monday September 7th other than for
harvest activity in observance of
Labor Day.**

Please have a safe holiday !!



Hello From Beautiful Downtown Winfield

All signs point to a great fall harvest. A couple of years ago we wondered if we would ever get any rain. I guess one thing you cannot count on is the weather.

The other day a man walked in and said, "I did not know your store was here." He said he hated to go to the big stores and really thought it was great that he could come to a small store and get some one on one advice and help. Most of our customers are not Coop members, so could you do us a favor and tell your neighbors or friends about us.

We are stocked up on weed killers and insect killers. It seems like a never ending battle to control the weeds and unwanted grass. Don't be fooled by the one shot weed killer commercials.

As always, we do thank you for your business and look forward to seeing you. If you don't buy anything that's alright, have a cup of coffee.

Ron, Todd and Chad



Banana Split Cake

Recipe Submitted by Katherine Grow

1½ cup vanilla wafers, crushed
1¼ cups sugar, divided
⅓ cup butter, melted
2 (8 oz.) packages cream cheese, softened
28 oz. crushed pineapple, well drained
4 whole bananas

2 cups cold milk
5½ oz. package instant vanilla pudding
2 cups heavy whipping cream
¼ cup powdered sugar
2 teaspoons vanilla extract
1 cup pecans, chopped

Mix together cookie crumbs, ¼ cup of the sugar and melted butter. Press into bottom of 9 x13 pan. Beat together remaining sugar and cream cheese until well mixed. Carefully spread over the cookie crust. Top with drained pineapple. Slice bananas and layer over the pineapple. In another bowl, mix together cold milk and pudding, set aside. In large bowl beat together whipping cream, vanilla and powdered sugar until soft peaks form. Remove 1 cup of whipped cream and mix into the pudding. Layer the pudding mixture over the bananas. Spread the remaining whipped cream over the pudding and sprinkle with pecans. Chill for 5 hours before serving.

News from the South

It's August again in south central Kansas. Typically, that would translate to hot, miserable temperatures and dry weather. We certainly have had our share of some very warm, humid days but the moisture throughout the summer has been a blessing and should make for some really nice fall crops. The corn crop around the area looks promising and I would expect some decent yields and high quality this harvest. With the sufficient rains this year I hope we don't have to deal with any aflatoxin issues. The full season beans and milo also look to have some outstanding potential and most of the double crop acres are off to a good start. Unfortunately, the Pigweeds have also benefited from the rains. With the ever increasing resistance to glyphosate products we are recommending some fall applied pre-emergent herbicides. Please give us a call to discuss some different options we will offer this year.

Fall is always a busy time of year with the upcoming corn harvest and fall wheat planting so please be sure and give us a call in advance for your seed cleaning needs. This is our second season with our new cleaner and we have been very pleased with the performance and consistency of product this machine is able to provide. We look forward to working with you and any needs we can help with this fall. I wish everyone a safe and bountiful harvest.

Hackney Crew: Todd, Stacie, Les, Nate, Frank R., Frank K., Chance, and Ronnie Dean

HAVE YOU HEARD THIS ONE?



"Johnnie."

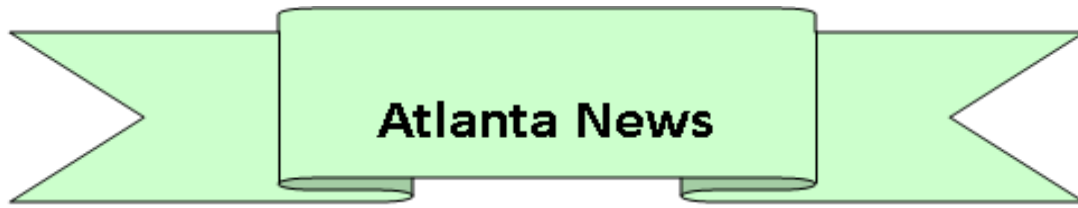
"Yes, teacher."

"If there are twenty sheep in a field, and one gets out through a hole in the fence, how many sheep are left in the field?"

"None, teacher."

"Johnnie, there are still nineteen sheep left in the field. Obviously you don't know arithmetic."

"Sorry, teacher, but I do know arithmetic. Obviously you don't know sheep."



The new building is almost completed. We still have some concrete work to finish, but we are now moved into and using the building. It is so great to have a nice clean spacious facility in which to work. The building houses our tire repair shop as well as our tire storage. It also contains a shop for working on our own equipment and for parking our trucks. Please come by and see it. We are so proud to show it.

Fall crops have enjoyed the good summer rains. It looks like it may be a bountiful fall harvest. We are shipping grain so that we will have plenty of room to store it.

There have been some problems this year. Some of the weeds are becoming resistant to RoundUp. We are still spraying them with other products but it isn't always working as well as we would like. Come in and visit with us about possible options for weed control in next years crop. We are planning an informational meeting after fall harvest. Keep watch for more news.

The City of Atlanta is getting ready for their annual Labor Day celebration. The theme this year is Kids Are Our Future. They have some nice prizes for entries in the kids parade. Come up and join in the festivities at our weekend of fun. We have flyers, buttons and raffle tickets available at our office.

The Atlanta Crew,

Darren, Katherine, Jimmy, Terri, Andy, Paul, Mike, Lyle, Justin & Ric

News from Burden and New Salem

We sure have been enjoying the rain and cooler temperatures. They both were much needed. Wheat harvest has come and gone now. I have heard that some averages and test weight were a little better than expected but others were not. We have been busy getting the last of the wheat shipped out and everything cleaned up so we can be ready for fall harvest which is fast approaching. The crops are looking really good and I sure hope we can keep getting some showers to keep them filling out. Hope Everyone has a Safe Harvest.

Thanks for your Patronage,

Nick, Bobby, Brandon and Mike