

**A**nother fiscal year has come and gone. We closed our 21<sup>st</sup> year of business with a bang. It is truly a great time to be in agriculture. Commodity prices in all areas are at historically high levels. Your cooperative had its best year ever. We posted a net local savings, before income taxes of just over \$ 999,000. Your cooperative continues to strengthen our balance sheet, which enables us to be able to replace assets and maintain your facilities and equipment in good condition to meet your changing needs. I hope that all members are able to attend the annual meeting which is May 26 at Baden Square in Winfield. You will hear reports from our auditor on the financial condition of your cooperative and board and management reports about the past year and future plans.

We continue to offer direct ship bids on grain to numerous locations around the area. If you have interest in delivering to these locations, please visit with Rebecca to get the necessary paperwork to do so. The daily bids are posted on our website for you to see 24 hours a day.

Aflatoxin in corn has become more of an issue this past year. With the continued expansion of non-irrigated corn plantings in our area and dry stressful conditions, the presence of this toxin is very real. This year we will have testing equipment in place at all locations to test for aflatoxin. A discount table has been established as follows: 0 – 20 ppb will have no discount, 21 – 50 ppb will have a 20 cent discount, 51 – 100 will have a 40 cent discount and over 100 ppb will not be unloaded. The cooperative took all the risk in years past, and this has caught up with us this past year. We had several loads that tested just over 20 ppb that were rejected and sent back to us. There are getting to be fewer locations which will accept over 20 ppb shipments. We will pray for good weather and growing conditions this summer so that we do not face this problem, but there will no doubt be some issues. Testing for the aflatoxin takes around 10 minutes. We will be as quick as we can to get trucks in and out of our facilities, but there will no doubt be some slow down of

unloading. I ask that you bear with us during this process. It is not meant to be a way we can discount your grain, it is a way we can protect your investment in your cooperative. If for some reason a hot load of corn slips into say a dairy and taints the milk, it could come back to us and be very expensive. You don't want that and we don't want that to happen. If you have questions about the process please contact myself or your location manager for a more in depth explanation of the process that we will be using.

The board of directors has made the decision to make substantial upgrades to the Burden grain facility. Work will be started on dismantling the small steel grain bins and leg shortly. We will be replacing the bins with another McPherson Concrete tank, a new leg will also be installed and one of the 25,000 bushel steel tanks will be repositioned for a better flow of the facility. This should improve traffic flow, speed and functionality of this facility greatly. The improvements will be online by wheat harvest 2012.

We look forward to a great summer and wish each of you a bountiful harvest!!

Richard Kimbrel  
General Manager



**We will be  
closed May  
28<sup>th</sup> and  
May 30<sup>th</sup> in  
observance  
of**

**Memorial Day. Please have a  
safe holiday.**

# CHAFF IN THE WIND

Greetings and salutations to all! This newsletter is being broadcast to you from our brand new office in downtown Hackney!!! What a beautiful facility your board members have allowed us to move into. This fine facility will serve the patrons for generations to come. A very big **THANK YOU** to everyone involved for their support.

As we look forward to harvest time, there will be some new wrinkles for us to work out at Hackney. Adjusting to the new office configuration will be somewhat challenging. We think we have everything in place but ..... In the near future we will begin using a new program for scale transactions. It is called "Point of Scale". This system will automatically enter your scale ticket into the computer system when the truck is weighed on the scale. It is very important that your drivers know exactly what the name or names are for each load so we can put the CORRECT account number in the system. It will be much more difficult to correct any mistakes with this system than the old way. Please be patient with us as we learn. In the future it will be a piece of cake!

Thanks for your patronage and please work carefully.

Jim, Stacie, Les, Hoss, Court, Dustin, & Joe

## Cereal Trivia

*The marshmallows in  
Lucky Charms are  
technically known as  
"marbits."*



## Hello from Beautiful Downtown Winfield

Rain!! Seems like it just won't come to south central Kansas. I guess we will get it sooner or later. Mother nature just seems to tease us with a shower now and then. Hopefully we will get enough to make a crop.

Gary Robbins retired the 20th of May. He has been here on Manning Street for seven years. We will miss him at Valley Coop.

Quality is like buying oats. If you want good clean oats you must pay a fair price. However, if you are satisfied with oats that have already been through the horse... well, they are a little cheaper.

As always, we are here for you.

Ron, Robert and Todd

# Kellogg Comments

It has been another busy spring at Kellogg. It is too bad it wasn't interrupted more by wet weather. Thanks to all of our feed customers this past winter. The 20% nugget that we produced this past season seems to have worked well. During the summer we are going to do some experimenting with several things on the pelleting system to see if we can reduce some of the fines and even try to make them a little larger. We have found out the DDG from some certain plants work better than others. As we go into fall I am going to try to lock in our supply from these plants so we can produce a consistent quality pellet.

You will be seeing some new equipment running around at Kellogg. We have replaced Larry's 1986 Peterbilt feed truck. We have operated this truck for 21 years and have logged 800,000 miles on it. It has been replaced with a new Freightliner truck and new 24 foot Ledwell cube bed. To say the least Larry is excited. Thanks for your continued business to make this possible. You will also be seeing four new NH3 trailers. This was not planned. With the new laws governing the transportation of Anhydrous Ammonia, our nurse tanks have to be D.O.T. inspected every five years. Six out of ten tanks failed. They failed due to impact marks on the tanks. Whenever a tank has been hit by something such as the implement pulling it or the hitch itself hitting it going through ditches or whatever, if it comes in contact with the tank and leaves a mark or scar they do an ultrasound thickness test. If it tests less than the specified thickness it fails. We will be replacing six 1000 gallon tanks with four 1450 gallon tanks. All tanks will be capable of running down 30-inch rows. So I please ask you to be extra cautious when turning and pulling the tanks so this can be avoided. At over \$8000 apiece this isn't going to be a cheap fix. We can't afford to do this every five years.

We have added a new member to our Kellogg crew. Jeff Sawyer joined us in April. He will be operating the second spray rig and helping where needed. Some of you may already know Jeff from the Oxford Alfalfa Mill. Please welcome Jeff to our fine cooperative.

As always, thank you for your business and have a safe harvest and summer.

Donnie and the Kellogg Crew: Ingrid, Mark, Stan, Roger, Tony, Larry, Logan and Jeff



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## HAVE YOU HEARD THIS ONE?

A New York family bought a ranch out west where they intended to raise cattle. Friends came to visit and asked if the ranch had a name.

"Well," said the would-be cattleman. "I wanted to call it the Bar-J, my wife favored the

Suzy-Q, one son liked the Flying-W, and the other son wanted the Lazy-Y. So, we're calling it the Bar-J-Suzy-Q-Flying-W-Lazy-Y."

"But where are all your cattle?"

"None have survived the branding."



We are still busy trying to get fertilizer and spraying done. It has been a challenge this year with all of the windy days. Who can believe this Kansas weather? 100 degrees today and 45 degrees the next day. A really nice rain would be GOOD!!!!

We will be making some changes soon as we prepare to go point of scale before harvest time. It shouldn't make any change for you as a patron, but you may have to bear with us as we learn new procedures. It will be especially important that your truck drivers know landlords and the splits when they cross the scales. There will also be some appearance changes as we add new counters to accommodate the equipment. We hope that this will make us more efficient and give even better service.

We are still sending in soil samples for fall crops. We can get results for most samples in 3-5 days. This is always a good way to make sure your crops get the needed nutrients. There are several options available-both liquid and dry.

Summer vacations are approaching. Be sure to check with us for your new tire needs. We now can get B F Goodrich, Maxis, Cooper, Hankook and several other varieties.

Come by and help us welcome our new employee. Andy Vanderhoof has joined us as a full time employee and Ric Maerz goes to part time. We are glad to have him join us.

Have a safe harvest! We look forward to seeing you soon. Thanks for your continued support.

Darren and the Atlanta Crew—Katherine, Jimmy, Terri, Mike, Andy (Ric, Lyle & Justin-part time)



Hello from all of us at Burden and New Salem. Everyone around here has had big smiles on their faces due to the fact that we finally got some much needed rain in our area.

I have big news for all of us. We are eliminating the smaller 8000 bushel bins and plan to replace them with a 100000 bushel cement tank, also eliminating the 2500 bushel leg & pit replacing it with an 8000 bushel per hour leg and pit. As a result, we will have 60000 bushel more in storage space.

Due to these improvements, it will allow us to have 2-way traffic. This will give big trucks easier access. This project however, will take a little time and we are asking our customers to be patient and bear with us until the job is completed.

We will do our best to keep the traffic moving.

As usual, Marc and Bobby will be at New Salem while Nick and myself will hold down the fort in Burden. Drop in and see us when you can and, as always we wish you a successful and safe harvest.

Bill,Nick,Marc,Bobby





# OFFICE CHATTER

Wheat harvest is fast approaching. Due to IRS regulations, Valley Coop, Inc. is required to start filing 1099's each year for each patron's grain sales. In order to do the reporting, we need Social Security or Federal Identification Numbers for each account. If you have a new landlord, the grain will not be split out until we have a mailing address and Social Security number for the landlord. This also means the grain will not be available for the farmer or landlord to price or sell until we receive this information. We can take this information in person or over the phone, or if you prefer, each Valley Coop location has forms you may send to your new landlords requesting this information. For those existing patrons who do not have a Social Security or Federal ID number on file with us, you will be receiving a letter from us this summer requesting the information.

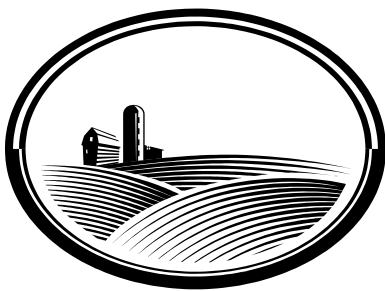
Another change you will notice if you bring grain to Hackney, Kellogg or Atlanta is the point of scale systems we have installed at these locations. Tickets will now be printed by the computer instead of handwritten. It will be important that truck drivers know the correct names to be put on the tickets. To facilitate matters at the scale, we ask that you have any new grain accounts—landlords and splits to us before you bring trucks across the scales. If not, we will have to enter this information in the computer while you wait on the scales.

If you are a co-op member, you may receive a patronage check (based on your volume of business with Valley Co-op this past year) at the Annual Meeting that is being held on May 26, 2011. Any patronage calculating under \$5.00 has been applied directly to your equities in Valley Co-op. All checks that are not picked up at the Annual Meeting will be available for pick-up at the Main Office- 811 Mill Street, Winfield, KS. Stop by and see Rebecca, Rick or me to see if you have a check waiting for you. All checks not picked up by June 22nd will be mailed. We will be mailing a Domestic Production Activity Deduction Allowance (DPAD) notification letter tentatively by October 31, 2010 to those patrons who qualified for the deduction.

When you get your patronage check, take some time to verify that your name, social security number and mailing address are correct. Please call our office (221-4343 or 1-800-221-4346) with corrections. In the event of a death, we have estate redemption forms available at the Main Office. If you have questions, please call Rick or myself. A tax reminder--- the full refund- cash and deferred patronage – is reported as 1099 PAT. This amount can be found on the upper check stub- indicated by TOTALS- (blue arrow)- REFUND.

We look forward to serving our patrons another year at Valley Co-op, Inc.

Donna and Rebecca



## FIELD NOTES

Test plots, they are the backbone to any successful seed program. Producers want something that works on their place and is consistent year after year. This year Valley Coop along with DynaGro will again have multiple plots of corn and soybeans for your viewing. I encourage all to look at these plots several times during the growing season. As you know what works one year doesn't mean it will work the next year. We are in the 3<sup>rd</sup> year of plots and several hybrids have been showing consistent results, those along with new releases are mostly what will be in this year's plots.

Corn plots are all up and looking as good as can be with very tough early season conditions. Soybean plots are going in and should have some side by sides of inoculants with and without, Fungicide / Insecticide treatments with and without along with maturity ranges of 4.2 to low 5's. A big "Thank You" for those producers that let us place a plot on their farm.

Looking for SB's to double crop after wheat? Give me or any branch location a call to order. Better yet get them ordered now to get the variety you want. 38C42 and 36Y48 are both RR/STS and have worked quite well after wheat.

What do the letters "MTA" mean to you? It stands for Monsanto Technology Agreement, Valley Coop needs all producers currently holding a MTA to get it renewed. This is a simple process: call 1-800-768-6387, select option 3. Someone will instruct you with the next step. If you have any trouble please let me know. If you haven't renewed in the last 9 months, please take the time to get it done. This will ensure your access to current and next wave technologies.

Have a safe summer!

Kirk Kennedy

620 229 0312

[kirkkvalley@sktc.net](mailto:kirkkvalley@sktc.net)



# Crescent Roll Casserole

Recipe Submitted by Ingrid Elam

2 packages crescent rolls or crescent dough sheets

1½ -2 pounds hamburger

1 small onion finely chopped

1 package powdered sloppy joe mix

1 small can tomato paste

4 to 8 ounces mozzarella cheese

4 to 8 ounces cheddar cheese

Preheat oven to 350 degrees. Lightly grease 9 x 13 pan with cooking spray. Brown hamburger and onion in large skillet. Drain fat and return to skillet. Prepare sloppy joe mix according to package directions. Unroll 1 package of crescent rolls. Lay on bottom of pan covering as much as possible. Add hamburger. Sprinkle evenly with mozzarella and cheddar cheeses. Top with 2nd roll of crescent rolls. Bake uncovered for 17-25 minutes. Crust should be golden brown. Enjoy!