

Profit through COOPeration

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P.O. Box 48, Bellflower, Missouri 63333

(573) 929-3222

February 2008

42ND ANNUAL MEETING: MARCH 1, 6:00 P.M. AT MONTGOMERY COUNTY R-2 HIGH SCHOOL

Upcoming Election for Three Board of Directors Positions

Three directors will be elected for three-year terms at the annual business meeting. The terms of Jim Gerding, Alan Rock and Terry Newland will expire this year. Jim and Alan will both retire from the board after three terms and Terry Newland will run for re-election.

The nominating committee chairman, Alan Rock will present a slate of candidates and nominations will also be accepted from the floor.

Ballots will be mailed to all eligible voting members. Ballots can be returned by mail or brought to the annual meeting on March 1, 2008. Ballots will be counted at the meeting and procedures have been taken to insure the privacy of your ballot. We will have ballots available at the election if you did not receive one in the mail. If you have any questions about the election process, please call the Bellflower office at (573) 929-3222.

The financial report and other information about your cooperative will be presented.

RSVP to your local branch office by Tuesday February 26, 2008 9:00 a.m.

Remember, door prizes are drawn from the RSVP list. Call your branch today!

Who can vote?

Voting members must own one share of Class A Common Stock, be an agriculture producer and be an active purchaser of products. Service and Supply Cooperative must have a signed account agreement that shows that you have requested to be a member and have submitted your Federal ID number or Social Security number. If you feel that you should be receiving patronage but did not get a notice after the annual meeting, please call (573) 929-3222 so that we can follow up.

Nominating Committee:

Alan Rock-Chairman
Scott Starky

Current board members:

Jim Gerding-President
Alan Rock-Vice President
Ron Tally-Secretary
Bruce Scherder-Director
Rennie Davis-Director
Terry Newland-Director
John Cobb Jr-Director

Agenda: Event begins at 6 p.m.

- Registration-Front entrance hall
- Meal by Spaunhorst Catering
- Call to order- welcome invocation
(Entertainment for children in cafeteria)
- Introduction of Board of Directors
- Reading of Minutes
- Financial Report
- Election of Directors
- Introduction of management, employees & guest
- Recognition
- Appoint nominating committee
- Closing comments and adjournment
- Door prizes

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The final day to RSVP is February 26 at 9AM.

Note:

The Montgomery County R-2 FFA Chapter helps with set-up, serving beverages, entertaining the children and with clean up. We greatly appreciate their help and thank them. Their advisers are Mr. Jonathan Hoer and Mrs. Laura Cooley.



Employees you can count on:

Bellflower staff

Don Broz

General Manager

Jean Vomund

Sue Carroz

Robert Smith

Dave Cullom

Propane Manager

Rick Cullom

Gene Davis

Clyde Gilbert

Richard Klocke

Roger Lewis

Bill Oliver

Chris Pund

Joe Schroeder

Donny Broz

Water Heater Rebates

\$300.00 rebates are available for new construction or for replacing existing electric or natural gas water heaters. \$150.00 rebates are available for replacing existing propane water heaters. The requirements needed to receive a rebate are a copy of paid invoice for the purchase of a water heater, copy of current gas inspection leak check done after the water heater was installed and a copy of the application which has to be submitted by your propane gas company

KAWASAKI, LET THE GOOD TIMES ROLL

There's a New Mule in Town

The TERYX 750 4x4 Kawasaki Mule has been added to our full line of Kawasaki mules. We have started getting them in and hope to have several for the spring riding season. There has been a huge increase in the utility market over the last two years and this is a great addition to the lineup. It is setup to be a little more on the recreational side of the utility market, it has a more sporty look and a cruising speed of 45+mph. Stop by at New Florence today and take a test drive on the new TERYX 750 4x4



DOES IT PAY?

Fungicides for 2008

With the high grain prices on the Board of Trade for this summer and fall there has been a high amount of interest in the fungicides for the 3 main crops grown in our area. They are wheat, corn, and soybeans. Over the past four, Service and Supply Cooperative has done very intensive test to try and determine if fungicide applications are a viable source of income at the farm level or just a passing fad. Service and Supply Cooperative determined that to make fungicide treatments pay, three very important questions need to be answered.

One, what is the yield potential of the crop at the point of fungicide treatment? In other words, when it is time to spray the fungicide does the crop have enough yield potential to make the extra income? If the crop is looking good and the extended forecast looks good then it will pay to spray.

Two, is the forecast for grain prices good enough to offset the cost of the fungicide treatment? If it only takes 2-3 bushels to break even, most of the crops will respond at that level.

Three, do the varieties you will be spraying have disease ratings that warrant a fungicide application? In other words, if your variety has a high disease resistance rating, you might not get as much good out of the fungicide treatment compared to the variety that has a poor disease resistance rating.

The following shows the timing of the fungicide application:

Wheat – from flag leaf emergence to full head emergence

Corn – from full tassel thru silking

Beans – R3 (count down 4 nodes from top of plant, if there is a pod that is 1/2" long at that node, this equals R3)

If you have any questions on how to effectively use fungicides on your 2008 crop, please call Service and Supply Cooperative and we will be happy to answer your questions.



New lime spreading equipment.

NOT SO NEW CREDIT POLICY

Service & Supply Cooperative Credit Policy

The following credit policy went in effect on July 1, 1983. Policy dated April 1, 1983

Payment due the 15th of the month following date of purchase, any past due account will be subjected to a finance charge at an annual rate of 18%. Any

account over 60 days will be C.O.D unless prearranged and secured. Purchaser will be responsible for bills charged to others.

As a successful business we must keep our accounts receivable current. Service and Supply Cooperative can work with you to

obtain financing on your agricultural in puts by working with outside financial sources such as Cooperatives Finance Association and others. If you have interest in a program, please call the Bellflower office before spring products are needed. This credit policy will be enforced.

SEED AVAILABILITY

Randy Rodgers

Every year we face shortages of certain varieties or hybrids. Sometimes it is a hot new number that has not been produced on a large quantity yet. Sometimes it is an older number which is being phased out but hit the right weather conditions to do really well. Usually these shortages are limited to a few numbers. Sometimes growing conditions create quality problems with the seed supply. Sometimes we have big shifts in acres. We have seen a lot of this the last two years. When these problems occur individually they are easy to overcome. However when we have multiple problems in the same year they can really cause havoc.

This year we have quite a combination of factors leading to the shortage of soybeans. The seed companies base their seed production needs off the previous year's sales. 2007 saw huge acreage shift to corn. Seed companies were short on corn and long on soybeans. So they produced more corn and less soybean seed. What happens? We shift acres back to soybeans. Next

we are hit by germination problems because of the tough growing season. The group IV seed appears to have the most issues. But with the IVs being in short supply Group IIIs are sold out to replace the IVs we couldn't get.

Service & Supply has tried to be your supplier of choice and keep a good supply for you. We have worked hard to have the seed you wanted for your farm. We still have excellent soybean seed available for you today. We have tried to anticipate this and get some extra seed ordered. However we cannot hold this seed for long when other dealers



are short. The seed companies have placed larger penalties on leftover seed to make sure all seed gets planted. In the past they allowed us to return unsold seed

at the end of the season so our risk for having extra seed was small. This year they are doing away with those returns so our risk is high. We want to keep all the seed you need but no extra.

With this shortage growers need to plan ahead and calculate very close for their needs. If you haven't ordered your soybeans yet call us soon. If you bought your seed elsewhere check with your supplier to make sure you are going to get the seed you ordered. If not call us as soon as possible. We will try to help get the best seed available.

Additionally with seed supplies so tight replant seed will be difficult to find. Everything you can do to reduce the possibility of replanting should be looked at. Seed treatments are a big help in this area. Apron-Max or Cruiser-Max protects your soybean seedlings from most of the fungi which often create the need to replant. They also allow you to reduce your seeding rates while maintaining a good stand.

We are working hard to earn your seed business. Let's work together this spring to get your crop off to a good start. Thanks.

Employees you can count on:

Vandalia staff

Eugene McDonald

Branch Manager

Jim Christian

Ronnie Crump

Leslie Hammett

Bowling Green staff

Mike Culwell

Branch Manager

Jeff Graddy

Twila Johnson

Rick Landers

Dean Wilhoit

Phillip Culwell

New Florence staff

Randy Overkamp

Branch Manager

Jeff Eldringhoff

Rusty Harrison

Randy Hinkle

George Penrod

Randy Rodgers

Chris Van Horn

IW Walton Jr

Mark Landrum

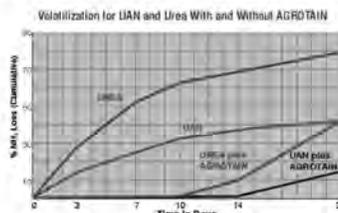
Chasity Overkamp

IMPROVED NITROGEN EFFICIENCY

MAKE YOUR NITROGEN DOLLAR GO FURTHER

AGROTAIN prevents nitrogen loss.

- ▶ Provides you a new profit opportunity
- ▶ Maximizes yield, lowers nitrogen cost/acre, reduces passes
- ▶ Easily added to UAN solution or blended on to urea
- ▶ Stops volatility from shallow or inadequate incorporation
- ▶ Reduces biological immobilization in high residue situations like no-till
- ▶ Reduces germination problems often associated with seed-placed urea



Assumes adequate moisture and drying conditions.
Soil Conditions: 30% Residue • pH of 7.0
AGROTAIN Rate: UAN - 2 Qts/Ton • Urea - 4 Qts/Ton



www.Agrotain.com

MAKE SURE YOUR NITROGEN GOES INTO THE GREEN.

NOT OFF INTO THE BLUE.

Service and Supply Coop wants to remind everyone that we have Agrotain on hand for Urea and UAN solution. With the current high nitrogen prices, Agrotain can save you money.

AGROTAIN

Improved Nitrogen Efficiency

Service & Supply
P.O.Box 48
Bellflower, MO 63333

Wit & Wisdom

Opportunity is missed by most because it is dressed in overalls and looks like work.

Thomas Edison

WORKING TOGETHER TO REDUCE COST

Fuel Contracting

We would like to say thanks to all of our customers during these times of high price fuel. We are doing everything we can to keep fuel cost down as much as possible, there are several things we do control cost throughout the year such as contracting farm diesel and offering it to our customers so you can lock in your price for the season, we also try to route our delivery trucks to leave New Florence with a full load and make enough stops in one area

to unload a whole load of fuel. This allows use to keep the miles we travel down and save on delivery cost so we can keep the fuel cost down. One thing that helps a lot is the customers that allow us to keep there tanks full when we come through there area. If you would like to be on our keep full list please let us know so we can work together to keep the fuel cost to you as low as possible.

In the state of Missouri the rules changed on Jan.1, 2008 for Unleaded Gas. We now have to sell 10% Ethanol in all Unleaded Gasoline. The products we now offer are Premium Dyed diesel with a 10% soy oil blend, Premium Dyed diesel, Premium Clear Diesel, Clear Diesel with 10% soy oil blend, Ethanol with a 10% blend and E85. In the winter we have #2 Heating oil and K-1 Kerosene. We would like to let everyone know that as well as fuel we also carry a full line of Cenex oil and lube products, this includes motor oil, hydraulic fluid and many other specialty lubricants.

If you have any question or concerns please call or come by the New Florence Branch 573-835-2485.

ENERGY-SAVING TIPS FOR YOUR HOME

Home Heating

Residential heating systems need regular tune-ups, contact your local furnace repair man to inquire about a home-heating system inspection. Change your furnace filter monthly, clean filters will save money on your heating bill. Consider investing in a furnace thermostat timer that can save money by lowering your home's temperature when you are not at home. Protect against drafts around windows and door ways by caulking and weather-stripping.