ATTEND THE ANNUAL MEETING MARCH 5

Service & Supply Annual Meeting will be March 5, 6 p.m., at Montgomery Co. R-2 HS

Two board positions are on the 2005 ballot
Two directors will be elected to three-year terms at the annual meeting. The terms of Alan Rock and Wendell Talbert will expire. Alan Rock will run for re-election, but Wendell Talbert will retire from the board after serving 11 years. Candidate introductions are on page two of this newsletter.

Nominations will be presented by the nominating committee; other nominations can be made by presenting a nomination from the floor the night of the annual meeting.

Ballots will be mailed to all eligible members. Please return these ballots by mail or bring them to the annual meeting on March 5. Ballots will be counted the night of the annual meeting and procedures are in place to protect the secrecy of your ballot. If you forget your ballot, we will have some available the night of the election. If you have questions, call the Bellflower office at (573) 929-3222.

Who can vote?
Voting members must own one share of Class A Common Stock and be an agricultural producer to receive equity and patronage. Service & Supply 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.

Agenda: Event begins at 6 p.m.
- Registration - front entrance hall
- Meal by Rosemary Spaunhorst Catering
- Call to order and invocation
- (Entertainment for children in cafeteria)
- Welcome and introduction of Board of Directors
- Reading of minutes
- Financial report
- Election of directors
- Introduction of management and employees
- Recognition
- Appoint nominating committee
- Closing comments and adjournment
- Door prizes

Current board members:
- Wendell Talbert
- Jim Gerdin
- Ron Talley
- Bob Riddle
- Alan Rock
- Bruce Scherder
- Rennie Davis
- President
- Vice President
- Secretary
- Director
- Director
- Director

Nominating Committee:
- Jim Gerdin
- John Cobb Sr.
- Wendell Talbert
- Chairman

INSIDE THIS ISSUE

2
- Sprayer equipment update
- Contracts and bulk systems available for fuel and oil

3
- Seed treatments
- Soybean rust: Will it be a problem in '05?

4
- Welcome to New Florence for a test drive of new lawn equipment
- We appreciate that you do business at Service & Supply Cooperative.

Remember, door prizes are drawn from the RSVP list. Call your branch today!
- New Florence (573) 835-2485
- Bellflower (573) 929-3222
- Vandalia (573) 594-6421
- Bowling Green (573) 324-5212

The final day to RSVP is February 28.

Note:
The Montgomery County 4-H Teen Leaders will provide entertainment for children 12 years old and younger during the business meeting.
Candidates Want To Represent You on the Service & Supply Board

Board members make informed decisions that affect future success: Meet the candidates

Alan Rock Alan and his wife, Marie, live three miles northeast of Bellflower with their children, Aaron, Keith and Courtney. They attend the Immaculate Conception Catholic Church in Montgomery City and are kept busy with their children’s activities and Alan’s shop projects. Alan’s farming operation includes approximately 1500 acres of row crops. He has served two three-year terms on the board of directors.

Tim Lowrance Tim lives five miles south of Vandalia with his wife, Christy, and sons, Tyson, Tanner and Aidan. Tim has a row crop operation. He and his family stay busy supporting the Vandalia Booster Club and practicing Taekwondo.

Darryl Cobb Darryl Cobb and his wife, Nancy, live six miles north of Montgomery City. They have two grown children. Darryl has a row crop operation and a cow-calf herd. They attend the Immaculate Conception Catholic Church in Montgomery City and Darryl also serves as President of the Montgomery Rural Fire Protection District.

Terry Newland Terry lives eight miles south of Vandalia with his wife, Lisa, and children, Amy, Betsy and Wesley. Terry has a grain crop operation. Terry and his family attend the First Presbyterian Church in Vandalia. Terry is also active in the Missouri Farm Bureau.

At Your Service!

Investment in larger spraying equipment will ease pressure for spring fieldwork

By Kerry Sullivan

As spring approaches, there is much to be done to prepare fields. Fall and winter weather have not cooperated with fertilizer and chemical applications, so we all will have to play catch up. Time will be precious with the spring workload.

Rust has been found in the continental U.S.; its magnitude this season is yet unknown. We are expecting it to have an impact. To help meet the demand, Service & Supply has upgraded sprayers with a Case/IH Patriot sprayer. They will now be equipped with a 90-foot boom. This will add acres per hour with 50 percent less tracks in the field versus the performance and impact of the 60-foot sprayer. Chris VanHorn has been appointed as the operator because of his extensive experience.

The new Case/IH Patriot Sprayer has a 90-foot boom.

Fuel and Oil Update

Contracts and bulk systems improve value, efficiency

By Randy Overkamp

We offer Cenex brand premium diesel fuel and oil products. For the last few years we have offered contracting on diesel fuel to allow customers to lock in a price for the summer. This cost savings strategy will be offered once again.

Our suppliers believe 2005 prices will be as high, or higher, than 2004 prices. In our Cenex oil line, we offer all the most used viscosity values and sizes of containers.

For those who use a substantial amount of oil and would prefer the convenience of bulk, we now offer bulk oil in TMS 15W40 and Quicklift HTB Hydraulic Oil. We have 110-gallon bulk containers available for you to install in your shop and we come by and fill/re-fill them for you.

It is just another way to help our customers control costs and increase the convenience of using our products. If you have any questions about fuel contracts or how to get set up with the bulk system, contract the New Florence branch.
New seed treatments help avert yield loss to insect pressure

By Randy Rodgers
Soybeans are an amazing crop. This crop, which was “new” in the early sixties, has become a major commodity in the United States and around the world. Soybeans are an excellent fit for production in east central Missouri. As we consider the impact of global markets, we must not overlook the threat of soybean rust here in Missouri.

Though rust may become a management issue here, it will not have the negative impact anticipated for areas south and east of here.

Most 2004 soybean yields were excellent; sudden death was a factor. In 2003, Chinese soybean aphids caused real problems for soybean producers in the prime corn belt areas of northern Illinois and Iowa. Each year it has been (and will continue to be) critical to anticipate the threats to yield and manage the crop growth. Manage your soybean crop with the attention it deserves as a high-value crop.

Cruiser helps avoid loss to insects

Good management begins early. Seed treatments help protect and enhance yield potential. We have used ApronMaxx for many years to protect our soybeans seedlings from a complex of fungi. Now we have received approval to add Cruiser to the seed treatment to protect those seedlings from insects. Cruiser is not new, just new as a soybean application. Many producers in our area have seen the benefits of Cruiser’s protection over the past three years.

Cruiser protects soybeans from four major insects, soybean aphids, seedcorn maggots, wireworms and bean leaf beetles early in the growing season. Of these, the bean leaf beetles cause the most damage in our area. These beetles have two generations each year. By controlling the first generation with Cruiser, the populations in the second generation are so small they don’t cause a problem. In the past, we have just tolerated the losses from this pest. Also by controlling these varmints we decrease the spread of insect-transmitted viruses that can cause yield and crop quality losses.

The bottom line results in a more uniform, vigorous stand of beans which canopies faster and produces a higher yield. The yield response is dependent on the level of insect pressure. Some field tests have shown 10 to 14 bushel yield increases over untreated acres with high insect populations present.

Even under low insect pressure, Cruiser has shown the ability to increase yields consistently. Protect your soybean profits with CruiserMaxx from Service & Supply Coop.

SOYBEAN RUST

Become informed about threat of soybean rust and preventive treatments to preserve yield potential

By Chris Pund
Since soybean rust was discovered in nine states this fall, including Missouri, there has been more discussion on how this will affect the soybean farmer than any other single topic. Though the impact is unknown; scientists understand how it develops and spreads. Most of the research has been done in South America in tropical climates. The scientists understand the role of soybeans and kudzu as host plants, but they are still examining on which other plants rust can reproduce and thrive.

We have learned that early detection and treatment works very well to minimize the impact of soybean rust. Therefore, monitoring has to be a priority because rust can devastate a field quickly. Weekly monitoring will be the new standard for avoiding rust damage. Spraying a preventative fungicide is a good option because once the disease is present, it spreads quickly and timely spraying will put a strain on available capacity to treat the number of acres that may need attention. It may not be an issue in our part of Missouri in 2005, but if it is detected in 2005, we will likely have time to plan a treatment strategy.

Service & Supply sprayed approximately 700 acres of soybeans with fungicides in 2004. There was an average of 7-8 bushels increase in yield where the fungicide and insecticide was sprayed. This is very encouraging information; the spray may have the effect of boosting yield even in the absence of rust.

I encourage you to talk with the agronomy specialists at Service & Supply to learn more.

Employees you can count on:
Vandalia staff
Eugene McDonald
Branch Manager
Leslie Hammett
Ronnie Crump
Bowling Green staff
Mike Culwell
Branch Manager
Jeff Graddy
Twila Johnson
Phillip Culwell
Dean Wilhoit
Leonard Hopke
New Florence staff
Randy Overkamp
Branch Manager
Jeffrey Eldringhoff
Rusty Harrison
George Penrod
Randy Rodgers
Alan Schluss
Kerry Sullivan
Chris Van Horn
I.W. Walton, Jr.
Tony Wessel
We are not on this earth to see through one another, but to see one another through.

**Wit & Wisdom**

---

**WE HAVE A FULL SERVICE SHOP**

**Take a test drive!**

We are getting ready for the spring season in many ways here at New Florence. We are in the process of adding the Kawasaki ATV 4-wheeler line and hope to have new units in stock in March. We will carry the full line of ATVs and also provide service and parts for them.

In the outdoor products area, Cub Cadet and White Outdoor are offering several new models this year.

To kick off the season we are having specials on many of our new model Cub Cadet, White Outdoor, Troy-Bilt, STIHL and Kawasaki products. We carry the full line of lawn mowers, zero-turning-radius mowers, tillers, mule utility vehicles, trimmers and chainsaws.

We are offering spring tune-up discounts on all lawn mowers, tillers and outdoor equipment. We offer a full line of parts and have a full-time small engine shop to take care of your needs.

Watch the local newspapers for advertisements on lawn mower and trimmer specials. For those of you who like to try before you buy, we have a test ride area for your use.

---

**Service & Supply Coop**

at Bellflower would like to remind you that we can provide all your propane gas needs.

Call us at (573) 929-3222 to arrange a delivery. We also have tanks ready for delivery.

For your safety, propane has an odor added so you can detect leaks.