Celebrate Service & Supply 40th Anniversary at Annual Meeting March 4

Upcoming election involves two Board positions
Two directors will be elected to three-year terms at the annual meeting. The terms of Bob Ridges and Bruce Scherder will expire. Bruce Sherder will run for re-election, but Bob Ridges will retire from the board after serving nine years. Candidate introductions are on page 2 of this newsletter.

Nominations will be presented by the nominating committee chairman Jim Gerding and nominations will be accepted 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 4. Ballots will be counted the night of the annual meeting and procedures are in place to protect the secrecy of your ballot. If you lose 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, be an agricultural producer, and be an active purchaser of products. 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 Spanhorst Catering
- Call to order, welcome and invocation
- (Entertainment for children in cafeteria)
- Introduction of Board of Directors
- Reading of minutes
- Financial report
- Election of directors
- Introduction of management, employees, guests
- Program
- Recognition
- Appoint nominating committee
- Closing comments, adjournment, door prizes

Current board members:
Bob Ridges  President
Jim Gerding  Vice President
Ron Talley  Secretary
Alan Rock  Director
Bruce Scherder  Director
Rennie Davis  Director
Terry Newland  Director

Nominating Committee:
Jim Gerding  Chairman
Roy Cope
Dave Korte

Note:
The Montgomery County R-2 FFA Chapter helps with set-up, serving beverages, entertaining children during the meeting and clean-up. We greatly appreciate their help and thank their advisors, Jonathan Hoer and Christy Hagedorn.
Candidates For Election To the Board of Directors

Select from these candidates for new board members

The following candidates have been nominated by the nominating committee to fill positions on the Service and Supply Cooperative Board of Directors:

John Cobb, Jr.
John Cobb, Jr., his wife Bridget, and four-month-old son Derrick live in Montgomery City. They have a row crop operation and John also does construction work. They attend the St. Patrick's Catholic Church in Jonesburg and John is active on the Montgomery County Fair Board.

Randy Fischer
Randy, his wife Cathy, and their son Randy live north of Jonesburg, where they have a row crop operation. They attend the Lutheran Church, and Randy is a member of the Missouri Real Estate Association.

Bruce Scherder
Bruce, his wife Betty, and son Tyler live west of Bowling Green. Bruce has a row crop operation. He has served on Service and Supply's Board of Directors for six years. In his spare time, he enjoys hunting.

Chris Gamm
Chris and his wife Kathy live in the Bowling Green area. They have three children, Matt, Nick, and Sarah. They also have five grandchildren. Chris and his brother Jerry are partners in a cow-calf operation and grain crops. Chris is active in the First Presbyterian Church in Bowling Green. He has been active in the Lions and Jaycees and has served on boards for the Pike County Soil and Water Conservation, Pike County Fair Board and Bowling Green School Board. Chris and Kathy enjoy traveling, especially to see their grandchildren.

Quality and Service After the Sale Are Our Strong Points

This is the year to get an ATV; ask about financing

Spring is coming and it is the perfect time of year to purchase that ATV you have been wanting. We have a full line of Kawasaki ATVs to choose from with great financing terms available for the spring season.

It's time once again to get your outdoor equipment ready for spring. We have parts, accessories, and a full time in-house mechanic at New Florence to help you get your outdoor equipment ready. We also service Cub Cadet, White Outdoor, Troy-Bilt and Stihl chainsaws and trimmers.

We're Enlisting the Help of Our Suppliers to Make Contest a Success

Start planning your strategy to participate in 2006 yield contest; more details coming

By Randy Rodgers
What do you think when somebody says yield contest? Many people in our area think yield contests are only for people in the good river bottoms. Others think that it is too much trouble. We've started thinking about a local contest for our customers that is organized by similar soil types to make a more even playing field.

Our plan is to sponsor a contest for our customers with the help of many of our seed and input suppliers. The local contest will follow the same rules as the state contest with prizes being awarded on the local level.

The corn entry must be a 5-acre block in a 10-acre minimum field.

This spring, think about a field with a good yield history that would make a good entry. This may be the field to try the soybean fungicide treatment or CruiserMaxx seed treatment. Pick out one field and go for the top-end yield. Somebody will get to go to the coffee shop and say they won.

We will have more details later as we develop the list of prizes and rules. We believe this will be fun and a learning experience for everyone. The more folks who enter, the better the contest will be for all. One of these years, the weather may be in our favor, and we could have winners at the state level, too.
**Fertilizer maximized crop potential**

By Chris Pund

With the current fertilizer prices being at an all-time high, many producers are searching for ways to cut costs. One of the most common suggestions is to cut the amount of fertilizer applied. Cutting fertilizer rates is a two-way street. In some cases, it is a very economical method of saving input costs, but in most cases, it is a very poor strategy.

First, let’s look at why we fertilize. We fertilize to give our plants the best chance of producing to their highest potential. We need to also remember that our soil is not devoid of fertility, but we fertilize to add to what we already have in our soil.

The hardest part about fertilizing is the decision on how much to apply. Ideally, this is done by soil testing and setting a yield goal. We then apply enough fertilizer to meet that yield goal. If we put on less than required, we set ourselves up for reduced yield. If we over apply fertilizer, we spend more money than we need to because we won’t increase our yields enough to offset the extra fertilizer costs.

To answer the question of “How much fertilizer should I apply?”

1. Soil test
2. Set attainable yield goals
3. Fertilize accordingly

Also, we need to remember that if we cut back on fertilizer and the crops remove more nutrients than we provide, we will need to replace these nutrients sometime in the near future or face lowering our yields from lack of fertility.

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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

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**HELP OUR BOOKKEEPERS AND OUR COOPERATIVE BY MAKING TIMELY PAYMENTS**

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

Payment is due the 15th of the month following the date of purchase. Any past due account will be subject to a finance charge at an annual rate of 18%. Any account over 60 days will be C.O.D. unless prearranged and secured. Purchasers will be responsible for bills charged to others.

The credit policy has been re-adopted at the direction of our auditor, banker, and Board of Directors. As a successful Coop, we need to keep our cash flow current. We ask for your help in keeping your farmer-owned Coop strong and competitive.

When mailing a payment on which you have calculated a discount, please list the ticket or tickets being paid. This note can be on a separate piece of paper or on the memo line of your check. This will help us avoid missing any discounts.

When paying fuel tickets, please return the discount stub with the payment.

If payment is to be applied to any account other than the name on the check, please enclose a note stating the account number or put it in on the memo line of your check.

Accuracy of processing your payments is a high priority for us; your cooperation is needed and appreciated.

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**WE DO IT FOR YOU!**

Another reason to look forward to spring!

Mark Farrell and Ronnie Crump prepare a newly-acquired anhydrous toolbar for the spring season.

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**HINKEL RETURNS TO NEW FLORENCE**

Randy Hinkel offers seed sales support

Randy Hinkel joined Service & Supply Coop at the New Florence branch in October 2005. He and his wife, Nancy, and sons, Casey and Chris live in Montgomery City. Randy previously worked as the New Florence store manager from 1979-1991. In his spare time Randy has a small cow herd and enjoys hunting, fishing, gardening and short motorcycle trips. Randy is looking forward to meeting customers and helping with your seed purchases.
Service & Supply
P.O. Box 48
Bellflower, MO 63333

Wit & Wisdom

Life is mostly froth and bubble. Two things stand like stone; kindness in another’s trouble and courage in your own.

AN INVITATION FROM SERVICE & SUPPLY COOP

The Service & Supply annual meeting is a fun social event and an important business meeting. Please plan to join us! Childcare will be offered. See page 1 for more details.

Annual Meeting Dinner Invitation
March 4, 6 p.m.
Montgomery County R-2 High School
Meal followed by a business meeting
Please RSVP before February 27

Thanks