

**Wit & Wisdom**

*“There is something that is much more scarce, something finer far, something rarer than ability. It is the ability to recognize ability.”*

*Elbert Hubbard*

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

ADDRESS SERVICE REQUESTED

**PROPANE SAFETY IS A HIGH PRIORITY AT SERVICE & SUPPLY COOP  
SAFETY CHECKS AND EQUIPMENT UPDATES PROTECT YOUR HOUSEHOLD**

We recommend that if your gas system has not had a leak check done in the last 5 years that you should have one done. During the leak check the age of the regulators will be checked. The regulator manufacturer recommends that any regulator older than 15 years be replaced. Also during the leak check a gauge is put on your system to make sure that there are no leaks. If a leak shows on the gauge then it is found, repaired, and then checked again to make sure the gas system is leak free. We will also check that all your appliances are hooked up correctly. Please call (573) 929-3222 to schedule a time to have your gas system checked and any repairs made at a nominal cost. Your safety is important to us and to your family. We can help you minimize the potential for an accident involving propane gas through timely inspections and updating old equipment.

**CREDIT POLICY OF SERVICE & SUPPLY COOPERATIVE**

Payment of purchases 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.

Service and Supply Coop can assist you with obtaining financing for your agricultural inputs by working with outside financial sources such as the Cooperative Finance Association, Rabo AG Finance and Farm Plan. We can also assist you with input cost projections to take to your local banking source. If you have questions, call the Bellflower office or talk to your branch manager for information. Working with us on your credit needs beforehand will help us keep your business in a strong financial position. ~ Don Broz, *General Manager*



**CUSTOM APPLICATORS**

The Bowling Green location is adding equipment to custom apply anhydrous ammonia for our customers. We will continue to use other local custom applicators, but this will give us the flexibility to cover more acres in all our service areas. Call your local branch to get your NH3 needs covered this fall.

# Profit through COOPeration

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P.O. Box 48, Bellflower, Missouri 63333

(573) 929-3222

March 2012

## FIELD DAY

### Answer Plots

#### *You are invited to The Answer Plots*

Developed by Winfield Solutions and sponsored by Service and Supply Coop.

Thursday August 9, 2012 at 9:00AM.

Located two miles west of Bowling Green on Hwy 54 on the south side.

This field day is for all customers and employees of Service and Supply Coop.

#### TOPICS TO BE DISCUSSED INCLUDE:

- Corn and soybean management systems
- Soybean seed treatments and inoculants
- Fertility
- Soybean and corn hybrids – showcasing
- Syngenta, Monsanto, Mycogen and Croplan
- Current events affecting crop production



This is a very educational event and is well worth your time to attend.

Call your branch office to RSVP so that plans can be made for the meal served at noon.

RSVP by  
calling your local  
branch

*Remember,  
door prizes are drawn  
from the RSVP list.*

**Call your branch to  
RSVP today!**

- New Florence  
(573) 835-2485
- Bellflower  
(573) 929-3222
- Vandalia  
(573) 594-6421
- Bowling Green  
(573) 324-5212

**Please call in by  
9:00 a.m. Tuesday,  
March 6th, 2012**

### Annual Meeting

At the 47th annual meeting of Service and Supply Coop John Cobb, Jr. and Glen Paulsmeyer were re-elected to three year terms on the board. The financial report showed sales of \$30,313,867 with net savings after taxes of \$1,617,519. Total patronage paid was \$1,066,522.69 with \$ 319,957.16 paid in cash and the balance as retained equity. Death benefits paid for the fiscal year totaled \$5,021.71. Equity retired in the fiscal year was \$15,982.53.

The board also voted to pay all equity earned through 1992. This amount totaled \$357,354.32. It has been a goal of management and the board of directors to pay back equity that was earned in the early years of Service and Supply Coop's history. We are very proud that all equity earned from 1965 through 1992 has been returned to our patrons.



**Board of Directors**

*Pictured are the Board of Directors of Service and Supply Cooperative. (left to right) Eric Starkey, Glen Paulsmeyer, John Cobb, Jr., Terry Newland - Vice President, Rennie Davis - President, Luke Rogers and Ron Talley - Secretary.*

**Employees you  
can count on:**

*Bellflower Employees*

**Don Broz**

General Manager

**Robert Smith**

**Jean Vomund**

**Sue Carroz**

**Dave Cullom -**

Propane Manager

**Gene Davis**

**Richard Klocke**

**Donny Broz**

**Rick Cullom**

**Chris Pund**

**Roger Lewis**

**Kent (Clyde) Gilbert**

**Frank Schlote**

**Jeff Broz**

**Arthur Bader**

**WHAT'S NEW AT NEW FLORENCE BRANCH**

**Loren Heldt**



You might have seen a new face around the New Florence location recently. Mr. Loren Heldt recently joined the employees at our New Florence branch. Loren has five years spraying experience and is now an additional spraying and chemical applicator for New Florence. When not spraying, Loren helps out in the shop too, working on trucks and Stihl and Kawasaki units.

Loren is 29 years old and lives in Hermann, MO. He is married to Traci and has 2 children, Dylan, eleven years old and Sidney, one year old. Loren enjoys dirt car racing, riding 3-wheelers, and tractor pulls. His other hobbies include fixing ATV's in his spare time, gardening, hunting, fishing, and BBQing.

**New Scale**

We have added a new scale at the New Florence location in March of 2012. It will greatly improve our time spent when loading seed and NH3. We will be able to control it from our main office and keep all the paperwork in one location. It is 11' wide & 70' long and will weigh up to 125000#.



**WEED CONTROL & CONTROLLING APHIDS**

**Get Your Wheat Started Right**

*By Randy Rodgers*

After this summer we are looking forward to the next crop. Most growers had good wheat yields in 2012. We want to get our 2013 crop off to a good start this fall. We always recommend good yielding varieties for our area. As we have worked with our genetic suppliers we have found some wheat numbers that give us some different maturities to spread out our harvest and our risks but still give us a good opportunity for double crop success. With the early maturity of our summer crops some growers may be tempted to plant wheat early this year. We are cautious about planting too early. October 5th to 15th is ideal. Early wheat can sometimes get more fall growth than we like to see.



Two newer management practices we have used the last couple of years have been weed control in the fall and controlling aphids which spread barley yellow dwarf. First we'll address weed control. A few years ago we started applying harmony in the fall. This application lets us control winter annual weeds as well as garlic. It also seems to be gentler on the wheat. In no-till wheat we have sprayed roundup and harmony before the wheat emerges with

good results. The roundup kills all the little grasses and a couple of broadleaf weeds that harmony misses. The harmony controls the garlic and provides residual control. This combination has worked well. On those tilled acres that don't need the roundup we can delay the harmony application until the wheat has emerged and has two leaves. You don't want to apply the harmony between wheat emergence and that two leaf stage. Controlling weed competition has really been a key for high yield wheat.

With the mild winter this past year we saw a lot of barley yellow dwarf this past spring. Barley yellow dwarf is a virus that causes the purple flag leaves in the spring. These damaged flag leaves cause yields to suffer. We have no treatment for the virus. But we do have treatments to control the aphids that spread this virus from plant to plant. The infection from the virus enters the plant in the fall or early spring but doesn't show up until later. Once you can see the damage it is too late. We can kill these aphids with a seed treatment or by adding an insecticide to your application. The seed treatment (Cruiser) is taken up by the roots as the plant sprouts and kills the aphids as they feed on the leaves of the wheat. It lasts 30 -60 days and basically controls the aphids all fall. The insecticides kill the aphids when you apply and for a few days afterwards. You can use both methods for best control or pick which ever application fits your operation best.

Getting your wheat off to a good start this fall is a key to having a successful harvest in 2013. Give us a call and we can discuss these options and additional management practices for your crops.

**Employees you can count on:**

This 54' x 120' Morton Building was completed in June at the Bellflower branch. Being able to store our equipment out of the weather will extend it's productive life and save in maintenance cost.



When looking for ways to improve service to our patrons a lot of the time it involves updating equipment to service their needs. In March of 2012 a new all stainless steel Layco Super Flow Dry Blend System was installed at the Vandalia Plant which will improve blend quality and also delivery time (see pictures to the right).

NEW DRY FERTILIZER BLENDER AT VANDALIA OUTSIDE



NEW DRY FERTILIZER BLENDER AT VANDALIA INSIDE

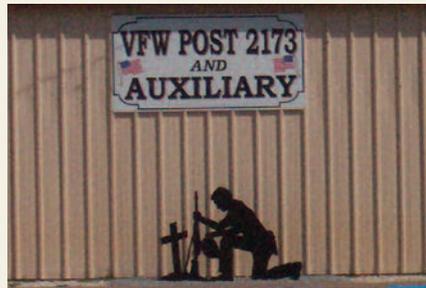
*Vandalia Employees*

- Eugene McDonald**  
Branch Manager
- Tim Mudd**
- Leslie Hammett**
- Lyndel Chrisman**
- Anthony McBride**

*Bowling Green Employees*

- Jeff Graddy**  
Branch Manager
- Stephen Scherder**
- Martha McCormick**
- Dean Wilhoit**

**VFW PROJECT BY LYNDEL CHRISMAN**



- Rick Landers**
- Gary Odom**
- Doug Mudd**
- Dave McCollum**

*New Florence Employees*

- Randy Overkamp**  
Branch Manager
- Randy Rodgers**
- Randy Hinkel**
- Chasity Overkamp**

**TERYX 750 FI 4x4**

**There's a New Mule in Town**

It's enough to send bears back into hibernation and small mammals screaming for their mummies. Enter the Kawasaki Teryx 750 FI 4x4.

Unleash your inner outlaw. And bring along your buddies for the ride. 'Cuz this rollercoaster is too outrageously fun for one person to handle solo.

With its 749cc's of mud-spraying, sand-pounding power, it's the kind of four-by-four that Back Road Bandits dream of.

Experience the wider track, stronger frame and amazing handling of this all-terrain beast.

Its liquid-cooled, V-twin, digital fuel-injected engine will send everything around it running for the hills.

Grab a friend and answer the call of the wild. Check out the new Teryx 750 FI 4x4 today. Kawasaki. Let the good times roll.™



- I.W. Walton, Jr.**
- Jeff Eldringhoff**
- George Penrod**
- Chris Van Horn**
- Bill Oliver**
- Mark Landrum**
- Justin Lichtenberg**
- Anthony McBride**