



*Offerle Cooperative
Grain and Supply Company*
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NEWSLETTER

"Keeping you in touch with your cooperative business"

Volume 35 Number 1

January-February 2013

Manager's comments

By Duane Boyd

The past fiscal year for your cooperative closed November 20, 2012. The auditors from Lindburg & Vogel, Chartered were here in December to examine the records, prepare the financial statements, and report the results of the audit to the board of directors. We are pleased to tell you that the earnings or savings for the year were close to those of the previous year. All the details will be given to you at the annual meeting of the stockholders on March 11, 2013. Members will receive official notice of the meeting early in March with information regarding the times, place, and other details about the meeting.

The last fiscal year was a very challenging year. Because of the drought, we had less wheat and less fall crops to market. We also had to deal with the unprecedented volatility in the grain, petroleum, fertilizer and other agriculture input industries.

We will be replacing the scale at Bellefont some time this winter. The scale at that location will be unavailable for about a week. We will also be putting in new gas pumps at the Offerle Country Store in February or March to meet the new Federal regulations.

We would like to congratulate Sonia Offerle. She has been chosen to be a part of the 2013 Tomorrow's Agribusiness Leaders "TAL" class. The TAL program is the premier leadership program for agribusiness

leaders in the nations. The Offerle Co-op is proud to announce her acceptance into the program along with nine other individuals in Kansas. -ocgs-

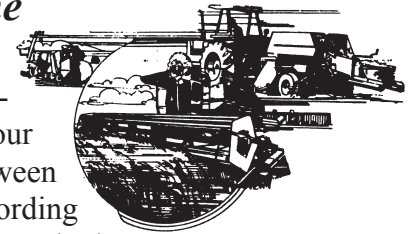
Crop Production News

By Darryl Roane

2013 has started off with a nice snow-fall that left most of our trade area with between 4 and 7 inches. According to one individual that melted

this down, we received approximately 1/2" of moisture from this and that is good winter moisture. This will go a long way in kick starting the wheat crop once the wheat breaks dormancy. That means that you need to be planning your top-dress and weed control needs for the 2013 crop. Hopefully by the time this newsletter comes out, we can get going on some of the wheat acres out there.

As far as top-dressing goes, even if you used a large shot of nitrogen preplant, the addition of just 20 additional pounds can help jump start your wheat when it breaks dormancy. K-State research has shown repeatedly that it pays to put a little nitrogen



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over the top of dormant wheat. If you are going to have to put weed herbicides down anyway, combining the two just makes good economical sense. When planning weed control, the best is Finesse with either Sterling Blue (Clarity formulation banvel) or MCPA

or MCPE. Because we have started to encounter more and more kochia, the use of Sterling Blue is a much better fit. Do not use generic dicamba (banvel) as this can cause some crop damage. The same is true of any 2,4-D products. It only costs a little more to use the best for your crop and that can be the dif-

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222 East Santa Fe
Offerle, KS 67563

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- We do not sell customer information.
- We do require persons or organizations providing products or services to customers on our behalf to protect the confidentiality of our members and customers.
- We do provide prospective and former customers with the same protection as existing customers.
- We do not share customer information with anyone outside the company without your authorization, except as required by law or as stated herein.

We collect information in connection with the extension of credit, the receipt and storage of grain, and other business relationships that we develop in offering, selling and providing goods and services to you, or in purchasing agricultural products from you. The information we maintain will mostly be provided by you in connection with your agricultural products or applying for credit. Information may be obtained from third parties, such as credit reporting agencies, as permitted by the Fair Credit Reporting Act.

All such information will be regarded as confidential in nature, and employees and staff are instructed to maintain your confidences. Our employees will assess this information only for an appropriate business need to know. We maintain physical, electronic, and procedural safeguards to maintain your confidences.

We will disclose information as we believe necessary in the conduct of our business, or as required by law. Information may also be disclosed in connection with research and verification activities of the company or its vendors and suppliers. Our own creditors may require verification of account balances or credit worthiness of accounts. The IRS and other federal and state agencies have reporting requirements.

Upon your written request, we will generally, and as required by law, make available for your review, or review by your authorized agent, any specific information maintained. Information related to a claim or in anticipation of litigation will not be made available to you. If you notify us that information is incorrect, we will correct any information that we then determine to have been in error, and if you object to our determination, you may submit a statement of dispute that will be included in any future disclosure of information.

We will provide you with this statement and any changes thereto once each year. You may have additional rights under other applicable laws such as the Equal Credit Opportunity Act or the Fair Credit Billing Act.

For additional information, you should contact us at the above stated address, and you may obtain credit information from any credit reporting agency used by us in connection with the extension of credit. -ocgs-

ference in many bushels of yield. Caution should be used when selecting and using generic forms of Ally. Many forms of this product have been found to contain impurities that can affect the production of your wheat.

Once the temperatures begin to warm up, a couple other things will start showing up. Insect wise, we will want to watch out for army worms and mites. Greenbugs had begun to surface a little east of here just before the cold hit but did not hear of anything very close. We will also need to watch out for rust towards the middle of April through the front of May. If you have a variety that is susceptible to rust, a 3 ounce shot of Headline at top-dress may help improve early plant health which in turn will help with the early onset of the rust. This doesn't mean that you won't have to spray it when it hits, it just goes a long way in improving plant health early.

Once we get into the middle of March, many of our fields will begin showing signs of greening up and in most cases, with the wrong plants growing. Ground going to milo or feed should be sprayed immediately with a good formulation of Roundup (RT3), Sterling Blue and Atrazine. We sprayed many fields with this combination last year and the results were about 98% very good to excellent. This combination proved to be by far better than some mixtures that we had used in the past and we look to use a form of this again this year.

Once again we will be handling bulk Lumax, G-Max Lite and Charger Max ATZ and ATZ Lite for your corn and milo preplant needs. The Lumax is a very good fit in problem weed areas and over the past couple of years has proved to be our best line of defense. The Charger Max products are the same as the Bicep and Bicep Lite products and work very well on most grasses and most broadleaves. We have in the past handled generic G-Max products and we have decided to take this product out of the generic line and return to the branded product. The support is much greater and price is the same so it only made good business sense to go this route. This product works on most of the same species of broadleaves and grasses as the Charger Max product and is generally less expensive. These are three of the best products currently available for your corn and milo needs.

Moving on to fertilizer, we have secured some dry urea (46-0-0) and some liquid 32% for our top-

dress and spring needs. We have also secured a large quantity of GREEN 10-34-0 for spring and possibly some carry for fall wheat. Many of you remember the shortages we have experienced over the past couple of years and we are taking a few steps to make sure that we avoid those outages in the near term. Current prices on most of the nitrogen and phosphorus products are staying mostly flat for the time being but the market should begin to pick up on dry and liquid nitrogen products as more top-dressing on the wheat gets underway. This could also be swayed by the lack of moisture in a good portion of the wheat belt as producers are reluctant to get started. Lack of moisture is also causing river problems as the lack of water is lowering the major rivers to the point where they will be unable to support river transportation. Guess like most of the time, we will just have to see what tomorrow holds for us.

We have decided to add an additional line of seed to our already existing seed lines. We have taken on the Mycogen line of seeds and will have information available sometime soon on the many varieties of corn, milo and soybeans that they have to offer. We will continue to handle our Sorghum Partners line for those that would like it and of course we will continue to offer Croplan Genetics corn, forage, soybean, alfalfa, canola and sunflower seed. Croplan Genetics seed is gaining recognition with the technology they have incorporated into their seeds over the past several years and their support and records are speaking for themselves. Croplans' R7 Tool has received national recognition in technology and that program continues to improve as well. We are still in the learning process of the R7 Tool but hope to get up to speed in the future.

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If you plan to plant forage products for this upcoming year, now would be a good time to get them booked or purchased. Many products have already sold out and many more will become that way in the near future. Droughty conditions this last year have once again put seed supplies at a very critically low level. Don't delay, get that seed booked now. We will have some Buffalo Brand and Croplan seed available.

Have you pulled your soil samples for your spring planted crops yet? If not, maybe now would be a good time to come in and see us or call Tom at 620-682-2391 to set up an appointment to map the fields out. We will start pulling these as soon as the ground thaws and dries some. We always get a little busy in the spring so the sooner we have the legals, the sooner we get started and beat the rush. For your dry land milo test, you should consider not only testing the top 10-12" but also the next foot for nitrogen as well. Many tests that we have pulled show a significant amount of nitrogen in the second foot and milo has the ability to draw nutrient from this level. This may allow you to reduce the amount of nitrogen needed prior to planting.

We will have another news letter out to you sometime in April and in that issue, be sure to look for the Chemical REI (ReEntry Interval) enclosed. This sheet contains the chemical manufacture and EPA numbers that are required on your spray sheets. This we hope will save you time when completing your forms for the Kansas Department of Ag inspection that many have already gotten.

We wish you a safe and prosperous New Year and look forward to providing you with all your fertilizer and chemical needs for this new year. -ocgs-

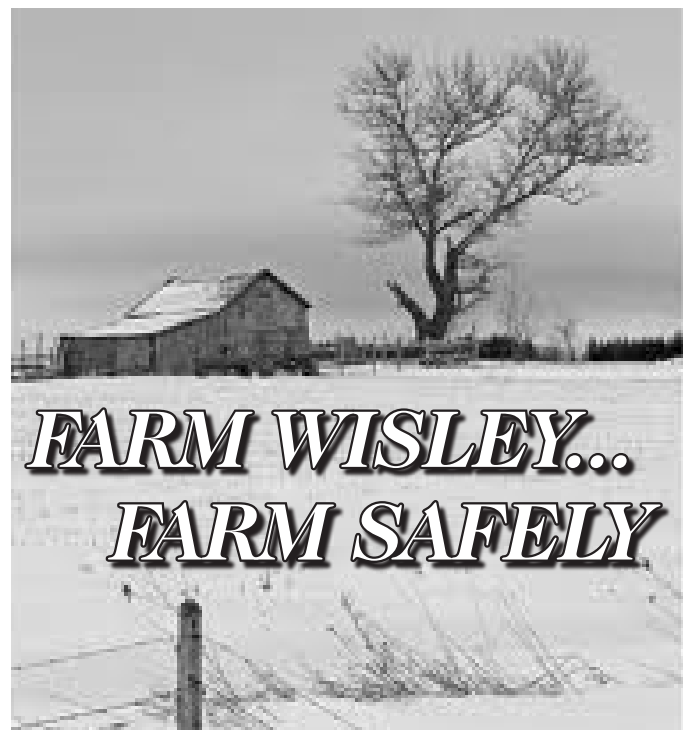
Feed Mill News



Many of you are entering your calving period and it is important to maintain good health for your cows. Providing good sources of protein and mineral are essential for milk production and birthing. At this time of the year, you should be feeding Pro Phos 12 mineral. This is a balanced mineral of calcium, phosphorus and salt which

is very good for milk production and it contains good levels of Vitamin A which is good for clean-out after birthing.

If you do not have alfalfa hay and need to supplement protein, we offer the 20% all natural range cubes. Cows should consume between 2 and 4 pounds per day normally. If you don't want to mess with the cubes, we also offer the 30-13 Rangeland Tubs. These are the highest quality tubs made and on a price per pound of protein basis, are generally the best buy for your money. There are many tubs out there but none compare with the high quality of the Rangeland 30-13. These tubs weigh 225 pounds and come in a convenient plastic container. -ocgs-



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