



*Offerle Cooperative  
Grain and Supply Company*  
P.O. Box 90  
Offerle, KS 67563

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STANDARD  
US POSTAGE PAID  
MANHATTAN, KS  
PERMIT NO. 79

Locations at:  
Offerle  
Bellefont  
Bucklin

# NEWSLETTER

*"Keeping you in touch with your cooperative business"*

Return Service Requested

Volume 32 Number 5

June / July 2011

## Manager's comments

*By Duane Boyd*

This is being written the first of June and as harvest approaches, we are making ready for it. Many fields are beginning to show some golden color indicating maturity is progressing and harvest should begin at about the usual time. Due to the extremely dry conditions the past several months, we are expecting a much reduced crop compared to what we consider normal. There is also a lot of concern about the quality of the grain because of the weather conditions. This situation extends throughout much of the trade territory. As a result, there should be more than adequate space to take care of the wheat crop at all of our locations. As always, we'll just have to wait and see how it all plays out.

Our handling policies and procedures will be the same as they were last year. Our hours for receiving grain will be 7:30 a.m. to 11:00 p.m. Grain will be purchased only during the hours the boards of trade are in session. That means we will not purchase grain on the weekends or on week days before the markets open or after they close for the day. The markets continue their volatility and we can't guess what they are going to do from minute to minute let alone hours or days in advance.

If you have new grain accounts, changes in landlords, grain divisions, etc., please get that information to us prior to the beginning of harvest. It will save time

when your first load of grain comes to the scales if our computers are already updated. Please make sure your truck drivers are informed of the correct names to appear on the scale ticket. He/she should check the information on the ticket before leaving the elevator. It is much easier to correct errors early in the accounting process. After harvest, please come in as soon as possible to verify tickets and make grain divisions. Many land owners are anxious to settle for their part of the crop as soon as harvest is completed. We can't complete the transaction until we have all the pertinent information from the farm operator. Remember, the patron access program on your computer makes it possible to monitor your grain account at the end of each day.

Because of the dry conditions, it has been difficult for many of our patrons to get their spring planting done. We hope for some changes in the weather so you can get your crops planted in reasonably good time and benefit from the good prices that have potential for being available next fall.

The summer months are especially busy for those of us involved in agriculture. Please take a few moments to think about safety as you go about your daily activities. Safety pays!!! Have a good summer! -ocgs-



**SAFETY  
SAVES LIVES**

# Want to save money on your next new vehicle?

Offerle Co-op active members can take advantage of a volume incentive program when acquiring a new vehicle through the Land O' Lakes Vehicle Purchasing Program. This program consolidates the buying power of the cooperative system to secure "best value" discounts. Saxon Fleet Services has administered this

vehicle program for Land O' Lakes/CHS for over 20 years and is the central order dealer for the program. The program manager at Saxon Feed Services is Jason Bill.

You can factory-order a new Ford, General Motors, Chrysler/Dodge/Jeep or Lincoln/Mercury vehicles. Cars, vans, SUVs, trucks, medium duty trucks, and truck equipment are available. Trade-ins are welcome on vehicle purchases and financing and leases are available. For more information, call Jason Bill at 1.800.456.1265, ext. 1873 or 651.312.1873. -ocgs-

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## Offerle Cooperative Grain and Supply Company

Post Office Box 90, Elm Street and Santa Fe  
Offerle, KS 67563

### Privacy Policies

Our company, with the above name and return address, and any of its subsidiary or affiliated companies, has adopted the following privacy policies in accordance with Title I of the Gramm-Leach-Bliley Act, and Federal Trade Commission rules.

- We do not sell customer information.
- We do require persons or organizations providing products or services to customers on our behalf to pretest the confidentiality of our members and customers.
- We do provide prospective and former needers and 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.

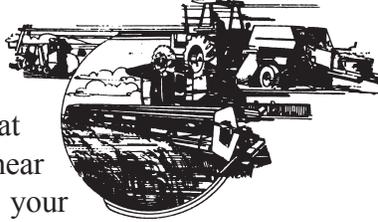
We will provide you with this statement and any changes thereto once each year. You may have additional rights under other applicable laws such as the Equal Credit Opportunity Act or the Fair Credit Billing Act.

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-

# Crop Production News

By Darryl Roane

I'm guessing that by the time you receive this copy of the newsletter that the 2011 wheat harvest is near completion. I hope that your harvest was better than expected.



Some of you received a little rain since our last newsletter. Right here in Offerle, we are very short. Our biggest rain since November 2010 has been right at a quarter of an inch. We have just come through three of our wetter months and into the wettest month of the year. Lets hope that we start seeing some soon or the summer months are going to be awful. Seems that the only thing we are getting plenty of is the wind.

Fertilizer prices, for the most part, have remained steady. We have been in hopes that the nitrogen market would ease off some once the side-dressing season was complete but we haven't seen this yet. High water on the major shipping rivers is delaying shipment from the gulf and this is putting some pressure on the local markets. No changes to the phosphate markets.

The anhydrous season will soon be upon us for the next wheat crop and this is just a reminder that we will all be busy trying to get the ammonia in the ground very soon. If you are pulling from one of our satellite plants, please let us know so that we can get our people to the plants to check on what needs filled. Current manpower does not allow us to station someone at all the plants so we will need your input as to where you are pulling tanks from. At this point, we are not sure what transportation will do to us this year, but should we encounter the same problems as last year, we will once again be limited to product deliveries to our three main plants. The sooner you start, the more likely you will not be affected by shipment delays. Delays will begin to hit us by the middle part of July and there just aren't enough trucks to keep up with the demand. When using nurse tanks, please return them as quickly as possible so that we can keep them filled. A reminder is that you should have no more than two tanks per applicator during the busy season. This helps to allow more people to get their ammonia on just as you are trying to do.

We have added 5 more of the 1500 gallon nurse tanks to our ammonia fleet. Three of these are now at Bellefont and two more have been added to Offerle.

This brings our total to nine in Offerle plus we have 4 of the 2000 gallon wagons. These tanks don't come cheap and we ask that should you have any problems or notice any problems, you contact us to let us know of the problem.

It is almost time for the new shuttle laws to come into effect. On August 16 of this year, the new laws concerning what shuttles we will be allowed to fill will begin and we will not be able to fill shuttles that do not meet the requirements. If you are planning on buying shuttles for your own, I would caution you to make sure that the shuttles you are looking for meet the new requirements. Shuttles are required to have some sort of permanent ID on them. This ID will either be burned into the shuttle or will be on a data plate or sticker. Shuttles must have a one-way withdrawal valve and a locking fill valve. All shuttles must contain a label of the product that is in them. If you plan to use your shuttle for more than one product, you should plan to triple-rinse the shuttle and make sure the outside is clean before they can be filled. All shuttles must contain a lockable fill area. We will begin putting seals in these and these seals must remain intact until they are returned. Broken seals on returned shuttles mean that we must triple-rinse them before we can place them back into service and this can be very time consuming. If you have any questions, please stop by or give us a call for more information. Another reminder, we can no longer fill containers of a quantity less than 55 gallons unless designated by the chemical manufacturer.

We now have the Hi-Dep in bulk. If you are doing burn down this summer and have a bindweed problem, you should be considering using the Hi-Dep formulation of 2,4-D. Hi-Dep is a blended formulation of Amine and uses an alcohol base instead of a petroleum base. This allows it to work like an ester and deliver the performance of the amine. We have been using it for the past several years and it has only been available in the 2x2.5 gallons containers. We have been working to get it in bulk for a long time and after many phone calls and some paper work, we have finally succeeded in getting the bulk. The rate you use will vary, but in most burn downs, we have been using the 16 oz. rate after harvest. Hi-Dep does an excellent job on bindweed as well as many other broadleaves and does not have the soil residual that Tordon has. Hi-Dep works well on bindweed in milo as well. We run about 12 oz. in the crop and it does an excellent job here too.

-OCGS-

# News from Bucklin

By Ken Matzen

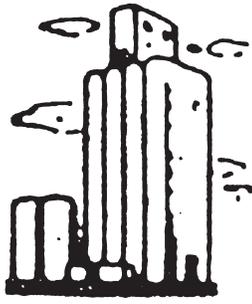
With the office being right here on the highway we have a good view of the traffic that flows down highway 54 in both directions. Every day, without fail, there are several trucks going west with a piece of green equipment. Combines, tractors, and planters make up most of it but occasionally one of those big sprayers will come by.

In years past, most spraying was done on a custom basis with high floatation equipment and sixty-five or so foot booms. As the technology has advanced the spraying business has morphed into something that we couldn't even imagine thirty years ago. Whoever dreamed of auto-steer and nozzles that turn themselves off when you come across an area already sprayed or having a TV screen that shows the field and what you have covered?

Farming culture has evolved such that no-till is no longer a novelty but increasingly the preferred method. This has increased the demand for spraying services to such an extent that custom applicators can't do it all and the larger producers are finding it cost effective to run their own units.

Along with doing your own spraying and the increased use of chemicals comes the responsibility of complying with the endless maze of regulations established by our well-intentioned government. Most of the regulation is written by the EPA and some is state administered. In order for us to sell chemical, we must be registered with the state of Kansas as a Registered Chemical Dealer, hence we are in the system and subject to compliance inspections administered by the Kansas Department of Agriculture. Most restricted use pesticides (rup's) state on the label that it is "for sale to and use only by certified applicators." There are two classifications of certified applicators. One is a commercial certified applicator who charges for the service and the other is a private certified applicator who doesn't do custom work. This is the certification most agricultural producers obtain.

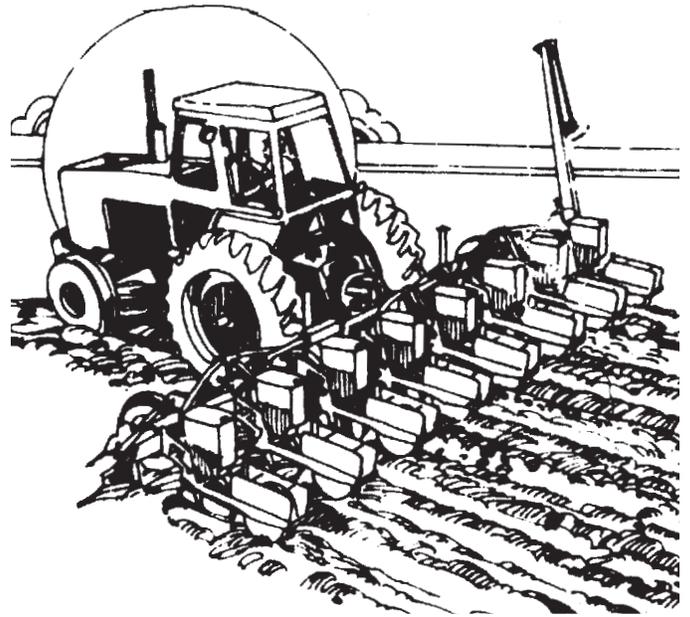
A lot of the common chemicals we know and love are rup's including atrazine and any product containing atrazine such as Bicep II and Charger Max ATZ. Virtually all insecticides are restricted use.



When using rup's it is imperative you keep good records. Kansas pesticide law lays out the framework for documentation of spraying. We have a form we complete for every job we do which, when properly filled out, keeps us in compliance.

Just remember, you are responsible for compliance and ignorance of the regulation is no excuse. The catch phrase in the industry is "the label is the law" and the label covers everything from approved uses to proper personal protective equipment to re-entry intervals to container disposal. Read the label.

We don't claim to know everything but we have a lot of experience spraying crops and doing our best to comply with regulations and would be happy to try to help you understand what is expected and what you need to do to comply. -ocgs-



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## Offerle Cooperative Grain and Supply Company Officers and Directors

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Richard Dvorak .....	Director
Jacob Heinz .....	Director
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Roger Wetzel .....	Director
Steve Wetzel .....	Director
Duane Boyd .....	General Manager

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