



*Offerle Cooperative
Grain and Supply Company*
P.O. Box 90
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NEWSLETTER

"Keeping you in touch with your cooperative business"

Return Service Requested

Volume 33 Number 2

December 2011-January 2012

Manager's comments

By Duane Boyd

This is being written early in December and we are beginning to make preparations for the holidays and to close out the year 2011. We recently received a nice rain which should help the wheat substantially as it goes into winter. Some of the later planted wheat is still very small. It would be good to have some snow cover before severely cold weather settles in. Our potential for a wheat crop has improved compared to what it was sixty days ago. However, production could very well be down some come harvest time next summer compared to last year.

Grain prices continue to change substantially over short periods of time. The smaller-than-expected corn crop seems to be driving that market. The USDA crop report that comes out in a few days could very well lend some strength to the markets. In my opinion, the USDA has not been accurate in their estimation of the amount of corn in inventory. I feel actual production was much smaller than was anticipated. In the Corn Belt, those acres are normally planted at the optimum time for maximum production. Therefore, the anticipated yields are usually higher than the real yield numbers at harvest time. Based on that, I feel the USDA estimates could very well be higher than the actual production. That could drive the corn market higher and other grain markets could follow. Sooner or later those smaller production numbers will have to be recognized. The production in our area was certainly down this year. The poor wheat crop and the disastrous fall crops will all add up. It usually takes almost eighteen months for that to cycle through the economy.

We have had just over four inches of rain since wheat planting time. The subsoil moisture is being replenished which not only helps the potential for a wheat crop but also puts us in a better position for planting the row crops next spring. The cattle people should have improved prospects for better grazing conditions next spring and for producing a feed crop as well. That should prevent some of the culling of herds that would have been necessary a few months ago. One would think that cattle prices should also remain rather good. That's all more positive than it was a year ago.

You will be seeing quite a lot of building going on around your cooperative in the months ahead. We will be putting in such things as containment barriers, fencing,

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Manager

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concrete barriers, etc. Some are to meet various regulations while some are to prevent unauthorized access to the facilities they protect. It is also to enhance safety. Warnings have been issued regarding the potential for fertilizer and chemical plants, fuel facilities, etc. becoming part of terrorist activities. We are trying to be proactive rather than reactive by taking preventive measures.

A ring of truckers have been stealing fuel from various cardrol fueling stations from California to Florida and another group has been active in the upper Midwest. Several stations along Highway 54 have been victimized including our station at Bucklin. These people have figured out how to use a bogus credit card to gain access and activate the cardrol fuel pumps. Their activities have been recorded on our monitoring system and we hope that information will help law enforcement track them down. So far, our loss has not been substantial and we have insurance for that kind of activity.

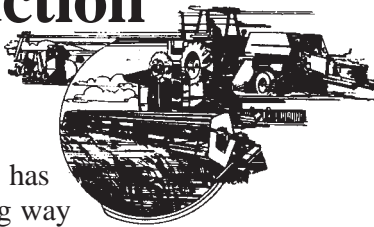
As we approach the close of another calendar year and the holiday season, we want to express our thanks to all of you for your continued use of the facilities, products, and services that you provide for yourselves through your cooperative system. During the next several weeks, many of you will be making plans for the next farming season. We hope you will continue to choose your cooperative as your source of production inputs and the place to market your grain. Happy Holidays to you all! May 2012 be good to you and your cooperative in every possible way. -ocgs-

Crop Production News

By Darryl Roane

Finally, a little moisture has fallen and this will go a long way toward sustaining this wheat crop that's in the ground. It is also helping to replenish soil moisture for the spring planting. I read and hear that we are in for another rough year and that the drought will linger throughout the upcoming year, but it has been really nice to see all the moisture we have received over the past 45 days and we hope that we have more in store.

One thing we should be doing this time of year is preparing for the upcoming spring planting. One way to get prepared is to pull soil samples whenever it is possible to determine your fertilizer needs. We have been pulling a few samples and are finding pretty decent carryover in the heavier soils. Many may be able to get by with a little starter fertilizer. With prices being higher, this may be very beneficial to your bottom line.



Nitrogen prices have softened some over the past couple of weeks. With the wetter weather in the Corn Belt, anhydrous use will come to a quick halt. This will allow manufacturers to build a little inventory going into spring. Dry nitrogen use will probably pick up just after the first of the year and so will liquid. This will help these products maintain their price and probably go higher.

Phosphate prices have softened some. Liquid remains strong mostly because of the lack of acid. We will have black acid product available this spring and will use green when available. Green is still running a premium price to black by about \$100/ton. If the price holds, you can look for product out of the plant to run approximately \$850/ton for green and around \$760 for black. Pricing for these products will not be available until spring. Acid manufacturers will not release prices until 30 days prior to shipment of the acid. Dry is readily available for the present but expect inventories to tighten as we approach spring.

I am starting to hear of some seed shortages that we may experience this spring. We are not hearing a whole lot on corn, beans and milo although I would guess we will see many of the more popular varieties of corn and beans become hard to get as we go through the season. Feed seed will be the hardest to get. Many varieties have already been exhausted. Most of this shortage is due to the drought and poor seed production. Expect higher feed seed prices this spring. If you have any idea of what your needs may be, you may want to turn in an order as soon as possible so that we can try and make sure we can get what you may need.

If you are planning on planting oats this winter or spring, you should get your orders in now. Oat seed always seems to be in short supply and we will have a short window to get what we need. We will not know prices until prior to shipment as the suppliers are reluctant to price until shipping time. I would guess that the price will be a little higher than last year.

We are already getting reports of mustard and henbit in the wheat and some of it is doing quite well. Now would be a good time to start preparing for your weed control needs. Ally and its many generic sister products are not what they used to be. In Oklahoma, they are finding many fields where it did not take out the mustard. It is for this reason that DuPont is recommending that we avoid using just straight Ally product and look to using products with multiple modes of activity. Ally Extra, Agility, and Finesse would be the first products of choice. All of these products provide multiple modes of action and are backed by DuPont. It is recommended that you use MCPE, MCPA or Dicamba with these products and the addition of a good non-ionic surfactant would be advisable. Finesse and Agility should both do a good job not only on henbit and mustard, but should

provide activity through harvest on sunflowers and kochia. Controlling the kochia early is very beneficial to help control grass and weeds in the stubble after harvest. Where kochia is a problem, we will be looking at higher rates of Banvel this spring. Where this has been done the last year or two, improved kochia control has been noted.

We will be going through our nurse and storage tanks this winter and we ask that you return all liquid trailers at this time. Also, if you have any of our chemical shuttles, we will need these returned so that we can test and get them ready for this upcoming year. Failure to return them now could result in a three-hour delay this spring when you need to fill them.

Do you have any used oil that you may wish to get rid of? If so, you may bring it into Offerle or we will make arrangements to pick up larger quantities. Just give us a call to make the arrangements. You will be required to take back your barrels unless they are Farmland/Cenex type barrels.

We have some oil carryover that we are going to dispose of this winter. We have several barrels and smaller containers of Circle Three. Circle Three provides a multi-purpose formulation, meeting many modern diesel engine requirements as well as meeting requirements for tractor/transmission/hydraulic systems. It is designed to simplify on-farm inventories and reduce cross contamination concerns. Designated an STOU (Super Tractor Oil, Universal) fluid, Circle Three provides performance and protection required for many modern diesel engines as well as protection against brake chatter, gear wear, and thermal instability.

We also have several drums of Indol 100 plus a few smaller containers. Indol Premium Anti-wear Hydraulic Oil is exceptional quality zinc-containing anti-wear hydraulic oil designed to exceed the performance requirements of major pump manufacturers. Indol oils are specially formulated with the highest quality HCG-2 base oils having outstanding stability. The addition of a uniquely balanced additive system provides total anti-wear, oxidation, thermal, hydrolytic stability, anti-rust, demulsibility, and anti-foam performance. The zinc anti-wear agent used in Indol oils helps minimize wear in high speed, high pressure vane and gear pumps while meeting the lubrication requirements of the axial piston pumps having bronze and steel metallurgy. Indol oils are highly stable under thermal or oxidative stress and are exceptionally stable when in the presence of moisture.

We also have a few drums of Super TMS 30W and a few smaller containers of Irriflex 20W-40. All these oils are scattered between the Bucklin and Offerle locations.

We are offering all these oils at \$3.00/gallon. Contact either of these locations if you have any interest. We plan to have these removed from our inventory by the middle of January.

Interstate Batteries: In Offerle, we have just taken on the dealership for Interstate batteries. We plan to carry a few of the more common batteries and will have access to a complete line. Interstate trucks pass by here two to three times each week and we can get what you need if we do not stock it. We plan to carry the top of their line of batteries. These batteries give you the highest Cold Cranking Amp (CCA) in the Interstate line and also carry a 30-month 100% replacement. These are 85 month batteries and should one go bad after 30 months, their use is prorated for your next battery. The next time you are looking for a battery, stop by or let us know if we can help.

We have successfully closed out another fiscal year and although not as good as last year, it was still a very good year for your cooperative. Consider that the drought hurt both our wheat and fall crop production and that says a lot for how strong your cooperative is. With this in mind, we want to take a moment to thank you for your past year's business and we hope to continue our relationship for many years to come.

From all of us, we wish you a very Merry Christmas and a very good New Year. -ocgs-

Feed Mill News



For many cattlemen, calving season is about to get underway. Right now, we need to keep a good livestock mineral in front of those mama cows to be. ProPhos 12 is the best mineral for your money to assure a high level of Vitamin A along with a balanced calcium : phosphorus ratio. This is essential for good milk production for the cow so the newborn has plenty to eat and grow on. ProPhos 12 should be fed from 45 days prior to calving to just after the calving is complete. After that time, consider switching to ProPhos 6 Mag mineral.

Also, maintaining a healthy cow herd is important. We all see that they get plenty to eat, but are they getting sufficient protein to maintain good health? We recommend that you feed Rangeland Cubes or Rangeland Tubs. The cubes are a 20% all-natural cube and cows should eat between 1½ lbs. to 2½ lbs. per day to maintain body weight and stay healthy. The Rangeland Tubs are a 30% protein and cows and calves alike both love them. Consumption should range from ½lb. to just over

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a pound per day for cows. This means that a tub should be placed out for every 20 head of cattle and should last approximately 10 to 14 days. Consumption can be adjusted by changing the distance to the nearest water. If your cows are eating too much, simply move the tubs away from water another 100 feet. If they are not eating enough, move the tubs a little closer. -ocgs-

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 Feet Services is Jason Bill.

You can factory-order 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 leasing are available. For more information, call Jason Bill at 1.800.456.1265, ext. 1873 or 651.312.1873. -ocgs-

Here are some statistics for the year 1911.

What a difference a century makes!

- The average life expectancy for men was 47 years.
- Fuel for cars was sold only in drug stores.
- Only 14% of homes had a bath tub.
- Only 8% of the homes had a telephone.
- There were only 8,000 cars in the US and only 144 miles of paved roads.
- The maximum speed limit in most cities was 10 mph.
- The tallest structure in the world was the Eiffel tower!
- The average US wage in 1911 was 22 cents per hour.
- The average US worker made between \$200 and \$400 per year.
- A competent accountant could expect to earn \$2000 per year, a dentist \$2,500 per year, a veterinarian between \$1,500 and \$4,000 per year, and a mechanical engineer about \$5,000 per year.
- More than 95% of all births took place at home.
- Ninety percent of all doctors had no college education. Instead, they attended so-called medical schools, many

of which were condemned in the press and by the government as "substandard."

- Sugar cost four cents a pound
- Eggs were fourteen cents a dozen.
- Coffee was fifteen cents a pound.
- Most women only washed their hair once a month, and used Borax or egg yolks for shampoo.
- Canada passed a law that prohibited poor people from entering their country for any reason.
- The 5 leading causes of death were:
 1. Pneumonia and influenza
 2. Tuberculosis
 3. Diarrhea
 4. Heart disease
 5. Stroke
- The American flag had 45 stars.
- The population of Las Vegas, Nevada was only 30.
- The crossword puzzles, canned beer, and iced tea hadn't been invented yet.
- There was neither a Mother's Day nor a Father's Day.
- Two out of every 10 adults couldn't read or write and only 6% of all Americans had graduated from high school.
- Marijuana, heroin, and morphine were all available over the counter at the local corner drugstores.
- Back then pharmacists said, "Heroin clears the complexion, gives buoyance in the mind, regulates the stomach and bowels, and is, in fact, a perfect guardian of health!"
- Eighteen percent of households had at least one full-time servant or domestic help.
- There were about 230 reported murders in the entire USA

Just try to imagine what it may be like in another 100 years!!! -ocgs-

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