



*Offerle Cooperative  
Grain and Supply Company*  
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Offerle, KS 67563

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Offerle  
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# NEWSLETTER

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

Return Service Requested

Volume 33 Number 3

February-March 2012

## Manager's comments

*By Duane Boyd*

The past fiscal year for your cooperative closed November 30, 2011. The auditors from Lindburg & Vogel, Chartered were here in December to examine the records, prepare the financial statements, and report to the board of directors. We are pleased to tell you that the earnings or savings for the year were comparable to those of the previous year. All the details will be given to you at the annual meeting of the stockholders on March 19, 2012. The meeting will be held at the Offerle Middle School. Members will receive official notice of the meeting early in March.

In addition to receiving reports and other business, three members will be elected to serve on the board. The terms of Rick Dvorak, Giles Issinghoff, and Steve Wetzel are expiring. All three men are eligible for reelection to serve another term. Nominations may be made at the time of the election. We hope you will save that date on your calendar now and plan to participate in the business of your organization. Your input is important to its continued success.

**The grain markets** have been relatively strong the past couple of months. However, one can't really guess which direction they will go with any degree of reliability before the USDA crop reports come out. We normally look for a Crop Production Report to come out about the tenth of each month and a Stocks Report at the end of the month. These two reports have a big influence on

the grain markets. The weather, both in this country and the other wheat producing areas of the world, will begin to be more of a factor as the new crop begins to develop and near harvest. Here in our area, we have had enough moisture and warm temperatures that the growing wheat appears to be beginning to show more green color. Too much of that too soon could be a disadvantage, however.

Grain sales on the part of producers in our area have been slower than usual. To date, we have purchased about 55% of last summer's wheat crop, 50% of last fall's milo crop, and 60% of the corn. Many seem to have a wait-and-see attitude right now.

Some say the US economy is beginning to show some strength. However, according to the Wall Street Journal, economists gathered recently for the annual convention of American Economic Association took a

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longer and dimmer view of the situation. They say long-term unemployment may be a bigger problem than high unemployment. Some 5.6 million Americans have been out of work at least six months, 3.9 million of them for a year or more. Research shows the longer people are out of work the less likely they are to find a job. The economists say the length and depth of the current crisis which is unprecedented since the Great Depression will have a lasting effect on both individuals and the economy as a whole. It's a huge challenge for which no one seems to have an answer, at least right now.

**Employee changes** — Ken Matzen is no longer managing our Bucklin location. Levi Benjamin has transferred from Bellefont to assume responsibilities for management of Bucklin and Kevin Rabe is now managing the Bellefont location. We are currently looking for some good people to fill some gaps in our employee force as we begin to look toward the busy spring and summer seasons.

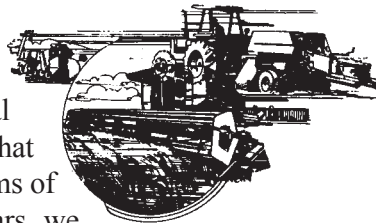
We hope 2012 has started off well for you. Please know that all of us at your Offerle Cooperative appreciate your continued use of the facilities, products, and services you provide for yourselves through your cooperative system. May this be a good year for you and your cooperative. See you at the annual meeting March 19!

-OCGS-

## Crop Production News

*By Darryl Roane*

Most of the talk this winter has been about the arrival of many species of weeds that are now immune to many forms of chemical. Throughout the years, we have heard that we only needed to use a little of this or that and that would take care of the problem. In the beginning, it did. Now, however, we have created monster weeds and in a few years, we will not be able to control many of them. I have received many calls already wanting to know what rate of glyphosate to use. My reply to this question is whatever it takes plus 4 or 5 extra ounces. It wasn't all that many years ago that we heard of the neighbor that killed everything with just 14 ounces of glyphosate and soon everyone was intent on saving fifty cents and going with this lighter rate even though many chemical reps were trying to get us to up the rate. Well, fast forward to today and what do we have? We cheated



on the rate of Roundup products used to do a good job on kochia. Now, you almost have to drown the plant with glyphosate in order to get it killed. It is time to take a more aggressive position with regard to our chemistry. This spring would be a good time to get ahead.

On your wheat (for those that have not done so yet), we recommend the use of Finesse with a higher rate of Safened Dicamba (Banvel). The addition of products such as Clarity or Sterling Blue are easier on the crop and deadly on the weeds. When we get ready for that first burn-down for your milo ground in late March or early April, we need to attack the fields with Glyphosate, Atrazine and Banvel. Kansas State University agronomists tried some higher rates of Banvel on early burn-down last year and found the result were well worth the additional Banvel. The safened formulations of Banvel have many benefits. Did you know that you can use Sterling Blue at 8 ounce and still plant soybeans in 14 days? Try using that rate of any generic Banvel and see what happens. It is tough on broadleaves and safe on the crop.

We are here to help you with any questions regarding your chemical use should you require assistance. I have my phone on me most of the time so give me a call for more information. (My cell phone number is 620-682-2399).

Have you bought your feed seed? Better get to considering it now! Many varieties are already gone and by early June, there won't be much left. The drought last year hurt us in a couple of ways for seed production. First, because of drought, it either didn't grow for harvesting or was hurt during pollination. Second, with all the heat, germination of some of the seeds was damaged to the point that it was not usable. Many varieties are not available for sale this year and prices are going to be much higher than normal. Early Sumac will be selling for around \$36/bag this year and this is the cheapest feed seed around. Higher quality seeds, such as the BMRs will be going for between \$45 and \$70 per bag.

There is not much news in the fertilizer markets. The nitrogen market is mostly flat and may remain there for a while longer. Once spring product movement gets here, we can expect prices to jump in response to the higher demand. It looks like we could see more corn acres again this year and that will add some strength to the market. Short term, if you can get nitrogen on, I would suggest that you go ahead and get it done. If prices fall, there aren't going to be any big dumps on price like we experienced a few years ago.

As for the phosphate market, dry phosphate has dropped back quite a bit since the last newsletter. This

appears to be where the market will remain for the time being. Historically, the market should remain somewhat flat until we get into mid to late summer. Liquid phosphate is a little different. Once in a while, someone needs to dump some inventory and lowers the price to attract buyers, but those incidents are far and few between. Look for liquid phosphate to strengthen as we get closer to planting time and inventories begin to shrink and demand rises.

Huskie has been labeled for use on milo this year and looks to be a good fit. It is a post emergent on milo for broadleaves and does a great job on palmer amaranth and kochia when caught at an early stage. One precaution is that if you use Lumax or Lexor, do not use Huskie as a second treatment. This will give us one more line of defense on those ugly broadleaves in our milo fields.

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## **Offerle Cooperative Grain and Supply Company**

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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 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-

By next year, we will begin seeing Dicamba-resistant soybeans and the next year we will have 2,4-D-resistant soybeans. This will be a big plus for the soybean industry since chemical drift will not be as big an issue as it is now. We will let you know more on this as we get closer to release.

By late March or early April, we will want to start getting those milo fields cleaned up and ready for planting. As a reminder from earlier in this article, we want to attack those weeds hard and early. A good dose of Rt3 with a good shot of Sterling Blue and Atrazine will not only clean those fields up, but help keep them clean until planting. At planting, we can get our pre-emerge herbicides down and clean up any grass with another shot of Rt3. By doing it right, we won't have to do as much clean up later.

We will soon be returning ammonia tanks to our satellite plants. We hope to have been able to go around each of them before they head out to the field to ensure good equipment. If you notice safety chains or chain hooks missing, please report this at the scales when you return the tanks, or leave a note in any of our overnight sign-out sheds. It is illegal for a tank to leave our premises if the chain is missing or the hook is gone. We try to catch these but sometimes one slips through. Your help would be greatly appreciated. -ocgs-

## Feed Mill News

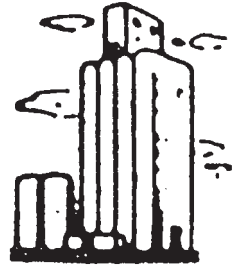


The calving season is here and we have a good supply of minerals for all your livestock needs. Right now, we should be feeding ProPhos 12 to those cows. This is a well balanced mineral that aids with milk production in the cow and has a good Vitamin A level that is so essential for clean-out after calving. Once calving is complete, it's time to change your mineral to ProPhos 6 Mag. This is a good mineral choice for spring when the grass grows its best.

Keeping protein in front of your livestock is also important. Cows that receive a good level of protein are going to be healthier and this also helps with calving and milk production. Until green grazing is available, consider supplementing your cattle with our 20% all-natural Rangeland cubes or our 30-13 Rangeland tubs. Both provide an excellent source of protein and are easy to use. -ocgs-

## News from Bucklin

*By Levi Benjamin*



I have met some of the Bucklin area producers over the last couple weeks. For those I have not had the opportunity to meet, here is a quick introduction. My name is Levi Benjamin. My wife, Mary, and I have 3 children and live south of Windthorst. I first worked for the co-op in the early 90s as harvest help. I then went off to school, after which I got a job with Grant County Feeders in Ulysses. Mary and I decided we wanted to raise our family in this area so I started working for the Offerle Co-op at the Bellefont branch in 2005.

Speaking of Bellefont, I would like to say thanks to all the producers in the St. Mary's, Windthorst, and Bellefont areas. The people that I had a chance to work with are what made my time there so enjoyable and will be the part that I will miss the most. I am excited about this opportunity to come to Bucklin and learn about other aspects of this business and to work with producers in this area.

There is not a lot of big news here at this time. We did purchase a new spray rig that arrived in January. Gary has done some spraying with it and is ready to do some more. The rig's main new feature is ground sensors for the boom that adjusts the boom height automatically. Gary said, "It also has a dummy seat" so I had to ask, "Which seat do you sit in?" To which he said, "Climb up here and I'll show you your seat." -ocgs-



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### Offerle Cooperative Grain and Supply Company Officers and Directors

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- Adam Froetschner ..... President
  - Jacob Heinz ..... Vice President
  - Giles Issinghoff ..... Secretary
  - Richard Dvorak ..... Director
  - Mike Klenke..... Director
  - Lyle Kregar ..... Director
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  - Duane Boyd ..... General Manager
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