



Western Farmer

The Official Publication of the Garden City Co-op, Inc.

FEATURES

January/February 2006



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“MOVING FORWARD TOGETHER”

John McClelland, General Manager

The Garden City Co-op strives to fulfill our commitment of “Moving Forward Together” by being a great supplier of inputs and the elevator of choice for handling your grain. We also have a commitment to our communities and employees. We are proud to share the statistics found below as an example of that commitment.

There are many great stories to be found in these numbers. For example, when we merged with the Farmers Elevator Co-op in Dighton, we were happy to join forces with 20 motivated and committed Farmer's Co-op employees. In the last nine months, we have provided 45 full or part time jobs to employees in Lane and Ness counties. More than doubling employment opportunities demonstrates that we are committed to the towns we work in and the farmers we serve.

Our earnings and increasing service level show that we are not growing for growth's sake. We are truly “Moving Forward Together”. That commitment not only helps you in your farming operations, it also helps your hometowns.

| <u>County</u> | <u>Payroll</u> | <u>Equity Retirement</u> | <u>Patronage</u> | <u>Property Tax</u> | <u>Total</u> |
|---------------|--------------------|--------------------------|------------------|---------------------|--------------------|
| Finney | \$2,675,044 | \$305,120 | \$142,609 | \$310,290 | \$3,433,063 |
| Kearny | 216,347 | | 31,975 | 27,845 | 276,167 |
| Lane* | 495,882 | 236,040 | 21,848 | 123,990 | 877,760 |
| Ness* | 49,143 | | 2,787 | 26,244 | 78,174 |
| Scott | 142,142 | | 4,761 | 639 | 147,542 |
| <u>Other</u> | <u>265,204</u> | | <u>23,658</u> | <u>9,758</u> | <u>298,620</u> |
| Total | \$3,843,762 | \$541,160 | \$227,638 | \$498,766 | \$5,111,326 |

* Payroll & Patronage figures for Lane & Ness Counties are for 9 months.

Grain Division News

Ken Jameson, V.P. Grain Division

Well, it's the first of February and we're still wondering when winter will get here. While this weather may not be the best for the wheat crop, it has allowed us to get some maintenance work done on the elevators that normally would have been delayed until the hectic spring season. Most of this work is something that our producer/owners would never notice but is crucial in keeping your facilities in good condition to handle your crops during the crunch of harvest. It's not our goal to have Cadillac facilities, but even to maintain good, safe, working facilities requires a lot of dollars each year. For the fiscal year we are working on now, we have budgeted \$350,000 for repairs and maintenance for the fifteen elevators. That doesn't include planned capital expenditures which will update and expand the grain temperature system at Shields, rebuild the bottoms of both legs at Alamota, and replace leg belts at several other elevators. These dollars not only keep your cooperative's facilities in good working condition, they are dollars pumped into the areas economy helping local businesses stay viable. Your cooperative believes in the communities it operates in and we try to use local suppliers and expertise whenever possible, only going outside when it can't be supplied locally.

We would like to thank everyone that attended the Grain Marketing meeting held in Dighton and Garden City in January. Both were well attended and provided good information on the market outlook and the new grain contracts that we can now offer. Jeff Hutton's weather outlook was, as always, very interesting but, as always, he was to promise us timely moisture. If you were unable to attend one of the meetings or have questions about anything presented, please contact us and we would be glad to share the information with you.

All of the grain markets have shown a rally during January, mainly due to commodity index fund buying. There

are more funds in commodities now than ever before, with estimates of up to 1 trillion dollars available to them for investing. These funds view commodities as everything from oil, to lumber, to orange juice, to grains. So these dollars are spread across a wide spectrum. We have always loved the funds when the market goes higher, cursed them when the market goes lower, and this new influx of money will add to the potential volatility of the markets. One thing to remember is that volatility can present opportunities if you have a marketing plan in place.

The Kansas City wheat futures have rallied approximately 36¢ a bushel in the month of January. This move has been fueled by fund buying but we have also had a U.S.D.A. stocks report that showed HRW stocks relatively tight, and now the Texas Ag Statistics department rates 88% of the Texas wheat crop poor to very poor. That is the only state reporting today but it just confirms the talk we have heard of the dry conditions in Texas and Oklahoma. This run up has prompted a lot of producer selling, particularly new crop wheat all across the country. This wheat crop has a long ways to go so obviously weather will be the long-term driver with this market.

The Chicago corn futures have rallied approximately 17¢ a bushel in January bringing values back to their late December levels. Commodity funds went from long approximately 71,000 contracts in late December to a net zero position and now back to a long position of approximately 65,000 contracts. January U.S.D.A. reports were slightly bearish to corn, but Informa's early estimate of this spring's corn planted acres caught the trade off guard with a reduction of 2.3 million acres. While Informa's history of accuracy with this early report is not very good, the prospects of lower planted acres, coupled with a growing demand base due to ethanol use, would put more pressure on producing above trend yields this year. Do I hear weather market in the future? Iowa will

finish the month of January with the third warmest in history and the warmest since 1933. Volatility could really come into this market if we develop weather issues this spring.

Soybeans, typically the most volatile market, had a 39¢ a bushel rally in January. U.S.D.A. reports were bearish with U.S. and world ending stocks increased, and Informa estimating spring planted acres up 3.9 million acres. Also, soybean exports are running 26% behind a year ago levels with China continuing to buy South American beans. The trade is scratching its head over the 3.9 million increase in planted acres but the number is out there and with the drop in exports, this market has the least fire to it so far.

We have started our farm visits and appreciate your taking the time to express your views and letting us explain our grain marketing options. If we do indeed see increased volatility with the markets, the best way to catch that move is having sell orders in place with us so we can watch the market for you. This is your business; let us work for you.



SUNFLOWER REMINDER

All sunflowers must be sold by March 31st or they will be priced as of market closing that day.

MARKET HOTLINE

For Daily Grain Bids
Call 620-275-9772 (G.C.)
Call 620-397-6068 (Dighton)

or visit our website at:
www.gccoop.com

Items For Sale

1990 F-150 XLT Lariat
4.9 L
Manual 4-Speed
125,500 Miles
Located at Dighton
As is - Where is

1980 Allis Chalmers Tractor
Model AC-5040 40 hp.
Model AC-5042 Front-End Loader
Tractor will not start
Located at Garden Elevator B
As is - Where is

No warranties expressed or implied.

Bids due March 10th.

Payment due immediately after acceptance of bid or prior to equipment pick up.

Successful bidders must remove equipment by March 24th.

All bids need to be submitted to:

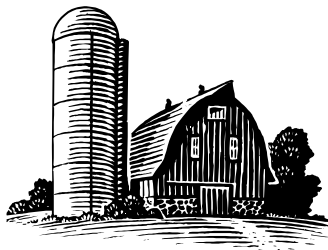
Garden City Co-op, Inc.
Attn: Brent Merz
P O Box 838
Garden City, KS 67846

Board of Directors

Boyd Lear - Chairman
Thomas Mulville - Vice Chairman
Randy Richmeier - Secretary/Treasurer
Kendall Clark - Asst. Sec./Treasurer
Michael Deaver - Director
Tim Miller - Director
Steven Krehbiel - Director
Bill Maughlin - Associate Director
Rick Horton - Associate Director
Todd Graham - Associate Director

COMMITMENT STATEMENT

“ Moving Forward Together”



Check Your Farm Stored Grain

Have you checked your stored grain lately? We are coming into a very critical time of year. Mother Nature places in every seed the urge to grow in the Spring. When moisture and temperature are halfway right, the growth process begins and the results can be out-of-condition grain in a very short time.

Insect activity also picks up when grain temperatures get above 50 degrees. Insect damaged kernels as well as must and mold in grain, especially wheat, are very critical factors in the value of grain coming out of farm storage.

Remember the old adage - an ounce of prevention is worth a pound of cure.

March Tire Specials Dighton Station 239 East Long Dighton, KS 67839



| | | | | |
|------------|--------------|-------|-----------|----------|
| 10.00 x 16 | 4 Rib | 8 Ply | Firestone | \$125.67 |
| 11.00 x 16 | 4 Rib | 8 Ply | Firestone | \$151.39 |
| 9.5L x 14 | 8 Ply | Imp | Firestone | \$ 76.34 |
| 9.5L x 15 | 8 Ply | Imp | Firestone | \$ 63.49 |
| 9.5L x 15 | 12 Ply | Imp | Firestone | \$106.83 |
| 11L x 14 | 8 Ply | Imp | Firestone | \$ 76.37 |
| 11L x 15 | 8 Ply | Imp | Firestone | \$ 77.88 |
| 11L x 15 | 12 Ply | Imp | Firestone | \$118.24 |
| 400 x 18 | Planter Tire | | Firestone | \$ 74.15 |
| 760 x 15 | 8 Ply | Imp | Firestone | \$ 65.57 |
| 670 x 15 | 6 Ply | Imp | Firestone | \$ 56.20 |
| 600 x 16 | 6 Ply | Imp | Firestone | \$ 64.92 |

Petroleum Division News

Cheryl Haug, Petroleum Division

Effective September 1, 2005, the Petroleum Division at the Garden City Co-op, Inc. joined in a partnership with Cenex Lubricants to be a distributor for western Kansas, the Oklahoma Panhandle and Texas. The Cenex Lube Terminal stocks and delivers Cenex lubricants to area Co-ops to improve the competitive position of the Co-op owners and the Cenex brand in the marketplace. This is designed to support growth by providing all Co-ops the ability to serve bulk accounts. It also enables Co-ops the opportunity to buy smaller quantities at a competitive price.

We are very excited about being the Cenex Lubricant Terminal and the chance to work closely with these Co-ops in aiding their growth and the growth of Cenex lubricant volume.

Proper lubrication and maintenance will keep your equipment running smooth. But better yet, you reduce costly downtime and repair expenses. When you are looking for grease, look to Cenex and Garden City Co-op, Inc. **We are offering a .35 cent a gallon discount on all Gear Lube 80W-90 and 85W-140, and ML 365 #0 grease**

effective until March 15, 2006 to all retail customers. ML 365 #0 grease is recommended for use on all Zimmatic sprinkler systems. ML 365 is grease you can use all year long—any season, any application. It resists “wash-out” which reduces grease consumption.

When you treat your equipment to Cenex Lubricants, the treat's on us; receive a \$20.00 gift card for every 100 gallons of Superlube TMS 15W-40 and/or Qwiklift HTB you purchase and take delivery of by February 28, 2006. Gift cards are available to the following locations: Applebee's, Best Buy, Cabala's, Home Depot, Olive Garden or Sears. To receive your gift card, just mail the completed form, receipt and bill of lading to the address provided. A form is provided in this newsletter or you can stop by the Petroleum Office at 6th and Fulton Street and pick one up.

While you are at the office, be sure to pick up a Cenex credit card application and get a .03 cent discount on unleaded and ethanol at all Garden City Co-op, Inc. locations.

Barring another major disruption, gasoline and diesel prices are expected to hold steady in 2006. However, producers are being urged to budget more money for gasoline and diesel expenses as world demand for energy grows faster than crude oil is being produced.

Even before the hurricanes Katrina and Rita hit last fall, crude oil prices and wholesale prices were increasing. The hurricanes damaged many Gulf Coast oil refineries, creating severe shortages and spiking prices. The amount of carryover in the world market is still at all-time low levels in terms of production capacity.

Limited supplies and reduced refining capacity mean even a minor disruption in 2006 will send prices soaring again.

With this in mind, don't forget to ask about spring fuel contracts. Now would also be a good time to check the fuel filters on all your tanks and irrigation engines. We have filters in stock for your convenience.

We appreciate your business and would like to continue to supply you. If you have any questions or concerns, please contact us at 620-276-8301. We want to hear from you.

Apply for a Cenex® Credit Card TODAY



**And get a 3¢ Discount on
Unleaded & Ethanol at all
Garden City Co-op Locations!**

Moving Forward Together



Garden City Co-op, Inc.
106 N. Sixth, Garden City, KS
620-275-6161

***Pick up an application at the
Country Corner or any
GC Co-op fuel location.
Questions? Call 620-276-8301***

*Good at any Garden City/Dighton
Co-op/Cenex location and at KJK
Country Corner in Deerfield.*



Country Corner is currently offering a Car Wash Special. Get \$3.00 off of an Ultimate Wash with a \$20.00 gas purchase.

We are also offering pre-paid gift cards. They can be purchased for amounts from \$5.00 to \$100.00. They will be rechargeable if you would like to add more to the card after they have been purchased. So, if you are looking for a quick gift, come in and purchase one from us.

Dighton Service Station Senior Special Thursdays

Don't forget! If you are over 50, you can fill up with E-10 Ethanol at the Dighton Station on Thursdays and get self-serve price, but full service benefits. That means, we will fill your tank, wash your windshield, check your fluids and tires every Thursday when you fill up with E-10 if you are over 50 all for the self-serve price. Come on out and let us take care of you!

New Faces and New Responsibilities

Tremendous growth at the Garden City Co-op has created new challenges and new opportunities for several Co-op employees and made room for new faces.

Brent Merz has come to the Co-op as our new Chief Financial Officer.

Ann Jackson moved to the Petroleum Division from Credit Manager and Human Resources. Our refined fuels and lubricant sales continue to grow at a phenomenal rate because of our service and dependable supply. We are excited to have Ann help us continue to meet and account for those new opportunities.

Phyllis Orozco will fill the opening as Credit Manager. The increase in the volume of business has dramatically increased our accounts receivable.

Caroline Duvall joins the Co-op as Human Resource Manager and to help in corporate communications.

Cindy Becker is also new to the Co-op and will be in charge of our Accounts Payable.

Jeff Boyd moved into the position of IT Manager.

Please stop in and congratulate these employees that are beginning their new responsibilities with the commitment to serve your needs.

THE TREAT'S ON US

WHEN YOU TREAT YOUR EQUIPMENT

TO CENEX® LUBRICANTS.





Garden City Co-op, Inc.
106 N. Sixth
Garden City, KS 67846
620-275-6161

**RECEIVE
A \$20 GIFT CARD**
for every 100 gallons of
Superlube® TMS® 15W-40
and/or **Qwiklift® HTB®** you buy.

Hurry, purchases and deliveries
must be made by February 28, 2006!


OUR ENERGY COMES THROUGH®
WWW.CENEX.COM
Cenex® is a brand of CFS

CENEX® FREE \$20 GIFT CARD

Receive a \$20 Gift Card with every
100-gallon purchase of **Superlube
TMS 15W-40** or **Qwiklift HTB**.

NAME _____

ADDRESS _____

CITY, STATE, ZIP _____

E-MAIL _____

STORE NAME/LOCATION _____

Gallons Purchased _____ + 100 = _____ Gift Cards

Please send me the following \$20 Gift Card(s):

☐ Applebee's® ☐ Best Buy® ☐ Cabela's®
☐ Home Depot® ☐ Olive Garden® ☐ Sears

Mail completed form and receipt or bill of lading to:
Cenex® \$20 Gift Card Offer
 345 Plato Boulevard East | St. Paul, MN 55107

Between December 1, 2005 and February 28, 2006, purchase and take delivery of 100 gallons of Cenex® Superlube TMS 15W-40 or Qwiklift HTB in any size packaging and receive a \$20 gift card. To receive your free \$20 gift card, fill in all the information above on this form, attach a copy of your sales receipt or bill of lading and mail to the address listed above. Products purchased or delivered after specific dates will not be honored. Void if sold, exchanged or transferred. Void if copied. Void where prohibited, licensed or regulated. Good only in the USA. Forms must be received by March 31, 2006. In quality. Allow 6-8 weeks for delivery.

10% Ethanol Blended is available at:

Country Corner East
7th & Fulton AFS
Fleming & Harding AFS
Dighton Service Station
Dighton Ampride



See Jayrene at Dighton for
all your cell phone needs.

Jayrene is located
at the Dighton Office,
245 W. George,
Dighton, KS 67839
Phone (620) 397-5343

Crop Production News

Barry Brant, V.P. Crop Production Division

The Crop Production Department for Garden City Co-op would like to thank everyone for their business this past growing season. We look forward to providing you with the services you need for this new up and coming spring season. We are looking forward to having a full season under our belt with Dighton. The new relationship with Dighton has helped both locations gain efficiencies. Garden City Co-op and the Crop Production Department have been working even closer with neighboring Co-ops over the past few months. We are all seeing value in working together to achieve the same goal of serving our patrons in the best way possible. Thanks again for your patronage.

Does Topdress Nitrogen in Wheat Pay?

Fred Fisher, Crop Profit\$



With high nitrogen prices, making decisions on topdress nitrogen for the 2006 wheat crop will be difficult. As with any decisions, the best ones are always made with the most reliable information. One important piece of information needed to make this decision is the amount of available nitrogen in the top 2 feet of soil. A soil test level of 15 ppm nitrate nitrogen in the top 2 feet equals approximately 100 lbs. of nitrogen.

Wheat will use the majority of its nitrogen requirement in the spring. At this point in the season we have used about 20% to 25% of the crop's total nitrogen needs. From February through harvest wheat will use 1.8 to 2.0 lbs. of nitrogen for every bushel produced. With a soil test level of 15 ppm in February, it should be possible to achieve yields of 45 to 50 bushels without any additional nitrogen.

Obviously, nitrogen is not the only factor that will determine the outcome of this year's crop. Weed pressure, insect pressure, disease levels, plant stand, available moisture and other fertility factors will become important.

For a modest fee, Crop Profit\$ can soil sample your wheat fields for nitrogen and evaluate current weed and other pest infestations and assist you in making the right topdress decision.

Contact Fred Fisher (620) 640-1600 or Trevor Pipitt (620) 640-1169 for additional information.

Garden City Co-op, Inc.

Moving Forward Together



See the experts at the Lowe Fertilizer Plant & Dighton Crop Production Division for all your Crop Production needs.

Lowe Fertilizer Plant

620-277-2230

Dighton Crop Production

620-397-2437



Western Cooperative Seed Update

Chris Irvin, Seed Sales Manager

Although 2006 is going to be a very challenging year, several new and exciting traits are being brought to the table. Triple stacked corn, which includes Roundup Ready tolerance, Corn Borer Bt and Rootworm Bt, and Roundup Ready Alfalfa have been the hot topics throughout the seed business this winter.

Western Cooperative Seed has been on the leading edge to bring these new trait packages to the farmers of Western Kansas. Since these technologies are new to the industry, supply is very limited. Please contact me ASAP if interested in any of these new products.

Garden City Co-op and Western Cooperative seed will continue to handle all of the leading product lines of Croplan Genetics, Dekalb, Asgrow, NK and Mycogen seeds. Western Cooperative Seed carries everything from Corn, Soybeans, Sunflowers, Milo, Forage Sorghum and Alfalfa. Questions about which variety to put on which acre? Your WCS salesman can help you make the right decision on every acre.

Garden City Co-op will again offer soybean inoculation this year. Give me a call at (620)271-8150 with any questions or to set up an appointment. WCS staff will be happy to visit with you for any of your seed needs.

Know your Employees...

Brent Merz - Chief Financial Officer

Brent Merz started with the Garden City Co-op the first of November as our new Chief Financial Officer. Brent is a lifetime resident of Satanta, Kansas. Before coming here, he was the Controller/Office Manager at the Satanta Co-op for 12 years and the Controller/Assistant Manager of Cropland Co-op for 5 years.

Brent says, "I plan on using my Co-op background and experience to keep Garden City Co-op a financially strong organization. This is a great organization that is looked at as a leader in Kansas agri-business. I want to help maintain that role. A strong local Co-op is a tremendous benefit to the growers and communities we serve."

Brent was the past President of the Satanta Chamber of Commerce; past President of Satanta Recreation Commission; past Sec./Treasurer of Satanta Ambulance Service; member of Satanta USD 507 School Board; Satanta Volunteer Fire Department; and member of the Satanta Zoning Committee.

Brent attended Seward County Community College and Fort Hays State University. He and his wife, Lisa, have three children - Mandi (16); Brady (13); and Christian (8). In his spare time, he enjoys golf, and officiating at high school football, basketball, and baseball games.

Stop by the Main Office to welcome Brent to our Co-op team.



Patron Note Program

The Garden City Co-op, Inc. continues to offer Patron Notes (Certificates of Indebtedness). Following are the series and dollars currently available to members as of February 2006:

| Note Series | Dollars Available |
|--|-------------------|
| 5-Year Term Note @ 5.7% fixed rate | \$0.00 |
| 3-Year Term Note @ 4.7% fixed rate | \$145,000.00 |
| Demand Note (<i>Interest Rate varies with our seasonal loan rate and is subject to change monthly; February 2006 rate is 5.75%.</i>) | \$ 86,800.00 |

To participate in the Garden City Co-op, Inc. Patron Note Program, you must be a common stockholder and also live in the state of Kansas.

For more information on this program, come by the Main Office or call Chris Murphy at 620-275-6161.

Plumbing Supplies

The Dighton Station located at 239 E. Long, Dighton, KS has a wide variety of plumbing supplies available. Give us a call at 620-397-5311 or stop by for all your plumbing supply needs!

For All Your Fuel Needs:

Country Corner East
Hwy 50 & Campus Drive
Garden City, KS

Dighton Service Station

Bulk Plant AFS
Massey Fergeson Rd

Harding & Fleming AFS

Seventh & Fulton AFS

Pierceville AFS

Dighton Ampride

Garden City Co-op Staff Members

John McClelland - General Manager
Brent Merz - C.F.O.
Ken Jameson - V.P. Grain
Barry Brant - V.P. Crop Production
Rod Petty - V.P. Petroleum

COMMITMENT STATEMENT
"Moving Forward Together"

Corn Varieties Input Saving Strategies

Chris Irvin, Seed Sales Manager (Western Cooperative Seed)

This article will consist of a few good ideas I have heard out in the country along with some advice from Fred Fisher, Crop Profit\$ Inc. By any means the cost of natural gas, rainfall, fertilizer costs and many other determining factors will limit the effectiveness of many of these cropping strategies.

I would like to begin by talking about corn. If an individual is set on raising 200 bushel + corn, he needs to continue like any other year. Garden City Co-op has many proven high yielding varieties. A 200 bushel corn crop takes many inches of water and adequate fertility. If a farmer is going to try and short water and/or fertility, or decrease plant population, he has to realize that their yield will more likely decrease. So here are a few ideas that I have come up with that might help farmers maximize their yield with reduced inputs.

Less water: The best way to save water is to reduce your relative maturity in corn. By reducing maturity, you are going to likely save a watering early in the spring and several at the end of the year. Many 100-108 day maturities have been topping well over 200 bushels an acre. You and I both know that if you plan on reducing your water before the crop is planted and you reach your water limit in the middle of the year, a farmer is not going to shut his water off and let his crop die, he is going to continue to water it. By limiting the maturity of the crop, farmers can possibly shut off water several weeks early in August and September compared to later maturing corn. Shorter season products like Dekalb's DKC 50-20(100 day), DKC 52-47(102 day), Croplan's 421(100 day), 503(104 day) and 566(108 day), and Mycogen's 2K541(103 day) all have excellent top-end yields for shorter maturity hybrids.

Less fertilizer: With highest energy prices we have ever seen, the cost of fertilizer has sky-rocketed. Many fixed eared hybrids can maximize their yield better than a flex-eared type of hybrid. Also, by shorting fertilizer, the crop will mine all of the Nitrogen out of the soil, then the stalk to maximize ear length and girth. What all of this means is that your corn crop may have the tendency to fall down because of the lack of stalk strength? Some fixed eared varieties include Dekalb's 63-52(113 day) and Croplan's 663(112 day) just to name a few.

Less Population: Many hybrids can maintain maximum yield by reducing populations. Mainly due to the large flex ears on many of our varieties. Dekalb's DKC 61-72(111 day, Asgrow's 752(112 day) and 674(109 day), Croplan 631(112 day), 731 (113 day) and 751(115 day) and Mycogen's 2T801 and 2T780(both 114 days) all have tremendous flex reduced populations.

All in all, these are a few ideas that I have described. Many factors will influence any and all ideas! Any questions please give me a call!



The Petroleum Division has Science Diet Cat and Dog Food available at our 7th & Fulton location. Science Diet is veterinarian recommended to help keep your pet healthy. Doesn't your pet deserve the best? We have very competitive pricing and we can stock your choice.

PETROLEUM DIVISION SPECIALS

We are offering a .35 cent a gallon discount on all Gear Lube 80W-90 and 85W-140, and ML 365 #0 grease effective until March 15, 2006 to all retail customers.

.....

ML 365 GREASE

Multipurpose All Season Grease

ML 365 is the grease you can use all year long – any season, any application. Whether it's used in agricultural, automotive, construction or industrial environments, ML 365 provides excellent wear protection and withstands heavy shock loading too.

ML 365

- Provides excellent cold temperature performance
- Resists water "wash-out" which reduces grease consumption
- Available in NLGI #2, #1, #0 and #00 grades
- API Service LB
- Green in color



CORNHEAD GREASE

This product is designed specifically for use in cornheads on combines requiring a semi fluid grease.

- Semi fluid grease
- Extreme pressure grease
- Prevents rust and corrosion
- Resists water and moisture
- NLGI #0

.....

MP GEAR LUBE

Multi-Purpose Gear Lubricant



An extreme pressure gear lubricant for a range of applications from on road to off road equipment.

- Reduces wear and provides long gear life.
- Protects against rust and corrosion, oxidation and lubricant breakdown.

GARDEN CITY CO-OP & CROP PROFIT\$ ARE OFFERING FULL SERVICE CROP CONSULTING!

**PURCHASE YOUR SEED FROM GARDEN CITY CO-OP
& Receive Full Service Crop Consulting at
Reduced Cost!**

CROP PROFIT'S SERVICE INCLUDES

Crop History: Soil Samples, Pesticide Application, Fertilizer Application, and Crop Yield Histories.
Input Decisions: Seed / Pesticide / Fertility Recommendations.

Soil Testing and Recommendations.

Field Scouting: Scouting is on a weekly basis on irrigated, bi-weekly scouting of dry land summer crops, wheat involves a minimum of eight checks at critical times during season.

FEES W/ SEED PURCHASED FROM GARDEN CITY CO-OP

Reduce Cost applies to the acre that the seed was purchased from the Co-op.

Corn - \$.02/Bushel

Soybeans - \$.075/Bushel

Alfalfa - \$.50/Ton

Sunflowers - \$.225/100 lbs

FEES FOR SERVICE ON NON CO-OP PURCHASED SEED

Corn - \$.04/Bushel

Milo - \$.05/Bushel

Soybeans - \$.10/Bu.

Alfalfa - \$1.00/Ton

Sunflowers - \$.30/100 lbs

Wheat - \$.06/Bu.



Fred Fisher
800 Yuca Path
Garden City, KS 67846
Office 620-272-9605
Cell 620-640-1600
fisherlu@wbsnet.org

FRED FISHER IS THE OWNER OPERATOR OF CROP PROFIT\$

Fred now operates his business out of Garden City and has been in the crop consulting business for over 25 years. He has spent his entire career in western Kansas and understands the farming practices in our area. Our Crop Production Department worked with Fred this past season and is looking forward to working closer with him to better our services and our customers' operations.



Garden City Co-op, Inc.
PO Box 838
Garden City, KS 67846
Office 620-277-2230
Cell 620-271-3446
Barry Brant
barry@gccoop.com

So You Own Your Own Business (Cont. From Page 10)

best interest at heart? These multinational companies are responsible to financially perform for their owners and investors, wherever they live and whatever they do to support their families. They have no responsibility here other than to make a profit. We must explore the reasons that some farmers don't find value in their own business.

I don't want to misstate the current situation here at the Garden City Co-op. I am proud to report that your Co-op is financially and operationally strong. We are blessed to have many committed producers with strong ties to our Co-op. Three local families have had three generations serve on our Board. We have families that have traded almost exclusively with this Co-op for four or more generations. The 86-year history of the Garden City Co-op has been one of commitment and success.

The long-term success of your Garden City Co-op is precisely the reason to seriously review your relationship with that business now. The best time to renew a commitment is during the good times. It is easier to see the value of a business that is performing well rather than waiting until it is struggling and then wondering if it is worth saving. If we can establish value and keep our Co-op "bargain" strong, we can work together to build on that success.

The financial position of your Co-op is a good quantitative measure of its strength. The Garden City Co-op's record of earnings performance shows that the company can continue to be viable and add value to your operations.

The Board and management of your Co-op is preparing for their planning retreat. The subjects to be addressed are how to be sure to remain strong and how to contribute the most to your operation. As we work together to meet the challenges presented by agriculture on the High Plains, we need to be completely committed to **MOVING FORWARD TOGETHER.**

Then you can proudly respond, "Yes, I own two businesses, my farm and my Co-op that helps make my farm work".

So You Own Your Own Business?

We had an interesting neighbor just south of the farm I grew up on. He was prone to being very philosophical about his wheat farm's place in the grander scheme of things. He was fascinated by the historic farm economy, when it was more of a subsistence proposition. The point of farming used to be to produce enough to first feed your family and then sell the excess to pay the bank and buy the other essentials. Our neighbor was also attracted to a healthy lifestyle including his diet.

For both reasons, he began to process his own wheat at home. He would wash and soak wheat for his homemade breakfast cereal. He ground flour and learned to bake with whole grain. He experimented with frying and popping wheat for salad or soup condiments and snacks. The wheat that our neighbor fed his family was his own farm raised, of course. If he bought wheat from a firm located a long distance from his farm, it would have missed the whole point. He was enjoying the fruit of his labor. He was partaking in the wholesomeness of his production and storage practices. He was supporting his own business first to feed his family and then selling the extra.

For the same reasons you would not expect to see the local Cadillac dealer driving a new Honda. Would you be surprised to see Bill Gates happily demonstrating his new Apple computer? In almost every instance, managers, owners and investors support their own businesses exclusively to the extent that they can. It only makes sense.

Business owners exclusively support their own business because:

- They expect excellent service, products and pricing.

- They have a say in the direction of the business so that it meets their needs.

- They can expect a return if their business succeeds.

- They wouldn't want to help a competitor succeed and harm their own investment.

- They enjoy their business or they wouldn't have invested in the first place.

The one possible exception to the business owners' exclusivity is some farmers that don't exclusively support their local agricultural cooperative. Why would business owners not patronize their own business first? The most logical answer to this dilemma must be that farmers don't feel like owners of their Co-ops or that their Co-ops have no real value to them. Sadly, in many circumstances, this conclusion may be entirely logical. If management or a board would not respond to the needs of the members, how could the members feel like owners? As stated, the reason for being a business owner is



John McClelland
General Manager

demanding excellent treatment, receiving value and then a return. If you don't get those things, why be an owner?

The founders of our Co-op system knew that if farmers were committed, together they could build the market access, infrastructure and the discipline to provide fair trade and pricing. To some extent, the "bargain" between members and some of their Co-ops must be broken. If Bill Gates liked Macs better than Windows, he wouldn't buy a Mac, he would fix the Windows programs. Why don't we fix our Co-ops rather than trade somewhere else?

It is even more dramatic when Co-op members surrender their equity and control by merging with outside private companies that were formerly competitors. What makes some Co-op members think these non-farmer owned and out-of-state businesses with no connection to our hometowns or farms suddenly have the members'

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