



Western Farmer

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

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March-May 2005



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GRAIN DIVISION NEWS

Ken Jameson, V.P. Grain Division

This is the first Western Farmer since our merger with the Farmers Elevator of Dighton and all of us in the Garden City Co-op Grain Division want to welcome our new member/owners. We look forward with excitement to the opportunities this merger offers all of us.

It appears that sunflower acreage could be higher this year so we want to remind everyone that we will be receiving **ONLY** Nu-Sun oil sunflowers. The ADM plant at Goodland, our major market, has told us that they want to transition to Nu-Sun's only and will discount any regular oil sunflowers \$1.00 cwt. this year. The plan today is to receive flowers at Friend, Amy and Dighton and we will again require all flowers to be sold by March 31, 2006.

The 2005 wheat crop in our trade territory still has great potential but needs rain in a hurry. Some of the wheat has started going backwards and we are hearing that quite a bit of the crop is beginning to show heads. Imagine that, we are praying for rain and no more freezing temperatures in Southwest Kansas. The wheat market has momentarily stopped its free fall that started in mid-March as a combination of fund buying, concern over Oklahoma's crop due to dryness, and concern over spring wheat planting delays due to too much moisture, have provided some near-term support. The trade is still calling the Kansas crop 425-450 million bushels so if we do get some rain, and do avoid damaging temperatures, this market could head back down toward contract lows.

The corn market, like wheat, has also found a little support after a 25¢ drop from its recent high. Fund buying the main ingredient here after U.S. D.A.'s first planted acreage report came out with a smaller increase than expected. Field reports from the big corn states show that U.S.D.A. was probably too low and future reports could weigh on this market if the crop gets planted in a timely fashion, which it is so far, and we have no early weather issues. This market is entering the "too season"; will it be too hot, too cold, too wet, too dry? If none of those happen, and acreage is up, this market could be looking at sub-\$2.00 futures down the road.

The soybean market has also gained back some of its mid-March losses with commodity fund buying. This market is really scratching its head on the price level it wants to be going into the new growing season. U.S.D.A. estimated planted acres were higher than expected but this is our first growing season having to deal with the Asian rust threat. This market could have some fireworks if weather and/or Asian rust become a real factor this growing season.

PETROLEUM NEWS

Rod Petty, V.P. Petroleum Division

With spring time here, it is time to get everything in good operating order and back into your field. We are available for all your fuel and lubricant needs. Bulk oil and Cenex packaged oil is available at both the Dighton Service Station and the Garden City location. We can supply totes for bulk oil. Please talk to Junior at the Garden City location or Jon at the Dighton station.

With the Dighton consolidation, we are pleased to announce that Chris Terhune has accepted the position of station manager effective April 18th, 2005. Jayrene Coleman will be relocating to the Dighton Office along with the Alltel sales. She will also be helping with crop production and petroleum accounting.

Monday May 9, 2005, Garden City Co-op, Inc., will begin making bulk fuel deliveries to the **Dighton and Healy area**. In order to make this process efficient, we have set up Tuesday and Thursday of each week as delivery days. With this schedule in place, you will need to **call in your orders by 5:00 p.m. on Monday or Wednesday, prior to the Tuesday and Thursday delivery day**. We have 1000 gallon fuel tanks and pumps in stock at very competitive pricing if you are interested in upgrading. We also have fieldmaster diesel fuel available at the Ampride for self filling your bulk trailers.

Furthermore, we will be installing two new fuel dispensers at the 7th and Fulton Street location. The installation is scheduled to begin on May 9, 2005 and should take approximately 3 to 4 days. During this time, our two other locations will be available. Country Corner East Convenience Store is located on Campus Drive and an automated fueling system is located at Fleming and Harding. We are sorry for any inconvenience this may cause. We hope to be up and running as soon as possible. Thank you for your patience in this matter.

As fuel prices continue to fluctuate, we are continuing to monitor the market for the best contract prices to pass on to you. Crude prices are coming off slightly so we are keeping a close eye on changes. If you have any questions on fuel contracting, call the Garden City Petroleum Office and we will be happy to tell you what is available.

We value and appreciate your business, you are very important to the success of Garden City Co-op, Inc. We would be happy to address any comments or concerns you may have. Please direct any questions you may have to the **Garden City Co-op Petroleum Office at 620-276-8301**.

SOYBEAN INOCULATION OFFERED

Chris Irvin, Crop Production Sales

Garden City Co-op is now offering liquid soybean inoculation! Now there is no need to carry around an extra hand-held sprayer to spray liquid inoculate or handle a messy, dry, peat powder.

Becker Underwood's NOD+ soybean inoculant, in combination with NOD+ Liquid Extender, is the industry's premier sterile liquid inoculant for custom inoculation of soybeans. It contains TA-11 Nod+, the USDA patented soybean rhizobia strain, proven to increase yields vs. traditional inoculant stains, and also contains a second strain to improve shelf-life stability and to make NOD+ even more robust over wider environmental conditions.

After inoculating soybeans in the past, a producer had up to 24 hours to plant or some of the rhizobia were lost. With Becker Underwood's new Liquid Extender, a producer has up to 30 days to plant from the day of inoculation. GC Co-op will offer this service for \$2.00 per unit for Co-op purchased beans and \$2.50 per unit for non-Co-op purchased beans. This fee will include inoculant and application. If you have any questions, stop by Lowe Elevator or give Chris Irvin a call at 620-271-8150. Appointment is needed!

GARDEN CITY CO-OP OFFICERS & DIRECTORS 2004-2005

Boyd Lear -	Board Chairman
Steve Sterling -	Vice Chairman
Randy Richmeier -	Sec./Treasurer
Kendall Clark -	Asst. Sec./Treasurer
Michael Deaver -	Director
Tim Miller -	Director
Tom Mulville -	Director
Steven Krehbiel -	Assoc. Director
Dwane Roth -	Assoc. Director
Bill Maughlin -	Assoc. Director

GARDEN CITY CO-OP STAFF MEMBERS

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

MARKET HOTLINE
CALL 275-9772 (G.C.)
CALL 397-6068 (Dighton)

FOR DAILY GRAIN BIDS
or
Internet Updates
www.gccoop.com

CROP PRODUCTION NEWS

Barry Brant, V.P. Crop Production Division

CORN REPLANT DECISIONS

An absolute key to raising the highest potential corn crop possible, is establishing an optimal stand. Various farming practices and environmental conditions affect the outcome of final populations. The decision to replant is not likely on the mind of many producers as the crop is going in, but undoubtedly, unexpected situations occur that prompt farmers to make the call. Numerous factors must be considered to make a replant decision. First, what is the plant population you are left with in relation to the desired stand? To make an accurate assessment of the current populations for a replant decision, take a minimum of 50 sample counts in a field. Making the initial assessment will help you determine if the undesirable stand is a field-wide occurrence, or if there are certain problematic spots such as low/high areas. This assessment will also help you understand the reason the stand is not what it should be. Is the lack in population due to environmental conditions, or is it something that can be adjusted/replaced on the planter? Is it a pest problem that could potentially occur with subsequent plantings? Second, what is the uniformity of the current stand? Are there gaps of less than 3 feet between plants, or are the empty spaces between plants 6 feet or more down a row? Typically, yields will be higher in fields where there are consistent, short distance skips between plants, than a field with similar populations, and skips that measure several feet. Third, are the costs associated with replanting higher than the potential yield loss associated with the current stand? This obviously includes: seed, herbicide, fuel, or seed treatments that may be necessary. Probably the most important factor to consider is the date that the field will be replanted. Given that the hybrid to replant will likely change to a shorter season, yield loss starts at approximately 1.5 bushels per day after May 5, with increasing yield loss per day as you get further along from this date. If you have specific situations that you would like evaluated by Crop Profits personnel, contact a salesperson at the Lowe Elevator.



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COUNTRY CORNER SPECIALS

Country Corner is still having the Car Wash Special. Buy 7 gallons or more of Ethanol and get \$3.00 off the Ultimate Wash. At this time, Ethanol is 2 cents a gallon cheaper than unleaded.

We now offer 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.

This month's specials are Fried Mushrooms, Barbecue Rib Sandwiches, and Hot Wings.

BULK FUEL DELIVERIES

Beginning Monday, May 9th, the Garden City Co-op will begin making bulk fuel deliveries to the Dighton and Healy areas. Please call in your order by 5:00 p.m. on Monday or Wednesday prior to the Tuesday and Thursday delivery date.



See Jayrene at Dighton for all your cell phone needs. Jayrene has relocated to the Dighton Office
Phone 397-5343

EQUIPMENT FOR SALE

1956 Chevy Truck - Located in Utica

1991 Ford 1/2 Ton Pickup

1992 GMC 4x4 Pickup

1998 Timpfe Trailer

1999 Wilson DWH200 Trailer

10 - 15,000 gallon tanks (vertical).

3 - 12,000 gallon tanks (horizontal with stands).

All tanks include proper venting and valving.

DC4086 Mita Commercial Copier with 4 paper trays and document sorter and feeder.

All equipment as is, where is.

All equipment is located in Dighton, unless otherwise noted.

No warranties expressed or implied.

Bids due May 20, 2005.

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

Successful bidders must remove equipment by May 31, 2005.

All bids need to be submitted to:

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

NEW BOARD MEMBERS

As a result of the merger with the Farmers Coop in Dighton, we have the following changes in Board of Directors: Andy Strasser and Dwane Roth have stepped down as Directors. Tom Mulville and Kendall Clark will fill the empty positions. Dwane Roth has moved to an Associate Director position. We have also picked up Bill Maughlin as an Associate Director. These positions will be effective until elections take place at the next Annual Meeting.

Anyone interested in running for a Board position this upcoming November needs to contact a Board Member or someone on the nominating committee.

NEW OFFICE HOURS FOR DIGHTON LOCATIONS

Effective with the merger, the Dighton Office is now closed on Saturday mornings. Their new hours are 7:30 a.m. thru 5:00 p.m. Monday thru Friday. **Grain will be bought during office hours from 8 a.m. - 5 p.m. now rather than just when the markets are open.**

The Amy Elevator and Shields Elevator are also both closed on Saturday mornings.

Utica Elevator is open on Saturday mornings from 8 a.m. - 12 noon, but there will be no feed deliveries on Saturday.

Dighton Crop Production remains open on Saturday mornings from 8 a.m. - 12 noon.

The Dighton Station remains open on Saturday mornings from 7 a.m. - 12 noon.

COMMITMENT STATEMENT

"Moving Forward Together"

OUGHTA STEER

When I first heard of oughta steer I was not impressed. Throughout my adolescence, my Dad had told me I oughta steer straighter every time I worked a field. In fact, my entire childhood was full of oughta. I oughta go out and find the ½ X 9/16 inch wrench I left in the drive. I oughta leave my older sister alone. Later on, I was even told I oughta get home on Friday nights before time to irrigate on Saturday morning.

As you can see, oughta has had a somewhat unfair and restrictive influence on my development. When it was explained that it was actually auto steer, I began to contemplate the impact of automating and monitoring the many aspects of agricultural production.

NOT ON MY FARM

The high-tech salesman began by making fun
Of my rows curved far and near
He explained his simple solution
A \$25,000 unit called auto steer

But then all of a sudden it hit me
My need to control information flow
I don't want to leak any knowledge
About how I reap and I sow

Sub-inch accuracy the salesman boldly claimed
Just imagine all the money you will save
With perfectly placed seed, chemical and no operator fatigue
All reasons that he gave

What if the auto steer called my wife
And told her I snuck off to the neighbor's farm sale
Or popped down to the local watering hole
To enjoy the companionship and the ale

Never touch the steering wheel again
This makes your tractor hands free
Why they use this to land 747's
How hard can driving a tractor be

And what if it went down to the coffee shop
To accurately report on my crop yields
How would I face my neighbors
If they knew what was truly going on in my fields

Think of the productivity gains as you ride along
Why you could use your laptop computer as well
It will even free up time to use your cell phone
Call the Co-op Manager and give him hell

I could see it in talking to my banker
And giving him the low down
On what exactly did happen
Why I would be the laughing stock of the town

At first I became so excited
The exact accuracy seemed to hit the spot
Why working my fields would soon resemble
Relaxing on the deck of a yacht

So I threw the salesmen out
With the yield monitors and auto steer
I went out and charged up the batteries
To my old 40-20 John Deere

The auto steer would guide me
The yield monitors would measure
My farm would be automated
And lead to certain treasure

At least I know what the parts are
The lines and belts I can see
The best part of farming with old equipment though
Is my secrets are all safe with me

Signed,
Your neighbor up on Starvation Flats

AN EXCITING SPRING

Farming and the businesses that support it on the High Plains is a precarious group of enterprises. Storm fronts with the mixed blessing of badly needed moisture combined with temperatures that may dip too low, set every one on edge. It is nerve racking to have such a prospect for a bountiful wheat harvest just out of our grasp. I guess the end of June will be here soon enough.

Many exciting things have occurred here at the Garden City Co-op this spring. The merger with the Farmer's Co-op in Dighton is progressing well. We are really trying to do three things at once in Dighton. We have merged and combined all of the staff and company data. We have switched their accounting system to match the one we use. We began a crop production business complete with application services. All things considered, the transition has probably gone more smoothly than we would have expected. There have been many bumps in the road and issues to work out. We were lucky to have the dedicated staff in both locations that were willing to work together to solve the issues as they arose. I want to thank all of the employees that have made a huge effort to make this merger work. I would also like to thank the residents of Dighton for their patience while we get all the wrinkles ironed out.

The effects of the drought have created a new spirit of cooperation among area Co-ops. We are working together with the Scott Co-op, Plains Co-op and Syracuse Co-op to develop a seed business dedicated to service and front-line technical support. This will allow us to have the volume necessary to hire the quality of field support that can make a real positive impact to your productivity on the farm.

The petroleum department continues to see tremendous growth in volume of refined fuels. This contributes to area farmers not only through increased profits and the chance for patronage, but also to manage the huge diesel supply issues we face locally every summer. Our increased volume allows us to better coordinate the limited supply and supplement it with truck freight as we need to make sure your tank never runs out.

The grain department has been working hard to empty out the elevators and prepare for a large wheat harvest. This involves not only the shipment of grain but also the repair and replacement of equipment to make sure we are ready when you are. It will be an exciting challenge to manage 15 elevators through our first harvest.



John McClelland
General Manager

This summary of this Spring's activity just hits the high spots. It seems every one here is involved in a project to better serve you. The list includes everything from updating the web site to new tire repair equipment in the Dighton service station.

This is an exciting time here at the Garden City Co-op. There are lots of challenges and hurdles but they are the issues we are addressing so that we can do a better job for you. As you meet the new staff and continue to see the commitment of the entire employee group here, we hope that you can benefit from the effort we are making to live up to our commitment statement.

MOVING FORWARD TOGETHER



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