



# Western Farmer

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

## FEATURES

June - July 2007



### COVER STORY

2007 Wheat Harvest

2 - 3

2007 Wheat Harvest (cont.)  
County Fair Market Wheat Show  
Text Messaging/Mobile Markets  
Wheat Harvest Prospects  
Petroleum Update

4 - 5

Ulysses Ag Inputs  
FFA Outstanding Sponsor Award  
2007 Wheat Discount Schedule

6 - 7

Phone List  
White Wheat  
K-State's Grain Specialist Lists  
Top 10 Grain Storage Tips

8-9

Helping the Greensburg Tornado  
Residents  
"Patron Access" - Now Available  
2007 Summer Intern Program

10

General Manager's Editorial  
Open It Up & Let 'Em On In

## 2007 Wheat Harvest

*Ken Jameson, V.P. Grain Division*

All of us in the Garden City Co-op Grain Division want to welcome the producers in the Ransom area as we head toward our first harvest together. We are excited about the future as we work together, whether that is marketing your grain with one of our several contracts, or working on your ideas on upgrading facilities.

The 2007 wheat crop has the potential to be a very good one for the bulk of our territory. Our northern and southern areas have a shot at their best crop in seven years. In the Garden City area, the wheat that has missed the hail storms also looks very good. The hail storm that hit the evening of May 23<sup>rd</sup> northwest of Garden City is estimated to have cost us 1,000,000 bushels of wheat according to producers in the area. While many in the area haven't received as much rain on the wheat as they would have liked the past month, temperatures have been cooperative as the wheat goes through the filling stage.

We continue to ship out milo and corn and everyone has been working on the elevators to have them ready for harvest. We do not expect any storage problems except at the smaller facilities that we always have to truck out of.

As of this writing, we are expecting no changes to our wheat discount schedule from last year. In the past, we have averaged moistures up to 15% with shrink back to 13.5%, averaged test weights; both by delivery location. We see these two policies staying the same with dockage for F.M. starting at .51% and shrunk back to .50%. Dockage continues to be the hot topic as it is a very expensive deduction when marketing grain to the end-user. In the past, our customers have done a pretty good job of delivering relatively clean wheat to the elevators. We hope you will continue to take pride in delivering as clean of wheat as possible and express that attitude to your custom cutter. Clean wheat is easier to handle, weighs more and ultimately means a better price for you, the producer.

It is our goal on dockage, test weight, moisture and any other grain handling issue to be fair and competitive. We will monitor the market and if conditions change, we will do our very best to meet the change. In this issue, you will find a copy of the wheat discount schedule.

Cont. Page 2

## 2007 Wheat Harvest

Cont. From Page 1

Our harvest hours will be whatever you need to the best of our ability. Communication is the key here, especially when harvest is just starting. A call to the elevator letting them know you're going to try cutting, especially if it will be after our normal work hours, is appreciated.

After harvest, remember to bring your tickets with you when you come in to make your divisions with your landlords. Having your tickets will speed up the process and get the grain into your landlords' accounts as soon as possible.

We hope you have a safe and trouble-free harvest and appreciate the opportunity to serve you.

## County Fair Market Wheat Show

*(Finney County Extension Connection by Dean A. Whitehill - Agriculture Agent)*

We're all hoping for a great 2007 wheat crop, just need a couple of rains and no hail between now and harvest. With good prices and missing major freeze injury in April, maybe "lady luck" will be on our side.

Speaking of wheat, don't forget to stop by your local grain elevator or the Extension Office to pick up the bags and crop data cards for your county fair market wheat show entries. Once again, the Garden City Co-op and other great sponsors will be providing special awards for the top winners in the Crop Division at the County Fair. With great sponsorships and promotion, it should be a key showcase of the 2007 fair.

Deadline for turning in the samples of wheat will be July 13<sup>th</sup>. The following Monday, all entries will be taken to the Kansas Grain Inspection Service office in Dodge City for analysis and official testing. The samples and their testing results will be ranked and displayed at the County Fair in August. Contact the Extension Office for more information.

### **MARKET WHEAT SHOW – Rules as will be printed in the Fair Book**

Absolute entry deadline will be July 13, 2007 to the Finney County Extension Office or any Finney County Elevator.

1. Exhibits shall consist of 5 pounds of wheat.
2. All wheat exhibits must be produced during the current year.
3. The 5 lb. sample in any container must be submitted to the Finney County Extension Office or any Finney County Elevator no later than July 13, 2007.
4. All entries must be made by variety name or number.
5. All entries must be combine run; hand picking and/or screening are not allowed.
6. A farm may have more than one entry, but only one entry per variety.
7. Top scoring entries will automatically be retained by the Finney County Fair and entered at the 2007 Kansas State Fair.

## COUNTY FAIRS

The Garden City Co-op is a large supporter of the County Fairs. To check for a complete schedule of your county's Fair Schedule, go to the Garden City Co-op's website ([www.gccoop.com](http://www.gccoop.com)) and under Community Affairs, click on County Fairs. We will have the Fair Schedules listed for Finney County, Grant County, Kearny County, Lane County, and Ness County. If viewing this newsletter on the web, click on the following link to go to the schedules: <http://www.gccoop.com/index.aspx?mid=52250&mtype=1&qfguid=49f33c87-450e-419e-aebd-8c56f4239c4c>



Ever wonder how your neighbors are getting breaking market news before you.....

The Garden City Co-op, Inc. is offering a FREE Text Messaging Service..

3 Futures Messages per day.....

Interested?

Call For Info:

Jeff or Lacie at 275-6161

(Garden City)

Jayrene at 397-5343

(Dighton/Utica/Ransom)

Holly at 356-1219 (Ulysses)

(Must have Text Messaging capabilities with your cellular provider)

### **QuickFarm Mobile™**

Garden City Co-op also has available for your use from any web-enabled phone - QuickFarm Mobile™.

QuickFarm Mobile™ provides phone-formatted information through your Web-enabled phone or PDA. With user-defined settings you can access:

Breaking Agricultural News  
Weather Radar and Forecasts  
Grain & Livestock Market Information  
Local Commodity Prices  
LDP Information  
Futures Quotes  
GC Co-op Important Info Screens

From your web-enabled phone or PDA, go to: [www.gccoop.com/mobile](http://www.gccoop.com/mobile)

Any questions, please email Brenda at: [gardencitycoop@gccoop.com](mailto:gardencitycoop@gccoop.com) or call 620-275-6161.

### **For Daily Grain Bids or To Sell Grain**

620-275-6161 (G.C.)  
620-356-1219 (Ulysses)  
620-397-5343 (Dighton)  
785-391-2336 (Utica)  
785-731-2275 (Ransom)

Visit our website at:  
[www.gccoop.com](http://www.gccoop.com) or  
[www.gccoop.com/mobile](http://www.gccoop.com/mobile)

## Wheat Harvest Prospects/Loose Smut

Fred Fisher, Agronomist, Crop Profit\$

The 2007 wheat crop in Finney County will be remembered as the crop that could have been. After having ideal conditions and adequate (and in some cases, excessive) moisture for the majority of the growing season, we started to run short in early May. Because of these earlier conditions, tiller counts were extremely high in both dryland and irrigated wheat. In most cases, the only difference between dryland and irrigated wheat prior to early May was the fact that a pivot sat on the irrigated ground. Most growers didn't make first track with the pivot through these fields until heading. The early May shortage of moisture has taken the top off of this crop but in most cases, it will still be a good crop. After worrying all winter

about how long wheat can live under ice, it still comes back to what it always does; receiving timely rains through the reproductive stages of the crop.

Many growers save a portion of the crop for seed. In deciding on fields that are good candidates for saving seed, the presence or absence of loose smut should be one of the considerations. Loose Smut is a fungal disease carried from year to year in the seed. At heading, infected plants will have blackened spikelets and release spores that infect healthy heads. These healthy heads are harvested and planted back producing diseased plants to continue the cycle. In severe cases, as much as 50% of a field can be infected but normally levels

remain under 10%. Since the spores have already been released at this time of year, the only evidence of this disease in fields now is heads without spikelets or berries. Normally every tiller on a plant is affected. A field with evidence of this disease can still be saved for seed but the use of a fungal seed treatment would be advisable. There are several products to choose from. Most are 100% effective in eliminating this disease at the lower end of the pesticide labels rate range. One good choice is Dividend Xtreme. At 2.0 oz. per 100 lbs of seed, complete control can be achieved for about \$1.50 per 100 pounds.

Keep in mind that leftover treated seed should never be mixed with grain. The presence of even a small percentage of treated seed will lead to rejection of an entire load.



Fred Fisher  
Cell: 620-640-1600  
E-mail: fredlu@wbsnet.org

800 S. Yucca Path  
Garden City, KS 67846  
Office 620-272-9605

Trevor Pippitt  
Cell: 620-640-1169  
Email: trevorpippitt@yahoo.com

## Win a \$50.00 CENEX GIFT CARD!!!!

Trying to forecast the price of fuel is like looking into a crystal ball. Speaking of crystal balls, we are going to give you a chance to look into your crystal ball and guess what the price of Unleaded gas at the Country Corner will be on July 4<sup>th</sup>. The winner will receive a \$50.00 CENEX gift card. Fill out the entry form and return to the Garden City Co-op Petroleum Dept. Drawing will be held on July 6, 2007. Tie breaker will be determined by the first entry received.

**GOOD LUCK!!**



### ENTRY FORM



NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE# \_\_\_\_\_

YOUR GUESS \_\_\_\_\_ .9 PER GAL  
(Employees of Garden City Co-op not eligible to participate!)

## Petroleum Update

Pete Maestas, Petroleum Manager

With wheat harvest fast approaching, I would like to remind all of us to have a safe and wonderful summer harvest. Let's all stop for a moment and give thanks for all that God has given us.

Supplies are still tight with the Turpin, OK terminal still shut down. The Great Bend, KS terminal is also shut down because of tornado damage with no word on either when they will reopen. We are all working very hard to insure you product when you need it. **Call the Petroleum Office Direct Line for all your harvest fueling needs at 620-276-8301. Harvest hours will be 8:00 a.m. to 5:30 p.m. Monday thru Friday and 8:00 a.m. to 12:00 noon on Saturday.**

Don't forget to fill out the entry form for your guess on what the price of gas will be on 7-4-07. Thank you all very much for your continued support and for your business. Have a safe and bountiful harvest!



## Ulysses Ag Inputs

Daron Cowan, Sales

We are gearing up for what we hope to be a record breaking wheat harvest here at Ulysses. We have a busy couple of months coming up here in Ulysses. The Carson & Barnes Circus will be in town on June 14<sup>th</sup> at the Grant County Civic Center. For info, call the Grant County Chamber of Commerce at 620-356-4700. The Grant County Fair will start on July 14<sup>th</sup> and run through the 21<sup>st</sup>. Check out the Garden City Co-op's website for a full schedule of events under Community Affairs, then County Fairs or call the Grant County Civic Center at 620-356-1808.

We have started stocking Blattner Livestock Panels and Hastings Stock Tanks at the Dighton Service Station. Call Daron at Ulysses or Jeff Berning at Dighton if you have any questions.

Purina Mills, Inc. (PMI) has released a new line of pet food that we will start carrying at our Ulysses and Lakin locations sometime in the middle of June. This new pet food is Red Flannel pet food. It replaces our old line of PMI dog and cat food. We will have some of the same dog foods, but they will be in different looking bags and we will also carry some new varieties on a trial basis. As with all of our PMI dog and cat foods, we have a frequent buyer card program. When a customer buys 6 bags, they get the 7<sup>th</sup> free. Don't worry about how you are going to store 7 bags of dog food. We keep track of your frequent buyer card and mark it every time you buy dog and cat food. You can research the new Red Flannel Products at [222.pminutrition.com](http://222.pminutrition.com).

We have also started stocking ABM wood pellet animal bedding. You can research this product on the web at [www.abmanimalbedding.com](http://www.abmanimalbedding.com). It is a wood pellet that swells when wet to make it easier to clean stalls and keep smell at a minimum.

We are closing out our grill guards and front bumper replacement stock. As of 6-5-07, we have one of each of the following in stock:

Lonestar Grill Guards '03 - '06 - Chevy  
'03 to current - Dodge  
'05 - '06 - Ford F250 and bigger Fords.

Prices on these grill guards are usually \$485.00. Closeout price is \$400.00.

We also have one of each of the following in stock:

Lonestar Front Bumper Replacements '03 - '06 Chevy  
'03 - current - Dodge  
'00 - '04 Ford F250  
'05 - '06 Ford F250 and bigger Fords

Prices on these front bumper replacements are usually \$950.00. Closeout price is \$825.00. Call Daron for details and current inventory.

As always, I would like to thank our past, present, and future customers. We pride ourselves in providing great customer service and top of the line products. In closing, I would like to wish everyone a safe and bountiful wheat harvest. Please call Daron Cowan at 620-356-1219 or 620-353-8587 for all your feed, trailer, and livestock equipment needs.

## FFA Outstanding Sponsor Award



John McClelland & Rebecca Hands -  
Garden City FFA President

I was honored to represent the Garden City Co-op when we received the outstanding sponsor award from the Garden City High School FFA chapter. It is enjoyable to observe what motivated and terrific youth participate in FFA Chapters and 4-H clubs. It has been a long standing goal of both the Board of Directors and Management to support those youth groups.

The spring season brings many celebrations of our communities' children and their accomplishments. My kids are of the age that I am lucky enough to attend band concerts, speech contests, athletic games and many more events. We will attend neighbors' graduations and achievement night award ceremonies. In the busy hustle and bustle, I frequently have conflicts and wonder if it would really matter if I just missed one. Invariably, I end up going and always come out amazed at the talent and truly glad I was able to be there.

We are continually bombarded by messages of gloom and despair. It would be easy to become concerned about the direction and commitment of our youth. One evening at an event such as the Garden City High School FFA banquet erases those concerns. We are proud to be supporters of the youth groups in all of the communities that we serve and we intend to increase that commitment as new FFA chapters are formed and expanded in Dighton and Deerfield.

Of all of the products that we are able to produce and share for nourishing a hungry world, surely the best contribution we make is the development of such outstanding young people. I encourage you to visit your county fairs and other youth events this summer and catch their enthusiasm. It is contagious.



## AFS Fuel Locations:



Country Corner East  
Hwy 50 & Campus Drive  
Garden City, KS 67846

Dighton Station  
239 E. Long  
Dighton, KS 67839

Bulk Plant  
Massey Furgeson Road  
Garden City, KS 67846

Harding & Fleming  
Garden City, KS 67846

Seventh & Fulton  
Garden City, KS 67846

Pierceville, KS

Dighton Ampride  
Dighton, KS 67839

Arnold, KS  
Ransom, KS  
Brownell, KS



Garden City Co-op, Inc.  
P.O. Box 838  
106 N. Sixth St.  
Garden City, KS 67846  
(620-275-6161)

**GARDEN CITY CO-OP, INC.**  
**2007 WHEAT DISCOUNT SCHEDULE**  
**As of 6-01-2007**

Moisture will be averaged up to 15%.

Over 15% each load will stand a shrinkage of 2.0% for each 1% of moisture over 13.5%.

**TEST WEIGHT WILL BE AVERAGED.**  
**TEST WEIGHT DISCOUNTS**

#1 HRW ----- 61 AND ABOVE 1 CENT PREMIUM  
#2 HRW ----- 59 ----- 1 CENT BU.  
#2 HRW ----- 58 ----- 2 CENT BU.  
#3 HRW ----- 57 ----- 4 CENTS BU.  
#3 HRW ----- 56 ----- 8 CENTS BU.  
#4 HRW ----- 55 ----- 12 CENTS BU.  
#4 HRW ----- 54 ----- 16 CENTS BU.  
#5 HRW ----- 53 ----- 20 CENTS BU.  
#5 HRW ----- 52 ----- 26 CENTS BU.  
#5 HRW ----- 51 ----- 32 CENTS BU.  
SG HRW ----- 50 ----- 38 CENTS BU.  
SG HRW ----- 49 AND BELOW 10 CENTS PER LB.

TEST WEIGHT BELOW 50 WILL NOT BE AVERAGED.  
TEST WEIGHT BELOW 50 SUBJECT TO REJECTION DEPENDING UPON  
EACH INDIVIDUAL ELEVATOR'S ABILITY TO HANDLE IT.

**OTHER DISCOUNTS**

10 cents per bu. Weevily

10 cents per bu. Musty - Sour - Smutt (each)

IDK - Insect damaged kernels - market discounts at time of sale

**STORAGE CHARGES** .00095 cents per bu. per day

Storage will be 30 days free. On the 31st day, storage reverts back to the date of delivery.

**DOCKAGE**

Dockage will be watched more closely this year and any load testing over .50% will be shrunk back to .50%.

**T.W. DISCOUNT SCHEDULE AT TIME OF SALE TO PREVAIL**  
**\*\*\* SUBJECT TO CHANGE WITHOUT NOTICE \*\*\***

# Garden City Co-op, Inc.

"Moving Forward Together"

[www.gccoop.com](http://www.gccoop.com)



Main Office: 106 N. Sixth  
P O Box 838  
Garden City, KS 67846  
Fax: 620-275-8433  
[www.gccoop.com](http://www.gccoop.com)

Garden City Co-op Main Office  
Garden City Market Info  
Dighton Market Info

620-275-6161 or 800-794-9389  
620-275-9772  
620-397-6068

## Petroleum

Garden City Petroleum Office  
Country Corner East  
Dighton Station  
Ransom Service Station  
Ransom Auto Parts

620-276-8301 or 866-676-2440  
620-276-3923  
620-397-5311  
785-731-2792  
785-731-2677

## Crop Production

Lowe Crop Production  
Dighton Crop Production  
Western Ag Chemical  
Ransom Crop Production

620-277-2230 or 800-972-9842  
620-397-2437  
620-275-1079  
785-731-2883

## Elevators

Amy Elevator  
Alamota Elevator  
Arnold Elevator  
Charleston Elevator  
Deerfield Elevator  
Dighton Elevator/Office  
Friend Elevator  
Gano Elevator  
Garden City A Elevator  
Garden City B Elevator  
Hickok Elevator  
Lakin Elevator  
Lowe Elevator & Fertilizer  
Milepost Elevator  
Pierceville Elevator  
Ransom Elevator/Office  
Shields Elevator  
Tennis Elevator  
Ulysses Elevator/Office  
Utica Elevator/Office  
Wolf Elevator

620-397-2339  
620-397-5688  
785-731-2462  
620-335-5165  
620-426-7661  
620-397-5343 or 800-254-6983  
620-276-6692  
620-275-1222  
620-276-3366  
620-276-3118  
620-356-2233  
620-355-6341  
620-277-2230  
620-356-2460  
620-275-6480 or 620-335-5126  
785-731-2275  
620-397-5520  
620-276-7973  
620-356-1219 or 800-242-9754  
785-391-2336 or 785-391-2356  
620-426-8446

## Feedmills

Ransom Feedmill

785-731-2881

**Garden City Co-op, Inc.**

"Moving Forward Together"

## WHITE WHEAT

We will be receiving white wheat at the following elevators:  
Lowe, Friend, Garden City B,  
Dighton, Utica, Hickok,  
and Ransom.

## GARDEN CITY CO-OP, INC. PETROLEUM DIVISION

Be sure to give us a call for all your harvest fuel needs at 620-276-8301. We hope you have a safe and prosperous harvest.

## GRAIN DIVISIONS

Don't forget to bring your copy of your grain tickets with you when you come in to make divisions. Please come in or call in as soon as possible after you are finished cutting so we can make sure your grain is in the proper accounts. This will speed up the process of getting your landlords grain into their accounts.

Western  
Cooperative  
Seed



CROPLAN  
GENETICS



Mycogen<sup>®</sup>  
SEEDS

# K-State's Grain Specialist Lists Top 10 Grain Storage Tips

(Finney County Extension Connection - Summer 2007)

Insects and molds can be a concern for elevator managers and producers with on-farm storage each year. After all, managers are responsible for approximately \$3 billion worth of grain during bumper crop years, when their storage facilities are at maximum capacity, according to Joe Harner, Extension Engineer for Grain and Livestock Systems at Kansas State University. "Whoever is responsible for managing stored grain should take their investment management job as seriously as a banker", Harner said.

He estimated that insects and mold create a loss of 10 cents per bushel across the country. In Kansas where storage capacity exceeds one billion bushels, that is an annual loss of \$100 million, or about \$40 per Kansan.

There are ways, however, to prevent this type of loss in on-farm and commercial grain storage. Harner provides the following to be what he considers as his top 10 Grain Storage Management Tips:

1. Make sure facilities are cleaned inside and outside. Any place an insect can live must be cleaned. Places where physical cleaning is not possible must be cleaned using chemicals.
2. Cool grain as quickly as possible. The recommended temperature of cooled grain is 70 degrees F. in warmer months and 35 to 40F in cooler months.
3. Be aware of incoming moisture and remember that aeration fans are not intended to dry grain, but to cool it. High moisture grain entering storage can create problems.
4. Adjust harvesting and handling equipment to decrease the amount of broken kernels and unwanted material. The more broken kernels, the more surface area exposed for insects to nibble. Equipment, excessive handling, or dry grain are the three leading causes of broken kernels.
5. Clean grain is important. Weedy material usually has a higher moisture content than grain and may accumulate in isolated pockets which can interfere with aeration, making areas more difficult to cool.
6. Monitor the temperature, moisture and odor of stored grain with scheduled inspection times. Inspection should be every two weeks once grain and outdoor air temperatures are above 45 F.
7. Pay attention and be observant because most problems can be fixed early. While odor is a good indicator of grain spoilage, moisture may be another good indicator. Slimy grain and drip spots on the underside of a roof are indications of too much moisture.
8. Safety first. Safety should be first and foremost on the minds of everyone working near grain storage facilities. Use caution and follow all guidelines when using chemicals and entering storage facilities. Always follow the buddy system and have a life-line firmly attached. For safety reasons, have at least two people present when sampling grain bins.
9. Have a marketing plan and use it to help develop a management strategy to maintain stored grain quality. During warmer weather months, it may be necessary to re-warm the grain to prevent moisture migration due to temperature differences within a grain bin.
10. Be prepared to make quick decisions about grain storage problems once they are detected. To prevent further damage of stored grain, that is heating, it should be cooled, turned or marketed as soon as possible.

## GARDEN CITY CO-OP, INC. BOARD OF DIRECTORS

2006-2007

Boyd Lear -	Board Chairman
Tom Mulville -	Vice Chairman
Randy Richmeier -	Sec./Treasurer
Kendall Clark -	Asst. Sec./Treasurer
Michael Deaver -	Director
Tim Miller -	Director
Steven Krehbiel -	Director
Bill Maughlin -	Assoc. Director
Rick Horton -	Assoc. Director
Todd Graham -	Assoc. Director
Bruce Howard -	Assoc. Director
Jon Nuttle -	Assoc. Director

## GARDEN CITY CO-OP STAFF MEMBERS

John McClelland - General Manager  
Brent Merz - C.F.O.  
Ken Jameson - V.P. Grain  
Tim Giesick - V.P. Crop Production  
Rod Petty - V.P. Petroleum  
Kary Smith - Crop Production Mgr.  
Pete Maestas - Petroleum Mgr.



Country Corner has 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.

## 10% Ethanol Blended is available at:

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

See Jayrene at Dighton for all  
your cell phone needs.

Jayrene is located in the  
Dighton Office  
Phone 620-397-5343





# Helping the Greensburg Tornado Residents

Friday, May 4th, 2007 is a day that the residents of Greensburg will never forget...the day their small community was destroyed by an F5 Tornado.

In response to a need suggested by Melanie Brant, Special Projects Manager, being personally involved with family living in the Greensburg area, the gathering began. It all started with an e-mail to employees asking for donations and for the e-mail to be forwarded to anyone willing to give.

By Tuesday morning following the Friday evening tornado, the far reaches of the Garden City Co-op family became very apparent with the Co-op Center filling quickly. Tuesday afternoon, with a growing need to empty some space, three vehicles were loaded and headed to Greensburg. Through Melanie's sister, we were able to get into Greensburg where we distributed water, gloves, cleaning supplies and anything else the residents expressed a need for. The residents were appreciative of the items and overwhelmed that we were there. It really seemed that we were the benefactors, receiving such a gracious reception. The gathering continued through Friday of the same week, filling a semi trailer, donated by Chuck Henry Sales, which was delivered by them on Monday. We have received calls and cards from residents who don't necessarily have telephones or paper and pen, thanking us for our generosity. We in turn want to thank all of you in our community that made this possible with your generous donations.

It was truly an amazing experience to be amongst the people of Greensburg just four days after an F5 tornado completely destroyed their town, their homes, and their lives as they knew them. No picture can truly show the undescribable devastation and destruction this tornado did to their town. The people of Greensburg have the will and the spirit to pick themselves up and to rebuild their lives. They know that they lost their material possessions but their spirits are strong and they know they can piece their lives and community back together and be stronger for it. These are truly amazing people that will not give up.

The following is an excerpt from a note written by Kim Gamble, Melanie's sister: *"Thank you to everyone for your help, donations, and thinking about us. I hope you'll check back and watch the rebuilding. It will be encouraging and inspiring. Right now, there are ups and downs. The most important thing we have is hope for the future and the desire to work hard and restore what we lost. We have to rebuild our businesses and our town so our kids and grandkids have a future and a reason to stay or to come back."*

**Please continue to keep the residents of Greensburg in your thoughts and prayers.**





## 2007 Summer Intern Program



Abby  
Dechant

Dustan  
Witthuhn

In 2006, the Garden City Co-op began a Summer Intern program directed at exposing college students to the cooperative system. The program includes some level of involvement in each of the divisions; grain, crop production, petroleum and administration. We were able to utilize three students the first year, Chris Wagner, a junior at Chadron State College, Chadron, NE; Jake Lauer, a senior at Kansas State; and Jenna Rudell, a freshman at Kansas State. This summer we were fortunate to have been approached by Amanda Worthington, Ag Instructor at the Garden City Community College. Amanda was involved in a three week technology intern program through the Kansas Board of Regents Career and Technical Education Department. Amanda worked primarily in the Crop Production Division, as that is her area of emphasis in education, for two weeks, and her final week with Reeve Cattle Company.

The two college interns for this year are Abby Dechant, graduate of Kansas State, returning to complete a master's program in the fall; and Dustan Witthuhn, from Ness City, a senior at Kansas State. Dusty has been working primarily in the elevators, and will continue through harvest, part of which will be in the Ransom area. Abby's concentration will be in the Administrative Office helping with special events; County Fairs, Beef Empire Days, and continuing the research started in 2006 on the history of the Garden City Co-op.

The program continues to be developed, but we look forward to the enthusiasm and skills these students bring each summer.

## "PATRON ACCESS" NOW AVAILABLE

on the Garden City Co-op's Website

[www.gccoop.com](http://www.gccoop.com)

Patron Access will give you access to the following information:

**Account Information:** (Accounts Receivable Balance and All Invoice Details)

**Proof of Yield:** (Information on All Grains Delivered)

**Grain Balances:** (Open Stored Grain, Grain Sold, and Contract Balances)

**Prepaid/Booking Contracts:** (Fertilizer, Chemical, and Fuel Cont. Balances)

**Volume Statements:** (Business Volume for Date Range Entered)

**Equity Balances:** (Listing of Your Equity Balances)

To request a Patron Access Account, simply click on the "Patron Access Login" link on the left side of our website, and then click on "New Account Request". Fill in the information requested and press "Apply for an Account". ***(If you are a grain customer, please be sure to include a telephone # you can be reached at. We will need to verify with you which joint grain accounts you will need access to. This will give you access to your grain hauled in this harvest.)*** Your request will be e-mailed to us and you will receive an e-mail showing your request. When the account has been activated, you will receive another e-mail from us letting you know that the account has been activated and is ready for your use.

If you have any questions, please contact Brenda or Jeff at 620-275-6161.

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## "Open It Up & Let 'Em On In"

Cont. From Page 10

text messaging is a good start. If you haven't signed up for it yet, please do. We are getting ready to be able to customize the text markets to better fit your needs. The Garden City Co-op web page is an absolute encyclopedia of agricultural and market information at your finger tips, both local and worldwide. A new web enabled access allowing you to check your Co-op account and grain tickets in almost real time is now available. Be sure to take advantage of it and let us know what other information we can provide and how you like it.

**Invest** in your future. We are having a run of successful years and this year appears well on its way to setting records in earnings, patronage rates and equity retirements. It is a core principle of cooperatives to return as much of the earnings in cash to the members as quickly as possible. We have been the beneficiary of previous boards making prudent decisions to invest in the future of this Co-op and its producers. This board is no different. When it becomes necessary to make capital investments to support storage or transportation needs to better serve you, we will do just that. It appears that those opportunities are presenting themselves now and we will thoughtfully capture them by investing where it makes sense.

Hire, retain, safety, leverage and invest. It is very simple to spell out a strategy like that but difficult to execute on it even in a calm environment. The fast paced unpredictable markets and supply chain really separates companies that can deliver from the ones that draw it on white board in the office and study it.

This Co-op is a great company. You will be well rewarded for your past support and commitment to your business. We are planning to make sure you are rewarded at an even higher level by "Moving Forward Together" in the future. So "open it on up and let 'em on in"; we are ready to do some business.

## "Well Alright Sir, Open It Up & Let 'Em On In"

Anyone that has ever attended a cattle auction will recognize that phrase. It calls the audience to attention and alerts them that we are about to do some business. At the auction, things will happen fast and furious. Before the day is over, many good deals and mistakes will be made. There is a saying that when experience meets money, experience gets the money and money gets the experience. That is the world of the cattle auction and it is no place for the inexperienced or the timid.

In writing this article, an auction was the only analogy I could think of to explain the state of this agricultural economy. Things happen fast and it is no place to be timid or to try to find your way as you go. I am proud to report that your Co-op is working hard to make sure that we are out there in front so we can deal with the new volatility successfully together.

The whole manufacturing, production and transportation system in the world has moved to a *just in time* inventory management philosophy. That is a good business decision for manufacturers and middlemen as it reduces risk and inventory costs. The problem is that the transportation system of trains and trucks and limited storage causes us to dangle by on a very thin thread of a supply chain. As we have discussed in previous articles, this lack of consistent supply can result in price volatility and outages at the most inconvenient times.

Your Co-op has very specific plans to deal with these new issues that surround us. They are:

**Hire** the smartest, best equipped people throughout the organization. Our ability to execute and be of real service to you producers is limited by the quality of our people. I am proud to say that I work with the best prepared, most committed and effective people that I will gladly stack up against anyone. We hear stories frequently about their service above and beyond the expectations of our producers. It is the culture here that has been in the making a long time and one I am proud of.

**Retain** our employees and treat them with respect. Your board and management staff try to recognize the terrific efforts put in by our people to serve the producers that own this company. I speak for the employee group when I say that we appreciate this being such a good place to work. We have very little turnover. We hope to maintain the committed employee group we have by continuing to grow and offer new challenges and opportunities.



**John McClelland**  
**General Manager**

**Safely** go about our work while thoughtfully looking out for each other and our customers. We have a commitment to everyone going home to their families safely every night and we have been fortunate to accomplish that. We will never waiver from this commitment as what we do is important, but only if it can be done safely.

**Leverage** technology. The introduction highlighted this is a fast paced world we live in. Catching the markets or hearing about buying or selling opportunities when you come in for lunch or in the evening frequently isn't good enough anymore. It is like bidding on the cattle after they left the ring. We have to find ways to discover the information you need to make good decisions and then communicate it to you with as little hassle as possible. The new market

Cont. on Page 9



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