



Western Farmer

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

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April - June 2008



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2008 Wheat Harvest

Ken Jameson, V.P. Grain Division

The 2008 wheat crop is a real mixed bag across our trade territory this year. The Northern Division has a lot of areas that could equal last year's crop if Mother Nature leaves them alone. Other areas up there have suffered some hail loss and drought stress but all things considered, that division has the best potential at this point in time. The Central Division around Garden City shows more drought stress but depending on weather during the filling period could still produce a good crop. The Southern Division has suffered the most this growing season due to lack of moisture. Most of the predictions we are hearing look for a crop around 60-65% of last year.

As of this writing, the only change to our wheat discount schedule is on the allowance for dockage on foreign material. We will be shrinking dockage back to zero this year which is the industry standard. No one we sell wheat to has any tolerance for dockage, so this change will match us up with the rest of the industry. 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.

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.

We will be handling white wheat at Hickok, Garden City B, Friend, Dighton, Utica, and Ransom again this year. Please contact the elevator when you are going to start delivering the white wheat. Discounts for mixed wheat are getting very severe in this new price environment.

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.

New Milo Tax

The United States Department of Agriculture will begin collecting a new grain sorghum tax effective July 1, 2008. This assessment was authorized under the Sorghum Promotion, Research and Information Order and will be similar to the Soybean Checkoff Program. Grain sorghum producers will pay an assessment of six-tenths of one percent (.006) of the net value received by the producer. This amount will be deducted directly from the check when the milo is sold rather than the five-tenths of one percent (.005) per bushel currently being deducted.

County Fair Market Wheat Show

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

We're all hoping for a great 2008 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 2008 fair.

Deadline for turning in the samples of wheat will be July 11th. 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 11, 2008 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 11, 2008.
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 2008 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) 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 Caleb 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)

Mobile Markets

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

Mobile markets 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

Any questions, please email Brenda at: 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 or
www.gccoop.com/mobile

Phosphate Decisions

Fred Fisher, Agronomist, Crop Profit\$

Phosphate fertilizer is an essential ingredient in any complete fertilizer program. With 10-34-0 prices now approaching \$1000 per ton the question growers need to ask is how likely is this field going to be to a response from applied phosphate? Over the years, Kansas State University has conducted numerous tests on phosphate response across all of the crops commonly grown in our area. Phosphate is immobile in the soil so through soil testing long term trends for fields can be established and the likelihood of a response well defined. The soil test numbers simply tell you which fields will be most likely to show a positive yield response in any give year. It is much like a bank account. You can skip making deposits some years but the account balance will continue to drop.

Bray 1 P test Under 10 ppm – Positive yield response should occur about 90% of the time

Bray 1 P test 11 to 20 ppm – Positive yield response should occur about 50% of the time

Bray 1 P test 21 to 30 ppm – Positive yield response should occur about 25% of the time

Bray 1 P test 31 and higher – Positive yield response should occur about 10% of the time



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

"PATRON ACCESS"

on the Garden City Co-op's Website
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". 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.

A new feature in Patron Access is a secure download area where we will have the ability to give a customer files to access or forms to fill out, so if you are in need of any information that we might be able to provide to you, let us know.

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

GARDEN CITY CO-OP, INC. BOARD OF DIRECTORS

2007-2008

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
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
Pete Maestas - V.P. Petroleum
Kary Smith - V.P. Transportation

Ulysses Ag Inputs

Daron Cowan, Sales Manager - Ulysses

It's been a very busy spring for the Ag-Inputs division. The lack of rain in the Ulysses area has produced a shortage of grazing pastures and many producers are having to supplement their cattle with protein tubs and mineral. We offer 2 kinds of protein tubs. They are both 24% protein and 200 pounds. The only difference is one is a urea based protein and the other is an all natural protein. We also have several kinds of Purina Wind & Rain minerals to help keep your cattle in top condition. Purina's Wind and Rain minerals are made by a special trademarked process which makes them resistant to moisture and keeps them from blowing out of the mineral feeder like a normal mineral. We also have IGR (insect growth regulator) minerals that inhibit the growth of flies around your cattle herd. The IGR minerals are available in bags or lick tubs.

I recently attended a LOL/Purina Mills training in Lubbock, Texas, where the official launch of the Honor Show Chow brands were announced. I was also certified to sell a new line of LOL/Purina Mills horse feeds called Wellsolve. Garden City Co-op is the only LOL/Purina Mills dealer in Southwestern Kansas certified to sell this product. This new line of horse feed can only be recommended by a veterinarian due to the strict feeding guidelines and the diagnosing of horses with special needs. The Wellsolve line currently consists of 2 kinds of horse feed with more coming in the future. First, Wellsolve L/S is a low starch and sugar diet for horses with special needs. These special needs are Insulin Resistance and/or Equine Metabolic Syndrome, Laminitis, and Cushing's Syndrome. Secondly, Wellsolve W/C (Weight control) helps eliminate obesity in horses with special needs. These special needs are Equine Metabolic Syndrome and/or Insulin Resistance, Laminitis, Cushing's Syndrome or Pituitary Pars Intermedia Dysfunction (PPID) and Horse on stall rest. You may have heard of other brands coming out with similar products that claim the same results, but the Purina Wellsolve line is the only one that has been veterinarian researched, field tested, and also researched at the LongView Animal Nutrition Center in Gray Summit, MO. LOL/Purina Mills is the only feed company with their own research center. LOL/Purina Mills also uses several universities for research specific to different regions in the country. If you would like more info on the Wellsolve line of horse feeds give me a call at 353-8587 or check it out on the internet at www.wellsolveequine.com

April and May are typically big months for trailer sales and this year has been no exception. Everyone has mowing and spring cleaning on their mind, so the need for something to haul with becomes a high priority. We still have a few 2007 models in stock. As of 5/28/08 these are the 2007 models in stock:

5x10 single axle w/ramp	Regular Price \$1050.00	<u>SALE PRICE \$925.00</u>
5x12 single axle w/tilt	Regular Price \$1025.00	<u>SALE PRICE \$865.00</u>
6.5x14 single axle w/slide in ramps	Regular Price \$1385.00	<u>SALE PRICE \$1065.00</u>
5x14 single axle w/slide in ramps	Regular Price \$1315.00	<u>SALE PRICE \$1020.00</u>
3-bale transport trailer	Regular Price \$2585.00	<u>SALE PRICE \$2250.00</u>

As always, we have a full line of Blattner Livestock Equipment, Butler Bale and Flatbeds, and several sizes of trailers to choose from here at GCC-Ulysses.

Thanks again to all our loyal customers and have a safe and bountiful harvest.

Ethanol Q & A

Q: What is E-10?

A: E-10 Unleaded is gasoline with 10 percent ethanol. It can be used in any gas-powered car.

Q: Does E-10 make engines run hotter?

A: No. The ethanol in E-10 Unleaded actually helps keep your engine cooler, since the ethanol in the fuel combusts at a lower temperature. In fact, many high-powered racing engines use pure alcohol for that very reason.

Q: Is E-10 bad for fuel injectors?

A: No. Ethanol and E-10 Unleaded have never contributed to burning or fouling of port fuel injectors. Some components in gasoline, such as olefins, have been identified as causing deposits that can foul injectors. Because ethanol burns 100% and leaves no residue, it can't contribute to the formation of deposits. The ethanol in E-10 actually keeps fuel injectors cleaner-helping improve engine performance. It does not increase corrosion, nor will it harm any seals or valves.

Q: Does E-10 cause vapor lock?

A: No. Vapor pressure specifications of gasoline continue to be lowered by state and federal statute, virtually eliminating the vapor lock problems that were reported in the past. The vapor pressure of gasoline is set by state law, and is lower in the spring and summer than in the fall and winter. Vapor lock usually occurs when a winter grade of gasoline formulated for cold weather starts is used under summer-like conditions. (Remember: 90% of E-10 Unleaded is gasoline, so the formulation of the base gasoline has a dramatic effect on performance.) Also, all major auto manufacturers now have in-tank fuel pumps which are not subject to vapor lock like the older in-line fuel pumps.

Q: Does E-10 plug fuel lines?

A: No. Today occurrences of plugged fuel filters are virtually non-existent. The cleansing nature of E-10 can actually keep your fuel system cleaner and lead to improved performance. In the case of dirty fuel systems, contaminants and residues that have been deposited by previous gasoline fills can be loosened. That residue can get caught in the fuel filter. In older cars, especially those made prior to 1975, replacing the filter solves the problem, and once your fuel system is clean, your car's performance should improve as well.

Q: Does 10% ethanol reduce gas mileage?

A: No. Many variables affect fuel economy, including seasons, the weather, the state of your car, road grade, tire pressure, and the use of air conditioners. Most drivers using E-10 see an increase or no difference in fuel economy.

Q: Why do some auto mechanics tell people not to use E-10?

A: A mechanic who says not to use E-10 simply does not have correct information--particularly since every major automaker in the world approves the use of 10 percent ethanol fuel.

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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.
2008 WHEAT DISCOUNT SCHEDULE
As of 6-01-2008

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 will be shrunk back to 0%.

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



Main Office: 106 N. Sixth
P O Box 838
Garden City, KS 67846
Fax: 620-275-8433
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
Dighton Station
Ransom Service Station
Ransom Auto Parts

620-276-8301 or 866-676-2440
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:
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®
SEEDS

Petroleum Update

Pete Maestas, Petroleum Manager

Wanted : one crystal ball in good working condition. It seems like we might need one of those to predict what the fuel market is going to do now a days. Who would have ever dreamed that farm diesel could be over \$4.00 a gallon. 6 years ago when diesel got over \$1.00 a gallon we were wondering why it was so high and it's just gotten worse. The days of paying only \$1.00 a gallon are long gone and now are only part of history. The fuel market is the most volatile that it has ever been. In one day closing on markets, we can see prices move up or down in increments that used to take a week or more for the same change. The only advice one can really consider is that if you need fuel and can hold it, then get it. It happens only too often when we think we can wait just a few more days before we order and wind up paying an extra 10 or 15 cents a gallon.

Since our last newsletter, the sale of Country Corner Truck Stop and the other AFS locations in Garden City has been finalized. It will now be operated by U Pump It Kansas, a name we're all familiar with in this area. U Pump It has an excellent history with the operation of convenience stores and we at Garden City Co-op, Inc. feel that they will do a fantastic job. The staff at Country Corner will remain the same and you shouldn't notice any major changes in the way it will affect your business. Your Garden City Co-op, Inc. charge cards are still active at all Garden City locations along with Pierceville, Dighton, Ransom, Arnold and Brownell. The E-85 dispenser is up and running and feedback has been very positive. As a reminder, be sure your vehicle's engine is equipped to run on E-85 before using this product. If you are not certain, see your auto dealer or service center.

Don't forget to stock up on lubricants for the summer. If you are on our bulk lubricant program, let us keep your operation running smoothly by scheduling your delivery before you run out. If you are enrolled in the Cenex "Total Protection Plan" Warranty Program, you should have or will be receiving a letter stating the status on your equipment samples. If you have not been sending in the required samples, you may be in jeopardy of voiding your warranty plan. If anyone has any questions regarding or they are interested in the Cenex "Total Protection Plan", please contact us at the Garden City Co-op, Inc. Petroleum Division by stopping by our office at 6th and Fulton or by calling us at 620 276-8301. Thank you for your continued support and business. If we can help you in any way, please contact us. Have a safe and wonderful summer harvest!

Ethanol Q & A (Cont. From Page 4)

Q: Can E-10 be used in older cars?

A: The formulation of gasoline has changed dramatically over the past few years without affecting the performance of older cars. Many older cars were designed to run on leaded gasoline, with the lead providing necessary octane for performance--and the lead oxides that were formed during combustion provided a cushion that reduced wear on non-case-hardened valve seats. When lead was phased out of gasoline, oil companies added chemicals to raise the octane rating--and other additives to replace the "lubrication" value of lead. The ethanol in E-10 raises octane in gasoline by three points using a natural, renewable additive that works well in older engines.

Q: Can I use E-10 in small engines?

A: YES! E-10 is perfectly acceptable in lawn mowers, snowmobiles, and other small engines. Manufacturers of this equipment know that more than 40% of the gasoline sold across the U.S. contains oxygenates such as ethanol, so they've made certain that their engines perform on these clean-burning fuels. E-10 may be used anywhere that unleaded gas is used--from ATVs to chainsaws, from lawn mowers to personal watercraft. Virtually every small engine manufacturer approves the use of E-10 in its equipment.

Q: What is E-85 and Can I Use It?

A: E-85 is the term for fuel blends of 85 percent ethanol and just 15 percent gasoline. E-85 fuel can be used in flexible fuel vehicles that are designed to use any combination of gas and ethanol up to 85 percent ethanol. Today there are over 6 million FFVs on the road made by several leading manufacturers. Visit www.e85fuel.com to see if you have an FFV and to find E-85 fueling locations.

Cenex Total Protection Plan Warranty Program



**This Warranty Can Help You
Sleep At Night.
Assuming You Stop For Sleep.**

Protection + Performance = Peace of Mind
Whether you buy new or used equipment, you simply won't find a better way to protect your investment. That's because this warranty gives you unsurpassed coverage while helping to ensure that only high-quality energy products go into your equipment.

When you use Ruby Fieldmaster TM Soy-Enhanced Premium Diesel and Cenex lubricants exclusively, you'll get up to 10 years or 10,000 hours of engine and transmission coverage.

What makes this the best Warranty in Agriculture?

- * Covers new equipment for up to 10 years or 10,000 hours
- * Covers a wide variety of equipment
- * Nondeductible
- * Minimal enrollment fee
- * No operator "burden of proof"
- * Transferable

Don't wait! Contact your local Cenex retailer today!

E-85 Ethanol



Remember the E-85 pump at Country Corner East. If you have a flex-fuel vehicle, give it a try. Also available are:
E-50, E-40, and E-20 Ethanol blends.



**Have a Safe & Bountiful
Harvest!**

Crop Production Update

Tim Giesick, V.P. Crop Production Division

With spring planting season coming to a close and wheat harvest not that far away, it's time to step back and take a breather. Even though we have had a lot of high winds and hail, most crops are in good shape. Our planting season has been more spread out this year compared to last year and we seem to have been able to keep up with all of our customers' needs. Fertilizer and chemical prices are still on a continual increase with no end in sight. In the U.S., we import approximately 60% of our fertilizer needs every year and as long as China and India's fertilizer needs increase at the levels they have, we will see shortages in this country and in turn higher prices will be the rule.

Our strategy at the Garden City Co-op has been to buy fertilizer and chemical at the best value we can and pass that opportunity on to our customers through prepaids and bookings. Unfortunately, with the high fertilizer and chemical prices, some of the risk has to be passed on to our customers. We will continue to buy fertilizer and chemicals at the best value we can and in turn pass those savings on to our customers.

On a positive note, I feel like the services we provide at the Garden City Co-op have improved to a higher level and will continue to be of value to our customers. I would encourage all of you to come in and help us plan for your fertilizer and chemical needs for the 2009 season and hopefully bring some stability to our input costs for next year. If you have any questions about fertilizer or chemicals, please give us a call: Ryan Kennedy - 620-290-3512; Michael Kempke 620-271-3446; or in the Dighton area Howard Cartmill 620-397-3536.

Croplan Genetics/Garden City Co-op Answer Plot

Chris Irvin, Seed Sales Manager

Croplan Genetics, Winfield Solutions and Garden City Co-op have teamed up to bring the producer one of the best training opportunities in the area. You are invited to stop by and look at this detailed plot as much as you like. This answer plot will showcase herbicide demos, genetic family story and showcase demos of Croplan Genetics, NK, Mycogen, Dekalb and Asgrow corn and soybeans.

Make plans to take advantage of this opportunity to tour a very comprehensive plot tour including: over 18 different herbicide treatments in corn, several seed treatments, and new biotechnology traits in corn. Plot tours can be held for producers any time between now and harvest to discuss soil profiles of the area, growth and development, genetic families of corn, plant disease control and pest management. If anyone would like a personal tour, give me a call and I would be more than happy to give you a guided tour. A large producer tour will be given on August 26th, so watch your mailbox for invitations.

Location: West edge of Deerfield on Highway 50. A special thanks goes out to Mr. Bob Knoll, Mr. Scott Knoll and Mr. Otis Molz for allowing us to have this great opportunity.

Double Cropping Opportunities

Garden City Co-op and Western Cooperative Seed still have a great supply of soybeans and sunflowers if anyone is interested in double-cropping after wheat. Please give me a call and we can discuss the different opportunities for your double cropping needs.

Kansas Dept. of Commerce, Kansas Wheat to Sponsor Kansas Wheat Harvest Program

(Program to connect farmers & harvesters via toll-free number, email, daily bulletin)

With the state's wheat harvest beginning soon, the Kansas Department of Commerce has partnered with Kansas Wheat in sponsoring the 2008 Kansas Wheat Harvest Program to connect wheat farmers with custom cutters.

The Kansas Wheat Harvest Program includes a toll-free number — (877) 251-4328 — farmers can call to be matched with custom cutters. The number will be staffed from 6 to 9 a.m. and 6 to 9 p.m., seven days a week, and have 24-hour voicemail service. In addition, staff can be reached at WheatHarvest@KansasCommerce.com.

The program also includes written and audio harvest reports, which will be available daily at KansasCommerce.com and KSWheat.com.

"We know how important the wheat harvest is to our state," said Kansas Department of Commerce Secretary David Kerr. "We're excited to partner with Kansas Wheat on this year's Kansas Wheat Harvest Program, and I'm optimistic these services will help Kansas farmers find the cutters they need for a successful harvest."

Kansas Wheat is the cooperative agreement between the Kansas Wheat Commission and the Kansas Association of Wheat Growers.

"The state of Kansas is the number one wheat producer in the United States, and more foods are made with wheat than with any other cereal grain," said Kansas Wheat CEO Dusti Fritz. "We are pleased to partner with the Department of Commerce in assisting farmers in bringing in the harvest."

On average, Kansas produces more wheat than any other state, accounting for nearly 20 percent of total domestic production. About 28,500 of the state's 63,000 farmers grow wheat, accounting for an average economic impact to Kansas of nearly \$2 billion annually. In 2005, the wheat industry generated 198,370 jobs nationwide, with the industry's impact on the U.S. economy totaling \$20.6 billion.

For more information, contact Joe Monaco, Public Information Officer with the Kansas Department of Commerce, at (785) 296-3760 or jmonaco@kansascommerce.com.

Happy Birthday WindRiver Grain

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industry sources they quickly collected market and logistical information. The Garden City Co-op management and board worked with WindRiver to quickly purchase and erect the cover-all storage system that holds 2 million bushels. Unfortunately, it was not completed until later in fall harvest but it was still a heroic effort that only began when we knew we had a problem in July. Had we not had the relationship with WindRiver to quickly get the project under way, fall harvest would have had an even more difficult ending. The good news is that it is there ready to go for this fall. The construction of 2 million more bushels of capacity is equal to the expansion of new concrete storage that the Garden City Co-op undertook in 1998 and 1999. The coverall stood up under extreme wind and hail (although I hear the hailstones ricocheting off the canvas was spectacular). The location by the end user makes the most sense for us, WindRiver and the ethanol plant. That all adds up to the best location to efficiently serve you.

WindRiver has been there to help us fulfill our mission of serving grain farmers in Western Kansas. The close relationship has helped all involved to be successful. It just goes to show that the best deal may not be the one you ruthlessly negotiate; it may be the one you share in by working together. No one understands that better than WindRiver. Happy 10th Birthday!

**See Jayrene at Dighton for all
your cell phone needs.
Jayrene is located in the
Dighton Office
Phone 620-397-5343**



"Safety is something that happens between your ears, not something you hold in your hands."

Jeff Cooper

The Garden City Co-op counts their blessings once again, having established a safety record that is exceptional by any standard. In an effort to take this success to the next level, and with strong support of the Board of Directors and the management staff, as well as the assistance of Terry Shinogle of AgServices LLC, a division of Kansas Farmers Services, the first Garden City Co-op Safety Committee was established.

The committee is made up of employees from each division; Grain, Crop Production, Petroleum, Transportation and Administration. Members of this committee travel to each of the locations, survey and report to the General Manager and location managers, any safety issues they find. This also gives them the opportunity to talk with employees at each location regarding concerns they may have.

It has been both enlightening and educational for committee members learning the different issues that exist within the divisions, and what a critical role safety plays in all of them. Employees also benefit from these visits, knowing that the company is concerned about their safety and wellbeing. It is a great system to keep SAFETY in everyone's focus on an ongoing basis.

Current committee members are: Grain Division-Jeremy Kells, Deerfield Elevator; Juan Barron, Milepost Elevator; Dwayne Seifried, Amy Elevator; Chris Wagner, Arnold Elevator; Crop Production-Kirby Bradley, and Darren Watson with Western Ag Chemical; Petroleum-Rochelle Mann and Dave Frazer; Transportation-Jan Cornett; Administrative-Chaslee Wilson and Caroline Duvall.

Safety is one of the most critical things that happen at The Garden City Co-op; employees' going home safely to their families is the success of that.

Western Transport

Kary Smith, Manager

Western Transport has just completed our first Federal Department of Transportation Audit and I am happy to report that we passed the audit with flying colors. The trucking industry is one of the most highly regulated industries and as a new company hauling hazmat, we must adhere to the highest possible standards. Western Transport received a "satisfactory" rating, which is the highest possible. This speaks volumes for the excellent employees here, and their hard work and commitment. Companies that are found to be not in-compliance are penalized with fines and/or stripped of their permits and tags, depending upon the amount and severity of violations found.

Safety is and will always be priority at Western Transport. Your families as well as our families travel the same roads as these trucks. This isn't something we take lightly. We have been fortunate enough to hire professional, qualified drivers with good safety records. We strive hard to hire only the best.

Western Transport continues to be diverse in the types of freight hauled. We continue to haul fuel, oil, NH₃, liquid fertilizer, dry fertilizer, and grain. This diversity enables us to keep our trucks moving, and serve the Garden City Co-op and its member/owners. We currently have nine trucks running with another one coming on in the near future.



AFS Fuel Locations:



Dighton Station
239 E. Long
Dighton, KS

Dighton Ampride
Dighton, KS

Pierceville, KS
Arnold, KS

Ransom, KS
Brownell, KS

Happy Birthday WindRiver Grain

They have just completed their tenth year. WindRiver Grain is the kind of sweetheart investment we all dream about. They have just completed their audit and the return on our investment for this year is 45%. We have received 2.85 times our original investment back in total earnings and 85% of that has been in cash. That equates to a 28.5% average annual return over the 10 years. Who wouldn't love some of that action!

It would be easy to look at those returns and assume someone is getting taken. You would think that either they are not paying enough for your grain that gets shipped through them or they were charging their customers too much. The truth is that the markets would not allow that behavior on a single transaction let alone maintain an unfair advantage over 10 years. So how do they do it?

I can only explain part of their success through a financial evaluation and that would miss the main point. I believe WindRiver is mostly successful because of the people that work there and their ability to develop long term open relationships with customers that for 10 years have been truly "win-win". Lots of good things for the business come from those relationships like huge volume, good logistical planning and efficient operations.

WindRiver shipped 73 trains of grain in the last year. That is an average of a train every 5 days. A train is equal to approximately 400,000 bushels. To keep that in perspective that would be like loading and unloading the Wolf elevator every 10 days all year long. That does not take into account the roughly 20 million bushels of grain that was shipped by truck and not rail. You can see why the crew at WindRiver is seldom looking for something to do.

Bob Tempel and the people at WindRiver have kept serving western Kansas farmers at the center of their thoughts. The Garden City Co-op and the Scott Co-op provide over 90% of the grain volume that WindRiver handles. In return, they provide us access to the best markets allowing for our grain division's successes in finding the best prices and timely service. The people of WindRiver have provided that service while maintaining great relationships with the BNSF, the WindRiver ownership group, and area feedlot customers. Of course, the new ethanol plant in Garden City is located right next to WindRiver and they buy all of their grain from WindRiver. That relationship has grown into sales not only for the Garden City plant but also the new ethanol plant in Liberal. Ethanol has been a huge boost for grain producers across the nation and we



John McClelland
General Manager

are excited that they are having such a positive impact locally. WindRiver is right in the middle of it.

Anytime you handle that much volume and have that many different relationships all having competing needs, difficult circumstances can emerge. A perfect example would be last year's fall harvest. We had a well thought out plan for moving the wheat out through unit trains to the gulf. We lost the California flour mill market because our wheat was so low in protein. Then a series of unlikely transportation events across the US began to unfold, eventually resulting in the port at Houston being embargoed. That left us no trains to ship wheat and nowhere to go with the wheat if we could have got the trains.

Because of WindRiver's good relationship with the BNSF and

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