



# Western Farmer

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

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May - July 2010



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**Have a Safe & Bountiful  
Harvest!**

## 2010 Wheat Harvest

*Ken Jameson, V.P. Grain Division*

The 2010 wheat crop looks good in most of our trade territory. The southern area has fought lack of rain and will do good to be an average crop while we have suffered from hail in the northern area, but overall, it looks to be a good crop if Mother Nature leaves us alone.

Our elevator personnel have worked hard this winter and spring getting the elevators ready for the next harvest. We continue to ship grain out to make the necessary space but with cattle numbers down in the yards, not all the grain is moving as fast as we would like.

As of this writing, we plan no changes to our Wheat Discount Schedule from last year's. 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, and Dighton 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, so please communicate with the elevator when you are going to cut your white wheat.

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.

At the Garden City office this harvest, we will have extra personnel to handle the division process. They will do grain divisions only, no grain buying, which will free up our regular grain personnel to handle grain buying. This should help on the days the markets are wild and everyone calls in to sell. As we have said in the past, you can help us avoid or reduce the congestion on big market move days by having sell orders in place ahead of time. We hope you have a safe and trouble-free harvest and appreciate the opportunity to serve you.

# Crop Production Update

Tim Giesick, V.P. Crop Production Division

After all the moisture, farmers are finishing up planting their crops and we are starting to see the heat units to promote the rapid growth of their crops. Along with the moisture and heat, weed pressures become an issue. We have several bulk tanks of branded chemicals along with package goods to meet your herbicide needs. We carry Syngenta, Monsanto, Dow, BASF, Bayer, Dupont, and FMC products at our facilities along with a full line of support products. Whether you need a 2.5 gallon container or 250 gallons, we can accommodate your needs.

We are anticipating a big side dress run. Farmers are just now starting to side dress their crops with NH<sub>3</sub>. We are starting to see fertilizer pricing start on the downward trend. I think there will be an opportunity at some point and time to lock in your fertilizer needs for the 2011 crops. If you have any interest, please call Ryan Kennedy at 620-290-3512, Kyle Korf at 620-290-4821, Tod Depperschmidt at 620-640-8151, Brooks Wick at 620-640-3726 or Howard Cartmill at 620-397-3536 for your fertilizer or chemical needs.

We also have several financing options available for your needs if you are planning on prepaying fertilizer or chemical for the 2011 crop year and want to delay the cost. With the stressful wheat harvest coming on, we know that you may need help getting things done. We offer several services to our customers which include liquid and chemical spraying, dry fertilizer application, custom blending on liquid and dry fertilizer, and custom tractor application of liquid and dry fertilizers. We also have a full line of fertilizer and chemical equipment to support your needs.

Wheat seed cleaning time is approaching and once again, the Garden City Co-op seed cleaning plant in Dighton will be open for business. Please take time to set up an appointment with Brooks or Howard.

Even though the last couple of months have been extremely busy, the employees of the Garden City Co-op Crop Production Division would like to take this opportunity to **Thank You**. We appreciate your business and look forward to serving you in the future.

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## County Fair Market Wheat Show

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

We're all hoping for a great 2010 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 2010 fair.

Deadline for turning in the samples of wheat will be Friday, July 9th. 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. Be sure to bring in your entries for other crop divisions also.

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

Absolute entry deadline will be July 9, 2010 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 9, 2010.
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. Also cannot be ran thru any type of dockage machines.
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 2010 Kansas State Fair.

## Croplan Genetics/Garden City Co-op Answer Plot

Tod Depperschmidt, Seed Sales Manager

Croplan Genetics, Windfield 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 in August, so watch your mailbox for invitations.

**Location:** West edge of Dodge City on Highway 50.

### Double Cropping Opportunities

Garden City Co-op still has a great supply of soybeans and sunflowers if anyone is interested in double-cropping after wheat. Please give me a call at 620-277-2230 and we can discuss the different opportunities for your double cropping needs.

### For Daily Grain Bids or To Sell Grain

620-275-6161 (G.C.)  
620-356-1219 (Ulysses)  
620-397-5343 (Dighton)  
Visit our website at:  
[www.gccoop.com](http://www.gccoop.com)



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.**  
**2010 WHEAT DISCOUNT SCHEDULE**  
**As of 6-01-2010**

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 is 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** .001 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](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	620-275-6161 or 800-794-9389
Garden City Market Info	620-275-9772
Dighton Market Info	620-397-6068

## Petroleum

Garden City Petroleum Office	620-276-8301 or 866-676-2440
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## Crop Production

Lowe Crop Production	620-277-2230 or 800-972-9842
Dighton Crop Production	620-397-2437

## Elevators

Amy Elevator	620-397-2339
Alamota Elevator	620-397-5688
Charleston Elevator	620-335-5165
Deerfield Elevator	620-426-7661
Dighton Elevator/Office	620-397-5343 or 800-254-6983
Friend Elevator	620-276-6692
Gano Elevator	620-275-1222
Garden City A Elevator	620-276-3366
Garden City B Elevator	620-276-3118
Hickok Elevator	620-356-2233
Lakin Elevator	620-355-6341
Lowe Elevator & Fertilizer	620-277-2230
Milepost Elevator	620-356-2460
Pierceville Elevator	620-275-6480 or 620-335-5126
Shields Elevator	620-397-5520
Tennis Elevator	620-276-7973
Ulysses Elevator/Office	620-356-1219 or 800-242-9754
Wolf Elevator	620-426-8446

# Garden City Co-op, Inc.

"Moving Forward Together"

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

## WHITE WHEAT

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

## 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.



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)

Holly at 356-1219 (Ulysses)  
(Must have Text Messaging capabilities with your cellular provider)



## Petroleum Update

*Pete Maestas, Petroleum Manager*

Wheat harvest is only a few weeks away and it's time for everything to start happening all at once again. I would like to remind everyone that with harvest approaching, it's a good time to get your fuel tanks filled up. With diesel demand up this time of year along with more people traveling, one can usually see fuel prices increasing throughout the rest of the season. One other thing to consider is changing filters on your pumping equipment. Fuel filters can begin to deteriorate after long periods of time which allows unwanted contaminants to go straight into your farm equipment. We carry fuel pumps and filters as well as hoses and nozzles. The Garden City Co-op Petroleum Department now has irrigation batteries in stock with many different sizes available.

Lubricant prices continue to be on the rise with most companies announcing 10 to 12 percent increases within the last couple of weeks. That will cause many products to be increased by as much as one dollar per gallon. With that in mind, now would be a good time to stock up on oil and greases to get through harvest. Stop by our office at 7th & Fulton to get registered for the 2010 Polaris 4-wheeler to be given away.

If you have any questions or concerns about fuel or lubricant needs, stop by our office or give us a call. Our office number is 620-276-8301; Pete's cell 620-271-7622 or Brent's cell 620-272-7296. From everyone at the Garden City Co-op, we thank you for your business and have a safe and bountiful harvest.

## SAFETY DIVISION UPDATE

*Kirby Bradley, Safety Director*

Wheat harvest is upon us once again and for the most part, it looks like it could be another good (maybe great) harvest. The fall harvest crops are in the ground or soon will be and the crops that are already emerged look very good, at least so far. Post emerge fertilizer and chemical applications are being implemented and will continue for awhile. Irrigation is cranked up to full speed on the irrigated crops. All of these activities require fuel and lubricants to "get 'er done", and it takes transportation to get the inputs to the growers and to get the harvested crop to the bin. Sound familiar? Do any of these activities sound like a business we might be familiar with?

Right now is one of the busiest times of the year, if not the busiest, for our Co-op and every division of our Co-op is involved. Everyone has multiple irons in the fire, running in various directions, and at times it feels and looks almost chaotic. Sometimes it IS chaotic. When things get nuts like this, accidents and injuries are just hiding in the background waiting to happen. So what can we do to prevent them from jumping out and grabbing us? In a nutshell, be alert and be prepared. Whenever there are this many people, this much traffic and equipment, and so much activity occurring in such a small timeframe and in a limited geographical environment, it's tough to think about the things that could cause an accident or injury and how to prevent them. That is exactly why we need to make a determined effort to pay attention, stay alert, and watch for the things that could cause harm to us, our fellow employees, our patrons, and anyone else involved in this whirlwind that happens pretty much every year about this time. It's hard to step back, slow down, and pay attention to our surroundings when it is this busy, but that is exactly what we need to do. Don't take those shortcuts that could save you a couple of minutes but could expose you to a hazard or other dangerous situation. If it takes a few extra minutes to get a job completed safely, it's just going to have to take a few more minutes.

Another thing we all can do is look out for our fellow workers, whether it's at the Co-op or on the farm. If someone you are working with or around is at full speed and not paying attention to their surrounding environment, it's OK to say something to them and remind them to be careful. On the other end of the spectrum, if someone appears fatigued or "out of it", talk to them about it. They may have been working too hard and exhausted themselves and might need a break or a few extra hours rest to catch up. Whatever the case, whether it's hurry, hurry, hurry or I'm too tired to move, this is when accidents are going to happen. As stated earlier, be alert and watch for these type of instances and be prepared to do or say something to remind others to pay attention to their surroundings and the possible dangers of what they are doing. It could prevent an accident or injury from happening to them or to those around them, including you and me. We all want to go home healthy and in one piece. Let's BE SAFE out there!

## Cenex Total Protection Plan Warranty Program



**This Warranty Can Help You  
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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.

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

### Garden City Co-op Handles the Following Seeds:



# Working Safely

This upcoming wheat harvest will be our first harvest since the tragic loss of a friend and employee at the Amy Elevator. We have completed the OSHA investigation and settled on our fines and changes necessary to try to prevent something like that from happening again. It is a reflection of the quality of our safety program that we were found to have only three serious violations and fines of \$15,000. That is many times smaller than other grain handlers in the High Plains that also had fatalities in the past year. There is nothing to celebrate here though. Our safety programs goals are specifically designed so Co-op employees work safely first and foremost. We also intend to comply with the law but that is not the main emphasis.

Since the tragedy last harvest, we have done much soul searching. We have tried to understand the psychology of someone putting themselves or others at risk so we can better prevent it. It is a difficult concept to grasp. It is made even more difficult when, if we are honest with ourselves, we have all taken chances that don't make sense after the fact.

One contributor to working unsafely on the farm or in the elevator is the pressure of harvest season. It is a time of bountiful celebration that we look forward to all year. It is also a time of fatigue, pressure and conflict that can make us react differently than we normally would. No one involved in the harvest process is immune from that pressure or emotion. It's not anyone's fault, it is just part of it. We may be unable to change it but tragic things happen if we don't acknowledge and deal with it.

We have made several changes to better deal with that pressure. We have added supervisory positions to our grain division and made bin entries a more thoughtful process. We have trained and trained. We have added to our safety department so we have the manpower to verify and audit our procedures to make sure they are followed.

We have also asked you farmers to be a part of helping your employees here at the Co-op to be safe. You may have seen the new signs at our locations that say, *"Please don't ask me to work unsafely, I want to be here to serve you tomorrow."* It was our safety committee's suggestion to communicate our concern to you. I think it is a positive way to say that we work for you, we care about the pressure you are under and we want to help. We just have to be thoughtful and careful about how we do it.

In at least one instance, the new sign was received poorly. It happened in Dighton and is completely understandable. The concerned person thought that we were trying to blame the tragedy last Fall on pressure from a farmer. I can see that a person hurting from the loss of a friend would be upset at us trying to shift



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

blame to someone not responsible. That was never our intent. The board and I understand that the root cause of that tragedy was not outside pressure.

We have to acknowledge that the frustration of getting the job done can bleed over to others. We are asked from time to time to do things outside our safety policy by customers. These signs put people on notice that we expect people on the Co-op properties to be safe. If not, they will have to leave. That includes managers and board members. That includes employees and customers. That includes truck drivers and millwrights.

I hope you will see these signs and our commitment to safety as a positive thing for your Co-op to do. I hope you will also be committed to safety on your farms during the harvest season. We have a saying here, "Everything we do is important; nothing is worth not going home tonight."



**P.O. Box 838**  
**106 N. 6th St.**  
**Garden City, KS 67846**  
**(620)275-6161**

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