



# Western Farmer

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

## **FEATURES**

**July/September 2006**



### **COVER STORY**

**2006 Fall Harvest**

**2 - 3**

**New Manager for Dighton Station  
GC Co-op Helps Drivers Step Up  
To Cleaner Diesel Fuel  
Alltel**

**4 - 5**

**Gray Leaf Spot in Corn  
Country Corner Pumps  
Phone Listing**

**6 - 7**

**Corn & Milo Discount Schedule  
Weed Control for Winter Wheat  
Weed Control**

**8 - 9**

**NH3 Application Program  
For Sale  
Stacked Corn Traits Comparison**

**10**

**General Manager's Editorial  
How Is Running a Farm Like  
FedEx?**

## **2006 Fall Harvest**

*Ken Jameson, V.P. Grain Division*

The 2006 Fall Harvest is fast approaching and prospects on the size of the crop vary greatly, closely following the summer rain patterns. Over our entire trade territory, it looks like this fall's harvest could be slightly smaller than last year's, but you never really know what you have until the combine is in the field.

We began emptying the elevators shortly after wheat harvest ended, but due to railroad logistics, the process hasn't gone as quickly as we wanted. We could still be loading wheat out of some of the elevators when harvest starts but our goal is to handle everything you want to deliver to us and we will make it as efficient as possible.

Our shrink and drying schedules for all grains remain unchanged from last year. A copy is included in this Western Farmer and it can also be found on our website.

Our grain handling locations will remain unchanged from last year's for fall crops. Elevators receiving corn will be Garden City, Deerfield, Wolf, Lowe, Gano, Pierceville, Charleston, Amy, Dighton, Shields, Utica, Hickok, Ulysses, Milepost, and Lakin. Maximum moisture received is on an elevator by elevator basis depending on their situation, so check with the elevator before delivering. All elevators will receive milo, and again, moisture maximums will depend on each elevator's situation. Elevators receiving soybeans will be Garden City, Deerfield, Wolf, Tennis, Charleston, Dighton, Hickok, Ulysses, and Lakin, with the maximum moisture 13%. If one elevator cannot handle a particular load, check with us because we probably can at one of the other locations. It just takes a little communication on both our parts.

We will be receiving Nu-Sun sunflowers only at Friend, Dighton, and Ulysses. Each load will stand on its own except for the oil premium or discount where we will use a three load composite sample. Our discount-premium schedule will be the same as the Northern Sun's plant in Goodland, Kansas. Maximum moisture we will receive will be 10%, no exceptions, so do not cut a truck load sample. We will require all sunflowers to be sold by March 31, 2007 because we will need the space for wheat harvest.

Changes continue to be made to our website and we have received lots of positive comments, so if you haven't been out there lately, check it out at [www.gccoop.com](http://www.gccoop.com). It continues to be a work in progress, so if you have suggestions, we would be glad to hear them.

Harvest is always a pressure filled time for everyone involved but we want to remind you to take the time to do whatever the job is safely. No crop is worth a life or limb and we see you as friend, not just a customer, and we want to see you walk thru our office doors for years to come. We appreciate your business and know it is something we have to earn everyday.

## New Manager For Dighton Station

*Dighton Herald*

Jeff Berning is the new face at the Garden City Co-op Station in Dighton. He was hired to manage the station about a month ago and comes from Garden City. "The first week here, I wondered what I got myself into," says Berning, "but the people here are a great bunch to work with." Jeff formerly worked for Performix as a field representative so this is a whole new experience for him, but comes at a time when he needed a 'change' and he is very enthusiastic about this challenge. You won't find Jeff behind a desk, buried in paperwork because he is what he refers to as a working manager. He'll, most likely, be right along with his staff in the back working on vehicles.

"I couldn't do this job without this crew," Jeff claims and he wants to give the credit where it is due. Jon Coleman has 26 years experience; Belinda Martindale has been with the Co-op for 10 years; Perry Wilkinson-9 years; Chris Terhune-6 years; Mark Hemel-2 years; and TJ Baczowski is the rookie with 8 months on the job.

Jeff grew up in Marienthal so he knows about the concerns of a small community. He wants our community to know that "we're not going to close the doors tomorrow and go home, we are here to help and develop this station into something bigger and better." "We want to do everything we can to serve the community." If you are not sure about a service need, Jeff urges you to call or come by and see if your local Garden City Co-op Station can provide it for you.

Jeff has brought with him, a unique display of oil containers from the 40's; a calibration pail from the 50's; a bulk oil storage pump system from the 40's and the current storage system for bulk oil. If you haven't already seen this display, you might stop by and see if you recognize any of the items. They also dug out some pictures of how the station has looked through the years and they are also on display now. This display has already generated some great conversations from those who 'remember when'.

Jeff's wife, Becky, works at Dr. Fry's office in Garden City, where they will continue to reside.



*Left of tires and around: Jeff Berning, TJ Baczowski, Perry Wilkinson, Mark Hemel, Jon Coleman, Chris Terhune, and Belinda Martindale.*

## GARDEN CITY CO-OP GRAIN DIVISION



*The Garden City Co-op, Inc. Grain Division is ready to serve your harvest needs.*

## Garden City Co-op Helps Drivers Step Up To Cleaner Diesel Fuel



The Garden City Co-op, Inc. is proud to announce that it has begun carrying ultra-low sulfur diesel (ULSD) fuel at all of its locations. The ULSD fuel, which meets new standards established by the Clean Air Act, is dramatically better for the environment than typical diesel fuel.

Starting with 2007 models, engines in new diesel road rigs must meet new federal emission standards requiring use of ultra-low sulfur fuel (containing a maximum of 15 ppm sulfur) rather than low sulfur fuel (containing a maximum of 500 ppm sulfur). Although ULSD is required only for new vehicles, it is recommended for all vehicles. Eventually, refineries will convert completely and ULSD will be the only diesel produced; in the meantime, drivers are advised to carefully read pump signs because multiple types of diesel fuel will be sold.

Garden City Co-op employees will be assisting fleet operators and independent drivers during the transition to ULSD. Our employees will be working closely with the refined fuels experts at CHS, owner of the Cenex® brand and one of the first U.S. refiners to begin producing ULSD.

To combat concerns about the reduced lubricity of ULSD fuel, the CHS energy team recommends using Cenex Roadmaster XL® ULSD premium highway diesel fuel, which contains a lubricity enhancer and other special additives for increased stability and enhanced engine protection.

### Garden City Co-op, Inc. Petroleum Division

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

### 10% Ethanol Blended is available at:

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

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# Gray Leaf Spot in Corn

*Fred Fisher, Agronomist, Crop Profit\$*

A disease of increasing importance in corn is Gray Leaf Spot. In 2006, this disease has been prevalent in most cornfields across western Kansas. This foliar leaf disease is favored by cool and wet weather. The first half of the 2006 growing season was anything but cool and wet but as we approach harvest, this disease has impacted plant health in numerous fields. Yield reduction associated with this disease will be both direct and indirect. The direct yield reduction that occurs is the loss of leaf surface area at critical development stages in the crop. It works similar to hail defoliation. If this leaf injury occurs at pollination, yield reduction will be substantial. If the leaf loss is delayed into later growth stages of the crop, yield reduction will be minor. The indirect loss that can occur from this disease is the impact it has on plant health at maturity of the crop. As leaves are lost prior to maturity, corn plants tend to die prematurely and stalk rot becomes an indirect loss attributed to this foliar disease. Other factors are likely important in pre-disposing a cornfield to stalk rot as well. With any disease, the goal should be to reduce the impact it will have on the crop. Totally eliminating Gray Leaf Spot is not realistic.

#1 – Crop Rotation – The inoculum for the disease is carried on the residue from the previous crop. Development starts early in the season with lesions forming on the lowest leaves and moving higher up the plants as the season progresses. First year corn will be typically infected later into the season as spores blow in from neighboring corn fields or are deposited in fields with rainfall. Although the disease can be commonly found in first year corn fields at the present time, most will experience very little yield reduction and appear to have much better plant health going into harvest

#2 – Hybrid Selection – Although there are differences in hybrid resistance to this disease, no corn hybrids are immune. When choosing a corn hybrid for 2007 one with at least better than average resistance should be selected for your continuous cornfields.

#3 Tillage – Since the inoculum for this disease is carried on the crop residue from the previous year, reduced tillage systems in theory favor development of Gray Leaf Spot. One would expect that no-till or strip till would predispose continuous corn to this problem. In the field, these tillage differences are seldom observed. Some research has shown that at least 90% of the residue from the previous crop must be destroyed to impact development of this disease in subsequent years. Even under conventional tillage systems, previous crop residue is not reduced to these levels. There are many other positive impacts associated with strip till or no-till systems and a grower should not make a shift back to conventional tillage in hopes of reducing the impacts from Gray Leaf Spot.

#4 Weather – Development of this disease is favored by cool and wet weather. In 2006 we saw this disease develop even as daytime highs approached 100 degrees. This occurred because within the crop canopy air temperatures are reduced and humidity is increased and even though it was 100 degrees outside the microclimate within the field near the base of the corn plants was modified to levels that were favorable for disease development. This was most noticeable on 20-inch rows where crop canopies tend to be denser.

#5 Chemical Control – In fields where crop rotation is not an option and heavy infestations occurred in 2006, the use of in crop fungicides will likely be necessary in 2007. There are several to choose from but most need to be applied prior to the brown silk growth stage. Decisions on treatment need to be based on yield potential of the crop, previous field history with this disease, forecasted short-term weather and hybrid resistance.



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Phone 620-397-5343



## Country Corner Diesel & Gas Pumps

Early to Mid-October, we will be installing new diesel and gas pumps at Country Corner East. This will speed up your filling process. There may be some down-time when this takes place. We are sorry for any inconvenience this may cause you.

## Garden City Co-op, Inc. Moving Forward Together



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
G.C. Bulk Plant (propane bottles)	620-276-8903
Country Corner East	620-276-3923
Dighton Station	620-397-5311

### Crop Production

Lowe Crop Production	620-277-2230 or 800-972-9842
Dighton Crop Production	620-397-2437
Western Ag Chemical	620-275-1079

### Elevators

Amy Elevator	620-397-2339
Alamota Elevator	620-397-5688
Arnold Elevator	785-731-2462
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
Utica Elevator/Office	785-391-2336 or 785-391-2356
Wolf Elevator	620-426-8446

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

2005-2006

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Ken Jameson - V.P. Grain  
Barry Brant - V.P. Crop Production  
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## Nu-Sun Sunflowers

We will be receiving Nu-Sun Sunflowers only at our Friend, Dighton, and Ulysses locations.



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

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

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Garden City Co-op, Inc.  
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(620-275-6161)

# GARDEN CITY CO-OP, INC.

## 2006 CORN & MILO

### DISCOUNT SCHEDULE

### As of 9-1-2006

DISCOUNT SCHEDULE AT TIME OF SALE TO PREVAIL

\*\*\* SUBJECT TO CHANGE WITHOUT NOTICE\*\*\*

#### CORN

Shrinkage will apply to each load.

1.3% to 15.5

<u>Moisture</u>	<u>Drying Cost Per Bu. Dry Base</u>
15.51 - 15.75	.0075
15.76 - 16.00	
16.01 - 16.25	.015
16.26 - 16.50	
16.51 - 16.75	.02
16.76 - 17.00	
17.01 - 17.25	.025
17.26 - 17.50	
17.51 - 17.75	.035
17.76 - 18.00	
18.01 - 18.25	.045
18.26 - 18.50	
18.51 - 18.75	.06
18.76 - 19.00	
19.01 - 19.25	.0775
19.26 - 19.50	
19.51 - 19.75	.095
19.76 - 20.00	
20.01 - 20.25	.1125
20.26 - 20.50	
20.51 - 20.75	.13
20.76 - 21.00	
21.01 - 21.25	.1475
21.26 - 21.50	
21.51 - 21.75	.1675
21.76 - 22.00	
22.01 - 22.25	.1875
22.26 - 22.50	
22.51 - 22.75	.2075
22.76 - 23.00	

Above 23.00 - 2 cents bu. per 1/2 pt. moisture.

**23% moisture top limit on corn.**

**18% moisture top limit on milo.**

**(Each individual elevator's circumstances can warrant changes in these limits).**

#### MILO

Shrinkage will apply to each load.

1.2% to 14.0

<u>Moisture</u>	<u>Drying Cost per Bu.</u>
14.00	-0-
14.01 - 14.25	
14.26 - 14.50	-0-
14.51 - 14.75	
14.76 - 15.00	
15.01 - 15.25	.025 bu.
15.26 - 15.50	
15.51 - 15.75	.03
15.76 - 16.00	
16.01 - 16.25	.0375
16.26 - 16.50	
16.51 - 16.75	.045
16.76 - 17.00	
17.01 - 17.25	.055
17.26 - 17.50	
17.51 - 17.75	.065
17.76 - 18.00	

Above 18.00 - 1 cent bu. per 1/2 pt. moisture.

#### Test Weight Discount: CORN

1 cent bu. each # below 55# if 15 moisture or less

1 cent bu. each # below 54# if 15-20 moisture or less

1 cent bu. each # below 53 if 20-25 moisture or less

1 cent bu. each # below 52 if 25% or higher

5 cents bu. each # below 50# if 15 moisture or less

#### Test Weight Discount: MILO

1 cent bu. each lb. below 55 to 50

5 cents bu. each lb. below 50

6 cents bu. - Weevil discount on Milo & Corn

6 cents bu. - Musty discount on Milo & Corn

6 cents bu. - Sour discount on Milo & Corn

Test weights on both milo and corn will be averaged.

## Fall Weed Control For Winter Wheat

Dallas Peterson, Weed Management Specialist  
dpeterso@ksu.edu

Herbicide options for fall control of winter annual bromes in wheat. Cheat, downy brome, and Japanese brome are the most common winter annual bromes in wheat in Kansas. These weedy grasses can be a significant problem in continuous wheat, especially in reduced-till or no-till situations. The best control option for all of these grasses, along with feral rye, Italian ryegrass, and jointed goatgrass, is crop rotation. Deep tillage can also be effective. But these practices are not always possible. Herbicides can be used effectively where crop rotation and deep tillage are not being used.

The main herbicides available for control of one or more of these grasses are Beyond (and Clearmax), Finesse Grass and Broadleaf, Maverick, Olympus, and Olympus Flex. Each of these herbicides is most effective when applied early postemergence in the fall. All of these herbicides except Beyond/Clearmax should be applied after the wheat has reached the 3-leaf stage. With Beyond/Clearmax, wait until the wheat has started to tiller.

Note: Beyond and Clearmax can only be used on Clearfield wheat varieties. These herbicides will cause significant injury to conventional, non-Clearfield varieties.

Liquid nitrogen can be used in the carrier with all of these herbicides, but should be limited to no more than 30 lbs/acre, in a 50 percent blend with water. NIS should be added at 0.25 percent v/v.

Monsanto tends to discourage the use of liquid N with Maverick, primarily due to concerns about increased foliar burn to wheat and reduced forage production as a result. Bayer, DuPont, and BASF do not actively discourage the use of liquid N with their herbicides.

For cheat and Japanese brome control, all of these herbicides are very good to excellent if applied in the fall. For spring applications, Olympus and Olympus Flex have generally provided the best control.

Downy brome is usually harder to control than cheat or Japanese brome with all of these herbicides. Fall applications almost always give better control than spring treatments. Beyond and Clearmax are generally the most effective for downy brome control. Olympus Flex is slightly more effective than Olympus and Maverick, and Finesse Grass and Broadleaf is not very effective in controlling downy brome.

Where Italian ryegrass is a concern, Olympus Flex and Beyond/Clearmax give the best control, while the other herbicides only provide partial control. For feral rye (also called volunteer rye) and jointed goatgrass, Beyond/Clearmax is the only option. Beyond/Clearmax is usually very good for jointed goatgrass control, but less effective and consistent for rye control. Again, fall treatments usually work better than spring treatments.

The rotation restrictions on these products vary considerably. Beyond/Clearmax and Olympus Flex have the shorter restriction intervals, and Maverick the longest. Consult the labels or the 2006 K-State "Chemical Weed Control" (<http://www.oznet.ksu.edu/library/crps12/srp958.pdf>) publication for details. Finesse Grass and Broadleaf is a tankmix of Glean and Everest. Olympus Flex is a tankmix of Olympus and Osprey. Clearmax is a new co-pack of Beyond and MCPA.



## Weed Control

Curt Thompson, Southwest Area Crops & Soils Specialist  
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Pigweed and kochia control problems this spring in western Kansas. There were several reports this spring in western Kansas of problems in getting good control of pigweeds and kochia with glyphosate. We had similar problems at times in some of our research trials, even at the recommended label rate and a full load of AMS.

The reason for the poor control in this case was that the weeds were under drought stress at the time of application. When weeds are under drought stress, they can be hard to control with glyphosate and AMS. There have been no documented cases in this area of glyphosate-resistant pigweed or kochia.

When weeds are under drought stress, adding 2,4-D or dicamba to the glyphosate may improve control at times under western Kansas conditions. It also helps to use the full 1x rate of glyphosate, although there is no guarantee it will be effective. Even if some of the leaves seem to die back, glyphosate is not translocated well in a drought-stressed plant and the herbicide will not kill the entire plant in most cases. If a rain that occurs later on drought-stressed weeds that have been only marginally set back by glyphosate, the weeds will often have regrowth. A few weeks later, it may be hard to tell if the weeds were treated at all.

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Contact Info: Kirby Bradley  
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## Stacked

## TRAITS COMPARISON

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	\$12.00	\$ 6.00	\$12.00	\$12.00	\$12.00	\$ 6.00	\$ 6.00
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# How Is Running A Farm Like FedEx?

FedEx is now a verb. We FedEx a package even if we are sending it by UPS or the US Mail. Memphis has been the busiest cargo airport in the world for 14 years running. 94% of that title is due to FedEx's central hub and the 200 planes a night that descend with over a million packages to be sorted and reloaded. Since 1973, FedEx has become the largest private employer in Memphis, a city of 1 million. They are responsible for \$20 billion in regional sales and 166,000 jobs, one in four jobs in the region. Only 30,000 are employed by FedEx. The rest are employed by the ecosystem of warehouses, factories, trucking firms and offices nestled within the FedEx footprint.

The reason for all of the development is the logistical advantage of locating your business by their main hub. If you rely on FedEx to ship your product, on the west coast you must ship freight by 4:00 PM. In the Memphis area you still receive next day service with a drop off of 1:00 AM. How do you beat that advantage if you depend on manufacturing time and service response?

John Kasarda, the developer that hopes to mimic Memphis all over the Pacific Rim, says, "In the new world, individual companies do not compete, supply chains compete. Networks and systems compete." So how does this relate to your purchase of commodities to produce other commodities that are bulky and inexpensive per unit and certainly don't get shipped on FedEx? Am I suggesting that we will FedEx fuel or fertilizer or you can FedEx your grain in? Of course not.

We can learn from the supply chains of other businesses though. The FedEx revolution was brought about by a demand of the consumer and business customer that absolutely, positively needed it overnight. A distribution system was developed that wrung out inefficiencies and finally allowed true just in time inventory management even for home shopping. This efficiency of distribution outweighed manufacturing and raw material advantages and caused a mass relocation of businesses to Memphis.

This is the perfect example of what is happening at the Co-op and on your farm. Our history as well as yours has been one of negotiation. If we could buy ammonia \$5.00 per ton cheaper and you could clip us for a \$7.50 discount, you won, we placed second and the manufacturer lost. Next time it happened in reverse. We all individually won what the other lost in a zero sum game and vice versa.

Consolidation of manufacturers, supply chain commitments and relationships, relocation of supply and demand offshore, and lack of sufficient infrastructure have driven excess margins down to the point of non-negotiation. In the new world, size doesn't matter as much as whom you are connected to. Price variability will be largely driven by supply shortages and speculative buying. The price swings of 80 cents per bushel on unit train freight we experienced last Fall shadowed any couple cent premium that we may have been able to negotiate.



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

The question then becomes, "Which supply chain am I part of?" How does a farmer or a local Co-op survive in a world of extreme price and supply volatility? We do it as we always have, by linking closely together and staying **committed to our supply chain**. This involves a web of relationships with chemical and seed companies, WindRiver and other grain shippers and merchandisers and the refineries that we own through Cenex. It is exactly what our forefathers that created the co-operative system envisioned. It may be a very difficult time for the brokers and resellers that lived off the market inefficiency of the old system.

What a great opportunity you now may enjoy as owners of your own co-operative agribusiness supply chain. We are equally excited to work with you and capture the benefits of our many committed relationships. It is an exciting time to be in agriculture! We are glad to be here with you.

*(Information & statistics for this article came from several sources in Fast Company magazine and Harvard Business Review.)*



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