



# Western Farmer

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

## **FEATURES**

**August - September 2007**



### **COVER STORY**

**2007 Fall Harvest**

**2 - 3**

Crop Production Update  
Western Transport  
Western Cooperative Seed  
2007 Growing Season  
Soybean Discount Schedule

**4 - 5**

Get to Know Western Ag Chemical  
Ulysses Ag Inputs  
Corn & Milo Discount Schedules

**6 - 7**

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

**8-9**

Diesel Fuel is Diesel Fuel, Right?  
"Patron Access" - Now Available  
Sunflower Discount Schedule

**10**

General Manager's Editorial  
There When You Need Us

## **2007 Fall Harvest**

*Ken Jameson, V.P. Grain Division*

The 2007 Fall Harvest is fast approaching as Mother Nature's furnace pushes it along. As usual, the summer rain patterns will dictate the size of the crop but over our entire trade territory, it looks like this fall's harvest could be larger than last year's.

Making space for this fall's crops has been the most challenging we have ever seen. Between rail embargos at the gulf and a shortage of trucks, we are behind in getting the wheat shipped out. Now with the heat pushing harvest up on us, we have no doubts that we will still be shipping wheat during harvest. We have a plan in place to get the wheat out but it is very frustrating that the pace of movement is so slow. Our goal is to handle everything you want to deliver to us this fall but it will be a challenge to get everything under cover.

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, Arnold, Ransom, 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, Pierceville, 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.

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.

## Crop Production Update

Tim Giesick, V.P. Crop Production Division

Different day, same story! Fertilizer prices are heading towards all-time highs and several rumors of shortages. Urea and Uan prices remain strong in the market place. NH3 is still the best bang for the buck. Crop Production will be offering prepaids to lock in your NH3 needs this fall. With the rumored shortage of acid cars, 10-34-0 supplies will be short. We will be offering a program to lock in your needs thru 2008 planting season. We have a limited amount of tons at these prices, so first come first serve.

There have been a few changes within the Crop Production Division. Kary Smith will be pursuing other interests within the Garden City Co-op. Kirby Bradley will take over as Crop Production Manager. We have also added a new sales manager, Michael Kempke. He started his new position on July 15th. Also, Eric Follis joins the staff out at Lowe. I would like to take this opportunity to welcome all the new faces.

We have purchased more equipment at Lowe with the addition of 31 anhydrous tanks and 6 new pak-horses. We should be in great shape for the fall run. Some of the services that are provided by the Garden City Co-op Crop Production Division are:

Chemical Delivery	Fertilizer and Chemical Recommendations
Soil Sampling	Impregnation of Chemical to Dry Fertilizer
NH3 Tank Delivery	Fertilizer Blending (Liquid and Dry)
Liquid and Dry Application	Custom Wheat Seed and Fertilizer Blending
Custom NH3 Application	Liquid and Dry Fertilizer Delivery
Prompt Courteous Service	Field Evaluations by Trained Professionals

The employees of the Garden City Co-op remain committed to quality service with the customer always being number one. The agronomy staff at the Garden City Co-op is second to none.

## Western Transport

Kary Smith, Manager

The Garden City Co-op has always sought to provide the best possible service to it's member/customers. Keeping that in mind has caused us to look more closely at our supply chain process. There have been more challenges this past year in getting product in place than there has ever been in the past. We think that these challenges have become a normal part of doing business. The crews in all of our divisions have really gone the extra mile to get product to you, the customer.

To continue to bring you quality and timely service are among the reasons that the Garden City Co-op is getting into the transportation business. Western Transport is the newest division of the company. Whether it is fuel, lubricants, NH3, liquid fertilizer, dry fertilizer, seed, or chemical, Western Transport will be able to meet those needs. This new venture is designed to support our other departments and to keep your Co-op progressive and customer-minded. We should have a few trucks on the road late next month. We are in the process of gathering top-notch equipment and drivers. Having our own fleet of trucks will enable us to maintain better control over timing of product delivery from our suppliers to our various locations. Another bonus is that taking prompt delivery of product is often a factor in getting a better price, which also means an increased savings to the customer. We hope you share our excitement as we begin this new venture.



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)

# Western Cooperative Seed

Chris Irvin, Manager

First, I would like to start by thanking everyone for their business in 2007. If there is anything we can do to make your harvest go smoother, please let us know. For all side by sides and test plots, Western Cooperative Seed will have three weigh wagons available for use if customers want to retrieve yield data. Don't hesitate to give me a call and I will be more than happy to bring the wagon out to your field or just ride along in the combine. Riding along on the combine helps me in suggesting proper hybrid placements on a field to field basis. While harvesting this fall, if there is something that you like and/or dislike about any corn purchased from the Co-op, please give me a call so I can come out and take a look at it.

Western Cooperative Seed has over 30 plots of corn, sunflowers, soybeans and milo in 2007. Therefore, we will have a large quantity of yield data taken in our back yard. All of our Triple Stack (Roundup Ready, Corn Borer BT, and Rootworm BT) varieties are performing excellent, with 100% control on rootworms and Corn Borer. Please contact your local WCS representative to discuss the up and coming traits that will be released in the near future!

Alfalfa planting is here. WCS and Garden City Co-op have three top yielding alfalfa varieties in stock at the warehouse at Lowe. Depending on RFV and what market you are aiming for, we can make the best recommendation for your farm. Please call with any questions, and please have a safe and bountiful harvest. My cell phone number is (620) 271-8150.

## GARDEN CITY CO-OP, INC.

### 2007 SOYBEAN

#### DISCOUNT SCHEDULE

As of 9-1-2007

DISCOUNT SCHEDULE AT TIME OF SALE  
TO PREVAIL

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

#### SOYBEANS

Moisture: 13% Maximum

Test Load Shrink: For each tenth % over  
13.0% x .02% shrink

Example: 13.5% = 1.0% shrink

14.1% = 2.2% shrink

Test Weight:	T.W.	Discount
50 lb. minimum	54#	.005 bu.
	53#	.010 bu.
	52#	.015 bu.
	51#	.020 bu.

#### Foreign Material:

All foreign material over 1% expressed to nearest tenth of a percent will be deducted from gross weight.

Other Factors: Market Scale at time of sale.

## 2007 Growing Season

Fred Fisher, Agronomist, Crop Profit\$

The 2007 growing season has been like two completely different years. After encountering Iowa like weather for most of the season, we returned to reality with the heat, drought and violent storms of August.

By early July, Gray Leaf Spot infestations had started and with cool / wet conditions, this disease made rapid advancement. Most fields were sprayed with a fungicide and the disease was controlled for most of the month of July and early August. The heat hit about the time residual control from fungicide applications on this disease started to lapse.

By early August, the heat took over and continued to suppress further disease development. Unfortunately, this same heat encouraged development of Spider Mites. We encountered very rapid buildup of mite populations through the first 3 weeks of August and decisions on treatment were very difficult due to the maturity of the crop. Does it pay to treat for Spider Mites in Hard Dough to early dent corn? I wish there were a definitive answer to this question. Established economic thresholds for treatment of Spider Mites do not take into account the growth stage of the crop but common sense would say that the later in the season this problem occurs, the less impact it will have on yields. The goal in using miteicides is to maintain plant health through maturity. If spider mites get to the point where they are shutting corn plants down early, yield loss most certainly occurs. It doesn't really matter if it's disease, mites or moisture stress that causes this premature death. What follows is shriveled grain, inconsistent grain moisture, stalk rot and crop lodging.

The violent storms returned toward the end of August. In some cases this was just not hail but wind damage as well. Like the foliar disease and insect problems mentioned above, hail damage at later growth stages in a corn crop will have less impact on the final yields but yield loss occurs to some extent right up to harvest. Following is a late season hail defoliation chart. Numbers under each defoliation percentage estimate expected yield loss and different growth stages.

Defoliation Chart / Corn								
Growth Stage	30%	40%	50%	60%	70%	80%	90%	100%
	Defoliation	Defoliation	Defoliation	Defoliation	Defoliation	Defoliation	Defoliation	Defoliation
Early Dent	2%	5%	9%	13%	18%	23%	27%	32%
Full Dent	0%	3%	7%	10%	14%	17%	20%	24%
Nearly Mature	0%	2%	5%	7%	9%	12%	14%	16%
Mature	0%	0%	0%	0%	0%	0%	0%	0%



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

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

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



## Get to Know Western Ag Chemical

Kraig Lindsay, Manager

Here at Western Ag Chemical we are a young growing business. We have 2 summers under our belt here in Garden City. The Ulysses location has been up and running since January of this year. Our employees are all experienced in agriculture here in SW Kansas. We carry a full line of chemicals specializing in Agrisolutions products from Agrilience. Most purchases are picked up at the warehouses, but delivery is available within southwest Kansas.

Here in Garden City, we have two employees, Kraig Lindsay and Kevin Stimatze. In the Garden City warehouse we carry G-Max Lite, Charger Max ATZ Lite, Atrazine, 4 lb loaded Glyphosate, and 2-4,D LV6 in Bulk. Various packaged goods are also available in Garden City as well as chemical pumps, lawn and garden products, and multiple surfactants. The Garden City office and warehouse is located at 602 E. Fulton.

Darren Watson is in charge of the Ulysses office, and Doyle Yost is our sales and operations employee. Both are very knowledgeable. In our Ulysses warehouse we have G-Max Lite, Prowl H20, 4 lb loaded Glyphosate, Lumax, Expert, and Touchdown CT in Bulk. Many packaged goods are available at the Ulysses location. We also offer fertilizer in semi load quantities delivered to the farm. We offer 6000 gallon cone bottom tanks, and 1000 gallon liquid trailers in order to accommodate our customers. In Ulysses, we offer chemical application, dry and liquid fertilizer application, and custom NH3 application by the Garden City Co-op's big John Deere rigs. We offer NH3 trailers for farmer application at the Milepost location 5 miles west of Ulysses. The Ulysses office and warehouse is located at 501 S. Colorado at the Garden City Co-op Elevator.

John Lehnert is our southern area sales rep. He lives south of Liberal and covers the Oklahoma panhandle, and the southern tier of Kansas counties. John has an excellent background in agriculture. In the past, he has been a crop consultant with Collingwood and ADM in Plains, Kansas and Tyrone, Oklahoma. John handles deliveries in his area.

Both locations except Farm Plan, Visa, Mastercard, and personal checks. Extended terms Farm Plan are available.

## Ulysses Ag Inputs

Daron Cowan, Sales

We have finished the County Fairs and are looking forward to a awesome fall harvest. The Grant County Fair went extremely well and the Youth Livestock Auction brought in \$111,786.00 to the Youth of Grant County. We bought 6 animals at the Grant County Fair. We also bought 6 animals at the Kearny County Fair.

We are now set up with Keystone Automotive Operations and can get a wide variety of automotive acceseries and parts. If you are interested in ordering or seeing what we can get, give me a call or come by the Ulysses office.

We have become dual dealer for Land O'Lakes Purina Mills LLC. We can now get both Land O'Lakes and Purina Mills feed products.

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



We would like to encourage everyone to get topped off and be prepared for the up and coming Fall Harvest and to remember to have a safe & great Fall Harvest.



**Contact Us Today For Details!**



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 CORN & MILO DISCOUNT SCHEDULE

**As of 9-1-2007**

### 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).***

**13% maximum moisture on soybeans.**

#### **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.

# 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"

## Sunflowers

We will be receiving Nu-Sun Sunflowers at the following elevators:  
Friend, Dighton, and Ulysses.

## 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



# 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  
Kirby Bradley - 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







## Diesel Fuel is Diesel Fuel, Right?

*Pete Maestas, Petroleum Manager*

**WRONG!** Diesel fuels can vary widely by supplier. But a true premium diesel fuel, like Cenex® Ruby Fieldmaster® can increase both the performance and life of your diesel-powered equipment. You'll notice the difference -- more power, better fuel economy, less maintenance and reduced emissions for cleaner air. That's because Ruby Fieldmaster is specially formulated to meet the rugged demands of your business. It contains a high-quality base fuel and a complete, balanced additive package that work together to provide optimum engine performance. In rigorous lab and field tests against standard diesel fuels, Ruby Fieldmaster has been proven to:

- Reduce Fuel Costs -- Advanced detergents provide up to 5% better fuel efficiency.
- Protect your Engine -- 10-15% better lubricity than standard #2 diesel reduces wear and maintenance.
- Maximize Power -- Enjoy up to 4.5% more for pulling long hauls.
- Promote quicker, more fuel efficient starts!

Plus, Ruby Fieldmaster is blended with soy biodiesel -- a lubricity enhancer and clean-burning alternative fuel made from domestically-grown soybeans. It protects the moving parts in your engine better than any other fuel on the market.

*(For agriculture equipment only).*

Cenex is so confident in this premium product that it's backed by an iron-clad guarantee. If you're using Ruby Fieldmaster and anything goes wrong with your equipment -- old or new -- parts covered by the warranty will be replaced free of charge. That's an offer you won't find with any other diesel fuel.

Your equipment is worth protecting. At Garden City Co-op, Inc., we'll ensure superior protection and engine performance every day when you use Ruby Fieldmaster. It's simply the best premium diesel on the market today.

Contact us at 620-276-8301 or visit us at 6th & Fulton. Cenex® is a brand of CHS. © 2007 CHS Inc.

**"Moving Forward Together"**

## Garden City Co-op, Inc.

**Moving Forward Together**

See the experts at the Lowe Fertilizer Plant & Dighton Crop Production Division for all your Crop Production Needs.

**Lowe Fertilizer Plant  
620-277-2230  
Dighton Crop Production  
620-397-2437**



**+ Committed To Your  
Pets' Health**

NOTHING IS MORE IMPORTANT  
TO NESTLÉ PURINA PETCARE  
COMPANY THAN THE HEALTH  
AND WELL-BEING OF YOUR PET.



## 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



## There When You Need Us

Cont. From Page 10

and one we have all been waiting for. None the less, in the heat of harvest we will be stretched to have everything cleaned out and be as timely as we would like. We are investing in new storage at WindRiver to help. The WindRiver group and our grain division are doing everything possible to prepare. Thank you for your patience and commitment to your Co-op through the harvest season. Remember to be safe.

## You Will Be Sorry If You Didn't

This year is shaping up to be a record year in profits at the Garden City Co-op. In fact, a new record by a long way. It is so good, I wouldn't dream of sharing it with you until the Annual Meeting in November. Record earning at a Co-op bring record patronage and equity retirements. If you did lots of business with us this year, you are going to love this Annual Meeting and then the fun really begins when the checks come out in January. If you didn't do most of your business with us, I'm sorry (but I told you so last year in this column). Maybe a good, new fiscal year resolution beginning September 1, 2007 would be to do more business with the Garden City Co-op this next year. I don't want to tell you "I told you so" again next year.

Thank you for your support of your Co-op. Please thank one of our employees for the great job they are doing. We are here to help and we know there will be plenty to do over the next couple of months.

## 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)

## "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 Cathy or Jeff at 620-275-6161.

## GARDEN CITY CO-OP, INC.

### 2007 SUNFLOWER

### DISCOUNT SCHEDULE

As of 9-1-2007

### DISCOUNT SCHEDULE AT TIME OF SALE TO PREVAIL

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

#### SUNFLOWERS

Nu-Sun Sunflower Discount Schedule

Moisture Shrink Discount

2% of contract price for each 1% over 10% to 12%

4% of contract price for each 1% over 12% - up

Moisture over 12.0% subject to rejection

Test Weight Discount

1% of contract price for each 0.5 lb. under 25.0

Foreign Material Discount

0.00% - 20.00% - 1% of gross weight for each 1.0%

10.0% and above - subject to rejection

Damage - Subject to market factors at time of sale.

Oil Content Premium or Discount

Subject to market factors at time of sale.

40% oil base - no premium or discount.

3 load composite sample.

Subject to official grade.

**Sunflowers must be sold by March 31st  
to make room for wheat harvest.**

## There When You Need Us

The Garden City Co-op is buying trucks. There is only one reason and that is; it is becoming extremely difficult for us to be there when we said we would be. I have written in this newsletter at length about the new world of Just-in-Time Inventory, fertilizer and fuel outages and too much demand on our thinly stretched infra-structure. Those issues have finally come home to rest.

It was only through the heroic efforts of our hard working employees that we have maintained our high level of service through this spring and summer. I don't think there were many instances that we were not there in time, but there were plenty of stories of us pulling up just as you reached the end of the field. That is why we are so proud of the people that work so hard to serve you.

We have not had to be in the trucking business in recent years because we were able to find sufficient transportation. That allowed us to focus on the products and services you need to be successful. We no longer have that luxury. The new challenge will be to stay focused **and** improve our service.

To make sure our divisions maintain that focus, we are consolidating the transportation needs of each of our divisions into a new company called Western Transport. It will be a Division of Country Corner, Inc., a wholly owned subsidiary of the Garden City Co-op. This will allow us many advantages to spread our costs over non-member business and ultimately become a big contributor to our patronage stream. This will be accomplished by making our petroleum, agronomy and grain the lowest cost, most reliable supplier. All of this will be good news to you as farmers and members of the Co-op.

Kary Smith, formerly Crop Production Manager at Lowe, will be the Manager of Western Transport. Kary comes with a background in the trucking industry and an understanding of our operations in each of the divisions. I am excited to report that Kary will be searching for the best drivers and acquiring the best equipment to make sure we live up to these commitments we are making to you.

The division will require a large investment. The management team and board have worked very hard to understand all of the intricacies of the investment, financing, tax management, and effect on patronage this decision brings. That was compared with the more reliable service and we are convinced it is a win – win. We are most concerned about getting started in a timely enough manner, so Kary is working very hard.



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

### **Lots of Grain and More Coming In**

The big wheat harvest was wonderful. We had a great harvest everywhere, ranking in the top four when all of our elevator history is added together. We were especially happy to set records at each of the Ulysses elevators as the best harvest they ever had. It was "ABOUT TIME" for most of Western Kansas. The other surprise was having a bin buster harvest matched with record prices. Often you don't get either, sometimes one or the other, but never both good yield and good prices at the same time.

Now we are focusing on preparing for your big fall harvest and transportation is the issue there also. No trucks and no trains and not enough storage. It is a great problem

**Cont. on Page 9**



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

PRESORTED  
STANDARD  
U.S. POSTAGE PAID  
GARDEN CITY, KS  
PERMIT NO. 102