

June 2013

General Manager's notes

By Jerald Ratliff

Spring is here and summer is just around the corner. As business goes here at Central Plains Co-op spring time is one of the busy seasons. This spring has not been an exception lots for fertilizer moving, spraying on herbicides, breakdowns, shipping grain, and moving and treating seed. That of course is a good thing.

Add on another job during our spring busy season and that is the end of our fiscal year. I do have to say we have come a long way since the beginning of Central Plains Co-op in preparing for audit. This year seemed to be our best, so far, for audit preparation. Just want to say a big thank you to all of the employees for mak-

ing that possible. It takes lots of work throughout the year and in the final weeks for audit preparation. We had a very successful year even though we suffered through a drought. The numbers are not ready for publication, as of this writing, but will be ready in a few weeks. The annual meeting will be held in August as usual you will get a notice if you are a voting member.

All of the facilities are preparing for harvest. We have a little work to do in Cedar on the aeration in the flat storage. The rest of the preparation is the maintenance that needs to be done on a yearly basis. The storage situation is in good shape for all location. We should have adequate room to store all of your grain. We will be offering competitive bids for you grain and

General Manager's notes continued on page 2

Welcome to our summer agronomy intern, Emily Clark from Iola, KS. She is a junior at Kansas State University studying agronomy.

Emily will be able to do some soil sampling for you, as well as make recommendations. Pictured on the far right is Emily being educated on the procedure for tissue sample by a Winfield representative.



offer deferred payment just to mention a couple. Hope you have a great and safe harvest. Remember Central Plains Co-op is here to serve you.

We are fortunate to have a summer agronomy intern this summer. Her name is Emily Clark and she is from Iola, KS. She is a junior at Kansas State University and of course she is studying agronomy. She is of course available to answer those agronomy questions, and would have some outstanding resources to draw from. She would do some soil sampling for you

as well as make recommendations. One area that we will be concentrating on is tissue sampling. This tool would be advantages for you to take part in. Emily will take samples throughout the growth stage of the plant and analyze them for what nutrients it is taking up and what nutrients the plant would be lacking. I would recommend you get in contact with Emily at the seed warehouse to help make your farming operation more profitable.

Have a safe and profitable harvest. Jerald CPC

Central Plains Co-op supports local FFA Chapters

Keystone Wire Productions did a promotion for local FFA Chapters. For every spool of Red Brand Barbed Wire that Central Plains Co-op sold, one dollar was donated by Keystone Wire Productions to the

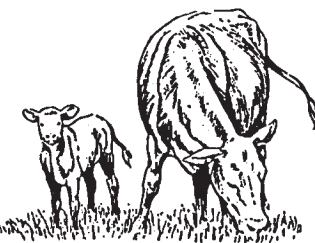
local FFA Chapters. Pictured below is Jerald Ratliff, Central Plains General Manager, presenting checks to the Thunders Ridge FFA Chapter from Kensington, and to the Smith Center FFA Chapter.



Feeding Facts

By Curtis Beach

It has been an interesting feeding season, in some instances we are still feeding.



Whether it be cows in the dry lot or heifers we have carried over or any other animals that stayed with us this past year. Every year is different and has a new set of challenges and opportunities. Any one that weaned early and saved all the grass they could last year got off to a reasonable start this year. Some however did not have the luxury of being able to conserve what little grass they had, so we are behind already. We keep saying that we can wean early and save both grass and cow condition. I keep hearing nay sayers in the back ground questioning whether we can wean in 100 degree heat and dust. We wean then and get them gaining not only faster and with less feed, but also save cow condition and grass. The corn crop in some parts of the U.S. is off to a very good start and it looks as though feed grains will be a little less money this year which should help our cost of gains even more. The rations we have in place are formulated for calves that are weaned early so the nutrition will get them off to a good start.

The first step should be to creep feed if at all possible... This will get the calf used to eating and will save a little grass. We have two great creep programs for the cattleman. The high fiber creep pellets especially formulated to provide balanced nutrition and safety for the small calf with a lot of growing potential. Use this as a first step to get them into the creep feeder and adjusted to other feed. Then when consumption get to 5# and above we like a grain based creep with consumption control. It pays in so many ways, but particularly is a year where we are trying to catch up on grass and early wean.

The other subject for today is forage. I get a lot of questions asked about what forage to plant. The questions you have to ask yourself is how am I going to harvest the forage? Will I be able to let the cows and calves eat it, or will I swath and bale or chop and put in the silo? Also, do I want just a lot of tons or do I want a lot of nutrients with as many tons as possible. Denton has a lot of really good info that he would be more than happy to share with you. We have run a number of tests on nutrient quality for different forages and are well pleased with the outcome. Not only good tonnage for the conditions but very good nutrient quality. That is what we are promoting as always is nutrient quality first and tonnage that can get us through the tough times....There may also be opportunities with some fall planted cover crops, or forages that offer fall

grazing for the cow or the calf which are showing good profit potential. We can help with supplemental protein tubs to help with balancing nutrition as well.

We look forward to another feeding season filled with challenges and opportunities. Give us a call t the office or my cell phone if you have a question or a comment. CPC



Notes from Cedar

What a difference a year makes I know it seems that we say that every year. I think most people would agree with me that they would take this year's weather over last year's. I know a little more rain and a little less wind would be nice but I have yet to hear anyone complain about the temperatures. It's kind of hard to believe that the year is almost half way over and that means wheat harvest is coming up fast. It will be interesting to see how the wheat does the fields seem to vary a great deal in their condition. We are set to have plenty of room for harvest no matter the turn out. I have great news for those of you who hate dumping in the auger during wheat harvest we will not have to fill those bins this year cause they are still full with last year's wheat.

We are stocked up and ready to go with creep feed this year. The price of creep feed hasn't come down much this year and will probably go up some over the summer. We have six feeders on hand to rent out down here. We also have several different options available for fly control in your herd. They are the Crystalyx IGR Max tubs, Stockmaster Sweet Phos 12 w/ altosid, and we also have mineral feeders that come with a cover that applies the pesticide on cattle when they eat from the feeder.

There has been a great demand for fencing supplies and chemical for spraying thisles; so, we may be low on stock when you come in. We are doing our best to keep stocked up. Don't forget to check our merchandise we might have something you normally drive to Athol or Smith Center for. Thank you for your business we appreciate it! CPC

— **Bill and Neil**

From the Seed Warehouse

By Denton Lehmann

On this cool afternoon for the first day of June, I want to let you



From the Seed Warehouse continued on page 4

From the Seed Warehouse continued from page 3

all know where our Test Plots will be located this year. A very big Thank You to David Sasse for allowing me to put out Central Plains Coop Plots on his ground, Thank You David. We are planting a Corn, Soybean and Sorghum plot this year. As of today we have planted the Corn and Soybean plot, Soybean plot was planted first, on May 11th and the Corn plot was planted on May 18th. We are planning on planting the sorghum next week. The location of the Corn plot is a ½ mile south of Hwy 36 on L Road west side of Road. In this plot we have three different plots, a Dekalb 100 to 114 day length, a Dekalb DoughtGard 97 to 113 day length and a Croplan 105 to 117 day length. 36 products of 4 rows each. The Soybean plot is located on 190 Road 3 ½ mile west of Hwy 281, north side of road, and west of bridge. We have two plots here an Asgrow and a Croplan. 12 Asgrow products of 3.0 to 3.9 maturity and 9 Croplan products of 3.1 to 4.3 maturity, 8 rows of each. The Sorghum will be south across the road from the soybeans. The Sorghum plot will include 11 Dekalb products from Early to Medium Full season. We will have a Plot tour sometime in August, more information to come later; hope to seed you all there.

Another thing I would like to inform you about is the Answer Plot from WinField. We will I hope get a tour together for Central Plains Coop Customers at the Downs location or if some of you want to go back to the Wamego location I will see if I can get one setup. Please call me if you are interested in going to an Answer plot. They are very informative and will talk about anything we need to discuss about whatever is going on with your farm.

I have also talked to some of you about Tissue sampling. We are trying this out this summer in our Plots and see what we can do to improve them and see what kind of Deficient or Excessive nutrients we have and what we can do to correct them. If you are interested in having us do a field or two for you this year, please contact us. The Warehouse phone # is 785-282-5726 and my Cell # is 785-282-5726, please call and see what we can do for you.

LATE NEWS FROM THE SEED WAREHOUSE

Just a quick note and a strong suggestion, if you know or think you know what you are wanting or needing for Seed Wheat this Fall of 2013, please call me and let me know your wants and needs of Varieties of Seed Wheat. I talked to some of my contacts for Seed Wheat and they have all said we had better get our orders in ASAP. So Please call and let us know what your needs will be.

Thank You so much for your business! CPC

Good Luck, Mike



Mike Hutchinson retired from the co-op after several years working for the Athol Co-operative Association and finally the Central Plains Co-op. Mike's last day was May 31st. The Co-op honored Mike with a reception on that day. Mike's wife, Vickie helped Mike celebrate with a luncheon with close friends and employees on that day. It truly was a fun-filled day with customers coming in and wishing Mike and Vickie the best in this new chapter of their lives.

Notes from the Athol Location and Fuel Department

By Max Kuhlmann



Harvest is just around the corner. It is time to get those fuel tanks filled and the equipment ready. Central Plains Co-op is ready for harvest with CENEX Premium Diesel Fuel, CENEX lubricants, unleaded and E-10 gasoline. Give us a call so your equipment is in top shape to get that wheat crop out.

In the station, Matt, Zane, and Max are ready to handle your tire and service needs. We try to carry any tires you may need and can get you going in a timely manner.

Prices for fuel has been very volatile. May gas prices rose 75 cents the first two weeks of the month. The second half of May they decreased 58 cents. As you can see it is hard to outguess the market. We try to stay competitive yet give you the best product available. Check with Central Plains Co-op for all your equipment and auto needs. Have a safe harvest. Stop by for a cup of coffee and visit with us on your needs for the rest of 2013.

Thanks, Max. CPC



FEED AND OTHER THINGS

By Jim Sweat

The auditors are not here anymore but the chores that come with them are still on going. For those of you that are not familiar with an audit and what goes with it, it is like having your farm records ready for the IRS by the end of the second week of January and having them come stay in your basement for the next two weeks making sure you have everything correct! There are also over 350 pages of inventory to tally up in the process. Fortunately, we have several good people on our staff that can get the job done every year!

Now for the meat of Feed & Things! We are in the first part of June as we write this and that means we are in fly season! We have a lot of products in stock for flies. **Crystalyx** products include the **IGR Max** which is a mineral barrel with Altosid in it the interrupts the fly cycle. **IGR Pro** which is a protein barrel with Altosid in it and we have **Rolyx Max** - a mineral barrel with Rabon in it. With the **Crystalyx** mineral barrels consumption should be about 4oz per day or 15 to 16 cents per day. In the **Stockmaster** mineral line we have three minerals with Altosid in them. **Sweet Phos 12** with extra copper is most popular but we also have Altosid in the **Sweet Mag 14** with extra copper and **12-12-12 Breeder** with extra copper. The advantage of the **Stockmaster** minerals with Altosid is that they also have 2800 grams of Aureomycin in them. Consumption with the **Stockmaster** minerals should be about 4 oz. per head per day or 17 cents per head per day for the **Stockmaster Sweet Phos 12 Cu C2800 Altosid**. If you buy it on sale the cost goes down to 15 cents per head per day.

Sale on Stockmaster Sweet Phos 12 Cu c2800 Altosid! Save \$2.80 per bag! Buy a full ton and save \$150.00 per ton! Sale price limited to stock on hand!

We have in stock 10' **Cow Life-Rubs**, **Face Flyps** for them, **Cow Life Bullets** (18" long rubs), premixed **Prozap Backrubber & Pour-on**, **Durasect long acting pour-on**, **Insectrin X** concentrate, **Permethrin II** concentrate, **Insectrin CS** concentrate, **Ravap EC** concentrate, **Dust Bags**, **Coral 1%** dust, **Rabon 3%** dust, **Rotation paks** with Permethrin and Rabon dust, **Dustocator Mineral Feeders**, **L & H Mineral Feeders** with or without the dust bag attachment, **Poly Bull Master Mineral Feeders** with or without **Fly Killer Kovers**. If you have a fly problem, we can help get rid of them!

Rain is again in short supply in our area again. Short grass means lighter calves and it may mean early weaning. Will your calves be ready for the feedlot when the time comes to sell this year? Creep feeding pays in getting your calves bunk ready when you do wean. Creep feeding pays by getting more pounds on your calves by the time you are forced to either sell or wean them. Classical 16% R64 from Hubbard is the creep feed we sell. Yes, a 14% protein level in creep feed lowers the cost of creep feed but **protein** increases growth. Growth of muscle and of bone turns into larger calves. When you choose your steak to put on the grill, do you want a nice large steak or a smaller steak with more fat on it? We need to grow calves until it is time for them to go to the feedlot. That is why we sell 16% protein creep feed and not 14% creep feed. We are trying to help you grow a calf that will produce the steaks that people want to buy! The R64 means that it has Rumensin in it. Rumensin is an ionophore that helps the calves put on more pounds out of the same amount of feed. I can't think of a reason why we shouldn't feed Rumensin to our calves and in a short grass year and we should be trying to figure out how we can get it to our cows also. Better feed efficiency for the cow can't help but produce more milk for the calf. In a year with plenty of grass this is not so important but when the supply of grass is short we need to be able to help the cow get all on the goodies out the available forage that she can. Research has shown that feeding Rumensin to cows will decrease the amount of feed required by three pounds per head per day. While this doesn't seem like a lot, 3 pounds a day for a year is 1095 pounds. If you have 100 head of cows this is over 54 tons of feed or two semi loads of feed. That could be two loads of feed you didn't have to buy last year!

If there is anything that we can help you with in your livestock operation, let us know. If we don't know the answers we know of several more people that we can get answers from. I would also like to recommend some web sites. **Hubbardfeeds.com**, **Crystalyx.com** and for those of you that have kids in 4-H or **FFA Showrite.com**. There is a lot of good information on these sites. If you haven't visited our web site lately it has a lot of information on it also **Centralplainscoop.com**.

We thank you for your past business and hope to see you again soon! CPC

Agronomy Department

By Emily Clark

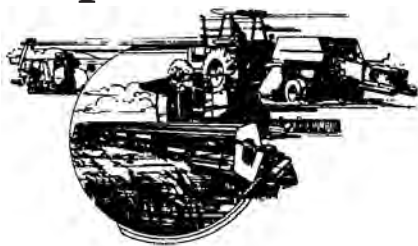
My name is Emily Clark and I have been hired on this summer as an agronomy intern for Central Plains Co-op.

originally from Iola, Kansas, where I grew up on a farm outside of town. I am currently a junior at Kansas State University majoring in agronomy. I'm very excited for this summer and some of the things that we have planned!

The major topic that we will be covering this summer is tissue sampling. Winfield has an interesting, beneficial instrument called NutriSolutions. This tool will give back a report that will tell how the crop is doing while it's growing. This is taking a proactive approach to the crop, as to try to catch any deficiencies before they start affecting the growth or most importantly the yield. Many if not most farmers already take soil samples of their fields, but sometimes those results aren't 100% accurate. Using the tissue sampling, soil tests, and the soil test history can better help the farmer to understand what is really going on nutrient-wise in their fields. After receiving results, the producer can then decide what needs to be applied from the deficiencies, and Winfield has some solutions.

MAX-IN is their line of foliar applied micronutrients recommended in combination with the NutriSolutions tissue sampling. The MAX-IN products include: MAX-IN Copper, MAX-IN Manganese, MAX-IN Calcium, MAX-IN Sulfur, MAX-IN ZMB (zinc, manganese, and boron), MAX-IN Boron, MAX-IN Vine and Vegetable (includes nitrogen, calcium, boron, manganese and zinc) and MAX-IN for beans (includes zinc, molybdenum, manganese, iron and boron). Most of these are applicable to corn, soybeans, cereal crops, sunflowers, and alfalfa, and all can be mixed with glyphosate.

Tissue samples are taken at the V4-V5 stage, V5-18, tasseling, and R1-R2 in corn, V3-V5 stage, and at least twice between R1 and R4 in soybeans, before cutting and during regrowth in alfalfa, and boot stage and during grain fill in grain sorghum. Please contact us if you are at all interested in this service, and for the first year there will be little expense to the producer as Winfield is helping to pay for some of the sample.



We also want to remind producers about the upcoming wheat harvest and the burn down herbicide that needs to be applied shortly after harvest if planting corn or grain sorghum in spring 2014. The main purpose for the burn down after harvest is to kill any weeds present in the field, and any volunteer wheat that may already be present. A second application should be made in the fall (around September) to get the rest of the volunteer wheat present in the field. We want to stress the importance of getting to the weeds while they are still small because there is a greater chance of killing the weed instead of just stunting the growth. Also, to tie along with that, scout the fields to make sure that the weeds are spotted at this small stage. To make sure the field is clean in the spring, especially for grain sorghum, it is important to have these applications and eliminate the weeds.

Don't forget to call and check with us about fertilizer prices to lock in NH3 for July through September and urea October through December. With any of these prices on fertilizer, there is 25% payment down required. CPC

Central Plains Co-op

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Directory

Smith Center.....	785-282-6813
	800-498-6813
Athol.....	785-695-2216
Cedar.....	785-697-2621
Seed Warehouse.....	785-282-6070

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