

**DECEMBER**  
2013[www.manhattan.coop](http://www.manhattan.coop)**BOARD MEMBERS**

Hal Mayer - Chairperson  
Eugene Berges - Vice Chair  
Allan Wegner - Secretary  
Tony Akin  
David Cederberg  
Tom Ebert  
Allan Holiday  
Mark Scott  
Glen Swartz

**GENERAL MANAGER**

Darin Marti

**AGRONOMY**

Ken Diehl

**CFO**

Tony Hieger

**ENERGY**

Jerry Fenske

**FEED**

Rod Bohn

**FEEDMILL**

Rob Ashburn

**GRAIN**

Doug Biswell

**SEED**

Dave Stover

**Location Managers**

Alta Vista - Rick Lucas

Onaga - Brent Beck

Ampride - Jerry Fenske

Westmoreland - Jeff Overbey

**Our Mission:**

To be your business of choice,  
anticipating customer needs,  
and growing a progressive  
company.

**"In Business For  
Your Business"**

**Management Notes****By Darin Marti**

**FALL HARVEST:** For the past two months, fall harvest and fall fertilizer application has certainly been the focus of the majority of our employees. I would say that for many of us, we were pleasantly surprised by the size of the crop this fall. Receipts surpassed the 2009 record year at Manhattan and Onaga. Alta Vista's 2009 was extremely large so were not able to surpass that but still had very good receipts there.

It is harvests like this that make us realize that it is very imperative that we continue to upgrade our grain facilities to handle your crop at the speed and volume at which you can bring it in. The board is making plans to do just that at Manhattan by adding an additional bin so that we can avoid bagging and reduce the amount that has to be moved during harvest. This fall, we shipped out nearly 1 million bushels.

The new scales at Onaga has also taught us some things that we may need to do at other locations to help speed the weighing process and to give you a better customer experience.

**THE FUTURE:** Recently the Coop Board of Directors announced their intentions to pursue a consolidation with MKC headquartered in Moundridge, KS. MKC is a \$450 million cooperative with numerous locations in central Kansas, and with Abilene being the nearest to Manhattan.

The board's objective in this venture is growth which will provide additional capital for projects, better vendor relations, opportunities for employees, and the ultimate goal is additional services for our members.

When you elect your directors, you are also charging them to preserve the equity you have invested in the coop. A partnership with MKC should do just that. The board has explored numerous options and was very diligent in insuring that the best option available to them was chosen.

The next step in the process will be to agree upon a consolidation agreement between the two boards. No time line has been set but those meetings will begin soon.

Informational meetings will be held with coop members to explain the whys and the whats of the agreement. Voting members of this coop will then be asked to vote for the consolidation.

Your board was unanimous in this decision. They realize that there will be some that ask "why and why MKC?" They just ask that you trust your board and be open minded about the idea until you have enough information to formulate an educated opinion.

I too ask for your continued support of this cooperative and hope that you can realize that the decisions we make are intended to make this an even better cooperative for the long term. Feel free to contact myself or a board member if you have questions.

**Holiday Hours:**

December 24th - Close at Noon  
December 25th - Closed

December 31st - Close at Noon  
January 1st - Closed

## **Grain Comments**

### **By Doug Biswell**

For most of you harvest is wrapped up and what a harvest it was. It's hard to imagine what kind of production we are going to have when we experience decent weather throughout the growing season. The bigger the crops get the more premium there is on space and the grower's ability to store. We are extremely fortunate in this area to have so much storage in a particular town, that town of course being Topeka. Over the last few years the industry has done a good job increasing the capacity of our harvesting equipment and our grain handling facilities. What has not been increased is our capacity to ship the grain to destination. In my merchandising career that has proven to be one of my biggest challenges - keeping elevators fluid during big crop years.

I want to take this opportunity to thank you all for your patience and your continued business this last year. I am wishing you all a safe and happy holiday season.

## **Fuel Department**

### **By Jerry Fenske**

Winter Fuel update by location:

- Manhattan Elevator fuel pumps: Both dyed and clear diesels have a chemical antigel.
- Manhattan Ampride: Both clear diesels and premium clear diesels have a chemical antigel. The dyed diesel is blended at a 50/50 (1/2 #1 + 1/2 #2) blend.
- Onaga fuel pump: Both dyed and clear diesels have a chemical antigel.
- Westmoreland fuel pumps: Both dyed and clear diesels have a chemical antigel.

Our bulk fuel delivery trucks have the ability to deliver blended fuel or fuel that is only chemically treated. I will always recommend treating farm storage tanks with a 50/50 blend of #1

diesel. It truly is the only way to protect your equipment from gelling in the winter time. Chemical antigel is much less expensive (about 12 cents/gallon) but also less effective if the weather gets and stays cold. There is a difference in price and cold weather performance between the products so please call with any questions when deciding which fuel you need.

## **Patron Access**

### **By Tony Hieger**

Happy holidays everyone. This seems to be the one of the busiest times of the year in the office. We have the holidays and our fiscal year end also. We will be taking inventory on December 31, this year for our annual audit. If you need invoices, tickets, or statements printed off you can print them off yourself in patron access. Go to [www.manhattan.coop](http://www.manhattan.coop) and sign up for an account today.

I want to thank all of you for your patronage and support in 2013 and your continued patronage for years to come.

## **Stover's Story**

### **By Dave Stover**

Happy Holidays,  
I would like to take this opportunity to wish you a Merry Christmas and a Happy New Year!! It is a time of the year that I really enjoy, spending time with family and friends. This fall has been a fairly drawn out affair. Many of you have just finished harvesting the crops, and some still have some to do. Just remember that it is not too late to take advantage of the pre pay discounts available at this time. And also remember that the volume discount is for all spring seed that is purchased from Farmers Cooperative Association. Our suppliers for corn and soybeans are Croplan, Dekalb/Asgrow, Mycogen and NK. You can mix and match, any

product from any supplier goes into the volume discount level. Supply is good this year so far, not like the last couple of years where things were allocated extremely early and tight, but I would say that there may be some products that will be sold out in the near future. Also the length of life of a corn hybrid is getting shorter and shorter. A four year old product is probably not going to be around many more seasons. That being said the evaluation of new products is getting better also. As an industry, the seed companies have really done a lot of work in the past few years improving the ways that products are advanced and evaluated. We are seeing the results in the fields. Our goal is for you to be successful. Everything we do, from the seed and chemical recommendations, to the fertilizer, to the grain, the feed and the fuel to make it all go, is done with the first thought being is this the best that we can do for our customer. Not all things fit for each farm, and every situation is different. This is one of the biggest challenges we face, but it is one of the things that we are the best around.



## **Feed Order Deadlines**

**To ensure feed delivery by noon on Tuesday, December 24th, please order your feed no later than Friday, December 20th, at noon.**

**For the New Year's holiday, please order no later than Friday, December 27th, at noon to have your feed delivered by Tuesday, December 31st at noon.**