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Westmoreland - Jeff Overbey

Our Mission:

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

**"In Business For
Your Business"**

**Stover's Story
Dave Stover**

What an open winter we are having. Fertilizer rigs have been running. We haven't had to deal with much snow. Things are looking pretty good for spring. But, we still have February and March to deal with.

Looking at some of the wheat in the territory last week, we observed purple leaf tissue on some of the plants. We found no insect or disease signs so we decided to take a tissue sample. It came back deficient in several elements, but especially phosphate. With the nice weather that we have had, that wheat has been growing instead of going dormant. The cool soil temperatures have inhibited root growth, but the warm days have let the tops go ahead and grow. This purpling of the leaves is nothing to be worried about but it is something to be aware of and watch over the next few weeks. The tissue sample we took removed some of the guesswork that may have been done in the past. It also brought to light the fact that phosphate was not the only element that had deficiency, although it was the only element that was showing visual symptoms. When we top-dress this field we can address some of those deficiencies and not add more nitrogen to an already stressed crop.

A balanced fertility program will help all of our crops express their best yield potential. This is just one piece of the R7 system that our Co-op uses as a guide in our recommendations to you.

My plan is to discuss all of the 7 parts of the R7 concept in the next few issues of the newsletter.

The 7R's are: The Right Genetics, The Right Soil Type, The Right Plant Population, The Right Cropping System, The Right Traits, The Right Plant Nutrition, and The Right Crop Protection.

Thanks for your business and don't hesitate to call us for any of your agronomy needs.

**Fuel Department
Jerry Fenske**

Fuel continues to be a hard commodity to figure out. I have been recommending that patrons fill up storage in preparation for the coming months. This would at least assure you of reasonable prices on some of your usage. Forward contracting is always an option, but if you can hold it now you potentially could save yourself some money. **If you choose to fill things up, make sure to ask for summer fuel when you call in. Otherwise our trucks are still delivering winter fuel.** In the current market, price volatility seems to be the only thing we can count on. The better we can plan for it, the less we will have to worry about it.

Please call me to discuss any questions or concerns.

**Westmoreland News
Jeff Overbey**

Trail Cutter RT LT245/75R16 Load
Range E 10 Ply

This tire is a great cross between an all terrain and a mud terrain and are built by Cooper Tire without the higher price!

Westmoreland News (Continued)

Carry out price \$150 (includes road hazard warranty) Mounting, balancing, valve stem, and tire disposal add \$20 each. Limited quantities available!

Grain Comments

Doug Biswell

Even a rather unfriendly USDA report could not keep the grain markets down last month. The last few January supply and demand and production reports from the United States Department of Agriculture sure have been market movers. The "surprise" in this report was larger stocks numbers and higher final yield numbers. After the initial shock of the larger numbers the focus of the traders returned to the less than ideal conditions in South America in particular but also in other growing areas of the world. The weather here in the United States has been anything but normal this winter. Last year we had record snowfall in the north and west which set us up for the historic Missouri River flooding this year it is a 180° from those conditions. Warm and dry weather has persisted over most of the grain growing regions for the U.S. allowing farmers to get a record amount of fieldwork done. Given the weather and the generally attractive new crop prices the thoughts are that we will plant record numbers of corn and bean acres this year, certainly the fields will be ready to go when the ground warms up. This may be one of those historic years where we go from historically tight supplies to making ourselves well for a couple of years. This happened last in 2004 when we planted a tremendous amount of acres and set yield records, and thus set total production records. The demand for agricultural products is not going to slow down but we will

have a set back in grain prices. I realize that it does not get any cheaper to plant a crop so make sure when the market provides an opportunity to lock in profitably you take advantage. Thanks for your continued business and as always, if you have any questions or comments feel free to give me a call.

Alta Vista News

Rick Lucas

It is time to think of your fertilizer needs for the upcoming crop.

- Please call or come in to get your NH₃ booked. This will help ensure we have product for you. This year, we need to work on our tanks and will need our bulk tanks empty at the end of the season.
- The time is here to top dress your wheat and apply Finesse or Rave for weed control.
- We have our dry rig up and running to apply needed nutrients for your brome, alfalfa, and row crops.
- Please be thinking of what you will want to use for your pre-emerge chemicals. At planting time, we hope to have all of the dry fertilizer spread and have two rigs spraying row crops.

The feed mill is still busy, **don't forget to call your orders in 24 hours in advance.**

- We keep a supply of sacked feed, minerals, and animal health on hand for your needs.
- Don't forget we do handle water tanks. They are in the back warehouse where you may not have seen them. If we don't have what you are looking for, we can order it!

As for grain, we have been shipping out wheat, soybeans, and corn on a daily basis to make room for the upcoming wheat crop.

Accounts Receivable

Jerry Humbert

I would like to thank all of our patrons for doing such a great job returning the billing stub located on the bottom of the billing statement with the payment. This helps us identify each of your accounts and insures we post the correct amounts to each account. In some cases we receive a check with no billing stub for accounts with names other than what is on the check, this makes it very difficult for us to guess what account the check is paying. Some patrons have multiple accounts with us, sending multiple checks with the stubs is a great idea but not necessary, if you want to write one check and include all the accounts stubs with the amount you're paying on each account, then we can split those up using one check as long as the amount on the check is equal to all the accounts you're paying on. If you send a check with no stub for payment on an account or have multiple accounts, the entire amount of the check will most likely be put on the first account we find in your name and the other accounts will not be paid and will receive finance charges then become delinquent in time because we assume you are paying ahead or paying an invoice from the next month.

Again, keep up the good work and mail in those billing stubs with your payments!

Credit Policy Reminder

Accounts are due in full by the 15th of the month following the month of purchase. This means if you purchased any items in January, we must receive payment for those items by February 15th in order to stay in compliance with our credit policy. If not paid in full by the end of February you will receive a finance charge of 18% APR on the unpaid balance and may receive a letter from me about your account.