



FEBRUARY 2014

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Eugene Berges - Vice Chair
Allan Wegner - Secretary
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David Cederberg
Tom Ebert
Allan Holiday
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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

Discussions have continued regarding the proposed merger of our cooperative with MKC. The boards have agreed to and signed a merger agreement that now will be taken to members for a vote. Additional notification will be sent to stock holders soon, with informational meeting dates and a special meeting for the vote. Informational meetings will be held Feb 24th & 27th and March 3rd with the vote meeting on March 6th. Informational meetings will be held in Alta Vista, Onaga, and Manhattan with the vote meeting in Manhattan.

The merger agreement of course contains all the legal jargon that the attorneys think need to be in it to protect each entity. Probably the two items that many members are most concerned about initially are also spelled out in the agreement. Representation and equity. The MKC board will allow for two board members to be appointed from our board to the current MKC board. In addition, Manhattan members will be given credit for 100% of the equity they currently own. A portion of your equity will be paid directly to you in cash and the remainder will become ownership in MKC. Details of this will be spelled out at the informational meetings.

If membership approves of this merger, the effective date will be June 1, 2014. Equity payment checks will be issued soon after that date. This typically is a busy time of the year but the beauty of a larger company is that they have the people to assist in the extra work load at times such as this.

Concerns have been expressed that some existing services could be dropped or locations closed. I want to assure you that there have not been any discussions that would indicate that. Dave Christiansen, MKC CEO has stated that existing services will continue. Now, that statement does not guarantee that everything we do today will still be in operation 5, 10 or 20 years from now. Your board evaluates our locations and

services today and any future board will do so in the future and discuss what should be kept, changed or discontinued. That will not change. Overall, I am confident that the major services you receive after merger will be as good as or better than it is today.

I certainly appreciate those of you that are already supportive of this endeavor and appreciate the fact that those of you not sure are keeping an open mind. And I do respect those of you that may not favor it but just ask that you will be open enough to at least get the facts before making a final decision. Your board has unanimously voted to proceed with merger and I certainly admire their foresight as they work to protect your equity and the services the cooperative provides. I thank you again for your support past and present!

Fuel Department

By Jerry Fenske

The weather this winter has really provided some good lessons for many people who have fuel storage tanks on their properties.

Lesson #1: Water freezes before diesel fuel. As we all know water freezes at 32 degrees. In our area, regular diesel fuel has a cloud point of 14 degrees. What this means is that at 14 degrees regular diesel fuel will begin to get thick and potentially not flow through fuel lines or filters. The colder it gets, the thicker the product becomes. If anyone has had fuel problems at temperatures above 14 degrees, most likely water was present in the fuel system. Condensation is a normal occurrence in fuel tanks. Both bulk storage tanks and tanks on vehicles or equipment. The water will get into filters, freeze, and not let fuel pass through the fuel system. As temperatures go up and down, condensation is likely forming inside most fuel tanks. Moisture in tanks and filters is the main cause of fuel related issues in the winter. Checking fuel tanks for water should be a common practice for anyone storing fuel.

Lesson #2: Winter diesel is made by blending two different diesels together. What is needed in this area is a blend of 50% #1 and 50% #2 diesels. Blending these two products together will lower gelling temperatures somewhere around -20 degrees. This form of winter fuel is the most common product we deliver during the winter months. Blended fuel has less wax present in the fuel and will still be flowing when other diesels are not. Chemical treatment can also be added to diesel to lower the pour point of fuel. However, chemical will only prevent filter plugging to about 0 degrees. In some cases chemical is a good option for treating fuel. But probably not the best practice for small tanks that sit outside.

Hopefully, we all can learn from issues and reduce or maybe even eliminate problems in the future. Eliminating moisture from tanks and properly blending fuel for winter temperatures will greatly reduce winter fuel headaches. Routinely checking fuel tanks for water and replacing filters should be a common practice for anyone storing fuel. The Manhattan elevator stocks filters and water absorbent socks for anyone needing them. Please call with any questions regarding winter fuel, tank maintenance, or anything else we can be a help with. Thank you for your continued trust and support.

Crop Fertility **By Craig Miller**

This is the time of year that producers should be thinking of their fertility needs for the 2014 season. The best way to determine your needs for a field is to have or get a soil test. We can sit down with you and go over your soil test to come up with recommendations. If you don't have a current soil test and can not get one, coming up with a good rec can be tricky. Nitrogen is a must and hardly any producer would try to raise a crop such as corn without applying adequate nitrogen, so for the purpose of this article, we will concentrate on P, K and Sulfur. These are major nutrients that need to be applied in sufficient quantities so that yield is not limited.

As an example, 150 bushels of corn will remove 53# P(Phosphorous), 38# K(Potassium) and 11# of Sulfur. If you are applying less than this amount then you are mining the soil. Contrary to

popular belief, soybeans do use fertilizer and a lot more than people credit them for. 50 bushels of soybeans will remove 45# P, 75# K, and 10# of Sulfur. Brome is also a crop that uses a lot of fertilizer. 3 tons of brome will remove 36# P, 150# K and 14# of Sulfur. The problem with mining your soil is that it is very inefficient to build it back up. It takes 18# of nutrients to build your soil level 1#. That is not a very good return on investment. It is critical to try and maintain those adequate levels whenever possible. Sulfur is a lot harder to build than either P or K and should be viewed as a nutrient to apply annually. Many producers apply an analysis similar to an 80-20-10 on their brome. This is fine but doesn't come close to meeting the removal rates especially for K. Putting a 150# of K on brome may not be very economical but the money that you are spending on the 10# of K may be better spent on filling the crops Sulfur needs. Potassium is an issue that we could spend a lot of time on, Kansas has always had soils naturally high in potash but we are now raising more bushels per acre than ever before and soil tests are showing that these levels are coming down. We have talked on how inefficient it is to build a soil back up, so if you can catch your soil before its level drops too low it's a one to one return and requires just putting on what the crop removes.

If you have any questions or would like to get your field sampled, just give us a call. Thanks



GRAIN BIN SAFETY WEEK

February 23 - March 1, 2014



Nationwide®
Agribusiness

Join Us for Grain Bin Safety Week
Feb. 23 – Mar. 1, 2014

Ag Organizations Partner to Save Lives

Over the past 50 years, more than 900 cases of grain engulfment have been reported in the U.S. with a fatality rate of 62 percent. In 2010, at least 26 U.S. workers were killed in grain engulfments – the highest number on record. The most tragic fact of all: grain engulfments are highly preventable.

Nationwide Agribusiness Insurance Company is partnering with Farm Safety

for Just Kids, Heartland Co-op, Iowa FFA Foundation, National Education Center for Agricultural Safety (NECAS) and others to increase awareness of the dangers of flowing grain and bring visibility to safety procedures that can save lives through an annual Grain Bin Safety Week beginning in 2014.

Timed to bring safety awareness to the dangers of grain bins prior to planting season in much of the country, the week-long event will highlight a different component each of the seven days:

- Sun. Feb. 23: Grain management
- Mon., Feb. 24: Bin hazard identification
- Tues., Feb. 25: Bin and equipment design, including safety equipment
- Wed., Feb. 26: Bin entry
- Thurs., Feb. 27: Working safely in a bin
- Fri., Feb. 28: Extraction/rescue
- Sat., Mar. 1: Confined spaces beyond the bin

Highlights of the Week **Webinar – Grain Bin Safety**

On Wed, Feb 26, Nationwide Agribusiness will host a free, live webinar on grain bin safety that's open to everyone. Farmers and commercial grain handlers will gain valuable insight into the risks and hazards of grain bins, safe-work procedures, OSHA standards and more. Space is limited so reserve your spot now at

<http://nwagcompanyevents.fugent.com/home/events.asp>.

Win Safety Equipment and Training **for your Local Fire Department**

Contest period: The contest runs from January 1 to April 30, 2014.

Nationwide Agribusiness and NECAS have partnered to provide grain entrapment rescue training and a bin rescue tube (valued at \$2,600) to one nominated fire department or emergency rescue squad.

To enter, provide your name, regular mail and email addresses, the name and address of your local fire department or emergency rescue team, and one page describing how the local fire department or rescue team and rural community would benefit from grain entrapment training and rescue tube, and how they plan to share the tube and training with nearby departments. Official rules are available online at GrainBinSafetyWeek.com