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Our Mission:

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

**"In Business For
Your Business"**

Crop Production**By Ken Diehl**

This has been, to say the least, the most unusual year in my eighteen years in the Coop system since graduating college. First the winter is so open it allows us to do all the things we want from fertilizing brome and wheat, to winter tillage as well as a whole winter of applying ammonia. Not to mention a spring with no interruptions from weather delays, which brings us to our current situation, extremely dry conditions before we even start summer. The crops are holding on the best they can, sucking the last inch of moisture from the soil, yet the weeds thrive under extreme conditions, which make early season weed control so important. Please don't wait until the weeds have taken control of the crop! The weeds will use twice as much moisture, per day, as our row crops, impacting our crops yield potential. This season we have tried to take a proactive approach to weed control, starting post emerge applications on corn as well as soybeans early even though the fields may not be overrun with weeds. As the dry weather continues control of certain species (such as water hemp) will become more difficult, so a proactive approach will be vital to our success in the field.

The Coop has begun to use tissue sampling of our row crops to try and determine if the crop is lacking any vital nutrients that we can control during a post emerge application of chemical. We have discovered, due to the lack of moisture, the crop is struggling to take up nutrients such as potassium, boron and manganese which need to be in solution in order for the crop to utilize. Even those fields with ammonia took some time to green up properly until the root system grew enough to hit the nitrogen band six to eight inches below the soil surface. Though we are encountering dry conditions, tissue sampling can be an important tool to determine certain crop stresses that may be controlled through a simple application of vital nutrients. Remember V6 is an important stage in corn's life cycle determining ear size, stress that we can control at this stage is detrimental to your final yield goal.

Your local Coop has made some new improvements to the agronomy business. Your Coop board of directors has approved

the purchase of ammonia/dry fertilizer custom application machine. The unit will be available Fall 2012, it will be capable of applying ammonia and dry fertilizer at the same time as a flat rate or variable rate applications for those who have precision sampling already done. We are also going to begin carrying ammonium nitrate at our Onaga branch. Please stay tuned for more information that will be coming concerning the rules and regulations of the purchasing of ammonium nitrate. Thank you for your continued patronage.

Alta Vista News**By Rick Lucas**

Wheat harvest will be here within a few days and we are ready! We will have 2 dump pits to handle the bountiful harvest.

Things you need to do before you start harvesting:

- Clean out your trucks
- Check the hydraulic oil, it is easier to add oil before you have a load of wheat on the truck.
- Run the combine augers to make sure they are clean.

We will have new harvest hours this year we will start dumping at 8:00 a.m. and close at a "to be determined" time.

We will still be able to take care of your spraying needs during harvest. Along with spraying, we are still grinding and mixing feed and have minerals and salt on hand year around.

If you suspect or need one of our fieldsmen to check your crops for insects or weeds give us a call, we will be glad to help.

Have a save harvest!

Onaga News**By Brent Beck**

Here's one for the record book...our first load of 2012 new crop wheat arrived on Tuesday, May 29th !! I would venture a guess that this is probably the earliest we have seen wheat harvested in Pottawatomie county in quite some time. If we could get a good rain it would present a great opportunity to put in some double crop soybeans after wheat this year.

The new bin construction project is progressing nicely. The base is nearly complete and we are expecting to see the bin start going up by the first week of June.

Onaga News (cont.)

We are in the process of making some minor repairs to our fertilizer building. Once those repairs are complete we will be changing our nitrogen source from urea, to ammonium nitrate. We are excited to be able to once again offer this product to our customer base.

Pastures in this area are showing stress from lack of adequate moisture. Perhaps now would be a good time to be thinking of some type of pasture supplementation for those cattle on grass. There are several different options depending on each producers cattle program. A conversation with our feed and nutrition specialist, Rod Bohn, ph. # 785-776-9467, might be a great way to come up with a plan to reduce stress on both pasture and livestock.

As always, we encourage you to stop in at our Onaga location, and let us know what we can do, to be of service to you.

Grain Comments

By Doug Biswell

Wheat harvest should be in full swing as you are reading this article. Unfortunately, given the unseasonably hot and dry weather we experienced through the month of May, the top end of the yield potential blew away. In last month's article, I mentioned that the USDA increased the amount of wheat that was going to be fed to livestock; well this month's price action in wheat has changed that. On May 1st, July corn futures closed at \$6.30/bushel and KC July wheat futures closed at \$6.60. On May 25th, July corn futures closed at \$5.75 and KC July wheat closed at \$7.05. That is a dollar premium built into the price of wheat, call it price rationing.

Locally, we have not had the best start to the growing season for our fall crops. It is hard to recall such a warm and dry month of May, of course weather patterns can change quickly, so we will just have to count on more precipitation in the following months. Corn and bean prices have struggled lately. As we are all well aware, there are many outside influences that go into determining the value of grain. Oil price is well below its recent high, and the continuing financial crisis in Europe has had traders uneasy. Fundamentals have not changed; we are still facing a tight supply situation and depending on what kind of growing season we have will go a long way in determining the value of the crops you work so hard to grow to feed the world.

Thanks for your continued business.

Accounts Receivable

By Jerry Humbert

Credit Policy Reminder

Accounts are due in full by the 15th of the month following the month of purchase as stated on every statement near the bottom just above the stub. This means if a charge is made on account in May, we must receive payment at one of our locations by June 15th in order to stay in compliance with our credit policy.

Accounts that are not paid in full by the time we close our books on or before June 30th, will receive a finance charge of 18% APR on the past due balance and the account holder may receive a letter from me about the account.

When an account becomes past due, we may place the account on COD until the account is paid in full and credit is re-approved by the credit department.

Payments can be mailed or hand delivered to any of our locations during regular hours. Please mail your payment stub(s) with your payments.

Dealing with the heat

By Jerry Eubanks

It is that time of year again and it seems it has come even earlier this year than last year. Not everyone reacts to heat to the same degree and not every work situation poses the risk of heat illness. Factors that increase a person's risk of heat illness in addition to ambient temperature include:

- Amount of exertion required to do the job
- Not being acclimated to working in the heat
- Age (older people have less body water and lower sweat gland efficiency)
- General health condition
- Weight (overweight people are at greater risk)
- Heavy protective clothing that traps heat
- Medications that can interfere with normal body reactions to heat

Heat Stroke

Heat stroke occurs when the body no longer sweats and holds so much heat that body temperature reaches dangerous levels. Heat stroke is life threatening. Without prompt identification and treatment, an employee could die.

Symptoms of heat stroke include:

- Dry, hot, reddish skin
- Lack of sweating
- High body temperature

- Strong, rapid pulse
- Chills
- Confusion

First aid for heat stroke includes:

- Act immediately, and call for emergency medical help.
- Move the victim to a cool place while awaiting the ambulance.
- Cool the victim down as much as possible, using a hose or soaking clothes in water and fanning the body.
- Monitor breathing.
- Don't give fluids if the person is unconscious.

Heat Exhaustion

Heat exhaustion occurs when the body can't replace fluids and/or salt lost in sweating. Though not as severe as heat stroke, untreated it can quickly get worse and become heat stroke.

Symptoms of heat exhaustion include:

- Weakness, dizziness, and sometimes nausea
- Pale or flushed appearance
- Sweating, moist and clammy skin

First aid for heat exhaustion includes:

- Move the victim to a cool place immediately.
- Loosen clothing and place cool wet compresses on the skin.
- Have the victim drink water or an electrolyte beverage slowly.
- Elevate the feet 8 to 12 inches.
- Monitor for improvement. If condition worsens, call 911.

IMPORTANT: *Make sure you can recognize symptoms and know first aid for heat illness. It could save your life or the person you are working with.*

Energy Department

By Jerry Fenske

Fuel prices continue to fall. The past month we have continued to see prices drop on both gas and diesel. Anyone waiting to fill tanks or get lower prices might want to consider doing so before the market has a change of heart and decides to go back the other direction. Something to think about anyway. Another way to consistently save money on fuel purchases would be to increase storage capacity. The larger your tank, the cheaper the fuel. There are many patrons that would benefit a great deal by upgrading tank sizes. The best part of this cost saving option is that it is permanent. It doesn't go up and down with the market. Please call me with any questions or concerns.