



# MARCH 2013

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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"**

## **Grain Comments**

**By Doug Biswell**

The USDA held their annual outlook meeting in mid February and guess what..... we are going to plant a bunch of acres to corn and soybeans this year and we are going to grow very large crops adding dramatically to our total supply. The average farm price for beans is going to be \$10.50 and the average farm price for corn is going to be \$4.80. Of course predicting production is not an exact science; numbers very similar to the ones I just stated were also estimated at last year's outlook meeting. Mother Nature has the final say.

I dug up some numbers just for comparison sake. Crop insurance baseline revenue prices are determined in the month of February by averaging the future closes for December corn and November beans. For 2012, the corn average was \$5.67  $\frac{3}{4}$  and the bean average was \$12.54  $\frac{3}{4}$ . The average prices this year are \$5.67 for corn and for beans \$12.92. I was surprised by the corn price in particular – the folks trading corn futures have the utmost confidence that the U.S. farmer will raise a corn crop year after year. Our tight cash corn supply situation just does not affect new crop values until it is proven that we are having production issues. Of course in 2012 that was the hot dry summer that saw us go from a low of \$4.99 on May 11th to a high of \$8.49 on August the 10th. It could be argued that our cash supply situation this year is going to be tighter than what we dealt with last year. We will have some serious fireworks in cash corn before the new crop comes off no matter how big the new crop production becomes. Production issues in beans somewhat get bailed out because of South American production. Beans are a great deal like wheat; being grown in both the northern and southern

hemispheres there are fresh cash supplies year round and with the Asian demand for protein that available supply is absolutely necessary.

## **Energy Department**

**By Jerry Fenske**

Thank you to everyone that attended or attempted to attend the SPCC meetings we hosted. I am going to go over the highlights of those meetings in case there are still questions as to what the meetings were all about.

There are new laws that now require anyone with 1320 total gallons of fuel/oil storage on their farm to abide by in order to avoid being fined by the EPA. Any farm under 1320 gallons of storage will not be affected by the new laws at this time. If you do meet the gallon requirement, here is what needs to be in place to be compliant.

- First, a secondary containment needs put under or around your fuel tanks. Containments can be built out of dirt, rock, or whatever material you want as long as it prevents runoff from the containment area. A legal secondary containment must hold 110% of the largest tank held in the containment. Double wall tanks can also be used to fulfill the secondary containment rule.
- The second part of the new law requires a written SPCC plan to be filled out and kept on file in the event the EPA inspects your property. The SPCC plan is something that can be done by a professional or it can be completed without a professional by going to the EPA website from a computer. Either way, it is needed to avoid being fined. The official deadline for these things to be done is May 10, 2013. Please let me know if I can be any help. Thank you for your continued support.

**Onaga**  
**By Brent Beck**

Spring is just around the corner!! More sunlight hours, new baby calves, gardens and crops being planted, field work, fencing and all the excitement that goes into the beginning of a new season. Now, that's something to look forward to!! ☺ My favorite time of the year!!!

At Onaga we are striving to keep current on the fertilizer and chemical application orders that are coming in, so that we can provide the best service possible to our valued customers. That being said, our two applicator operators, Jerry Brammer and Jeff Schwartz will be burning the candle at both ends trying to stay current with applications. Liming applications are winding down and we are going strong on brome fertilizer applications using Ammonium Nitrate (34-0-0) and Liquid 28-0-0. Spring anhydrous/dry applications are ready to begin and CJ

and his rig are ready to hit the ground running!! Make sure to let us know as early as possible if you have acres that you want us to custom apply so we can schedule more efficiently.

We have Reeves seed oats on hand currently, and they seem to be a pretty popular item as livestock producers are looking for some early grazing and haying opportunities. Net wrap, Noromectin Pour On, Colostrum Paks, Electrolite paks, heat lamp bulbs, cattle mineral, ear tags, vaccines, T-posts, barb wire, seed, fertilizer and chemicals are items that are relevant to this time of year as well as many more. We have these items in stock and available at competitive prices...stop in and stock up on the items you will be using this spring.

Grain production?? Should you be thinking about forward pricing?? Is the market offering opportunities that you should be taking advantage of?? These are relevant questions that allow your operation opportunities for increased profits. I'm confident Doug Biswell,

grain merchandiser, can lend some valuable input information to help you market your production in a profitable and expedient manner.

It's a busy, exciting time of the year.....full of hope and plans of success. Stop in and let us help you formulate a successful 2013!!!

**Feed News**  
**By Rod Bohn**

Beef producers have many production expenses to cover. Genetics, vaccination programs, and free choice mineral are not a good place to skimp.

Free choice mineral for beef cows is important because it helps cows cycle and rebreed. Your goal should be to get as many calves born in a 45-60 day window as possible. These early born calves will weigh more than the later born calves and make more profit when sold as feeders. Make sure to keep free choice mineral available for your cowherd.

**CATTLE MINERAL SALE**

**March 15, 2013 through May 15, 2013**

Receive \$.50 per bag discount (\$20/ton) on qualified cattle minerals. **Purchase 1 ton or more and receive an additional \$20/ton volume discount.** Qualifying minerals include Purina Wind & Rain, Land O'Lakes Pro Phos, and local mixed cattle minerals. Custom minerals do not qualify. Delivery cost is added to the following prices. Some examples:

	Regular price/bag	Promotion price/bag	1ton + price/bag
Wind & Rain Hi Mag 4% Phos	\$18.60	\$18.10	\$17.60
Wind & Rain 7% Phos with CTC2800G/IGR Fly Control	\$25.00	\$24.50	\$24.00
All other Purina Wind & Rain minerals qualify for discounts			
Pro Phos 8% Phos AU 5600	\$21.20	\$20.70	\$20.20
Pro Phos 12% Phos AU 3500	\$23.50	\$23.00	\$22.50
All other Land O'Lakes Pro Phos minerals qualify for discounts			
Cattle Mineral 8% Phos AU 5600	\$19.70	\$19.20	\$18.70
Cattle Mineral 8% Phos AU 3500	\$18.25	\$17.75	\$17.25
Cattle Mineral 12% Phos AU 3500	\$21.50	\$21.00	\$20.50

Some other local mix cattle minerals qualify for discounts