

www.manhattan.coop

BOARD MEMBERS

Hal Mayer - Chairperson
Eugene Berges - Vice Chair
Allan Wegner - Secretary
Tony Akin
David Cederberg
Tom Ebert
Allan Holiday
Stan Moore
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"**

Manager Comments

By Darin Marti

Fall Harvest: We all know that every year is a bit different than the last, but this has certainly been an unusual fall harvest. Especially for a drought year. We have been taking grain since the first of August! That is over 90 days when normally we get it done in around 8 weeks. Furthermore, it was the smallest crop we have had in five years.

Last year was unusual in that Onaga had a large crop, and Alta Vista had a small crop, with Manhattan somewhere in the middle. This year, Manhattan had the second largest fall receipts in history and Onaga and Alta Vista the lowest receipts in 10 years. Consequently, we did battle space issues in Manhattan most of the fall. Every year we try to estimate receipts and plan accordingly but we sure missed it this year. Onaga received much less than anticipated and Manhattan much more.

Building extra storage has always been a good investment. But, this year we put up a bin in Onaga and had a drought. 2 years ago we built a bin in Alta Vista and have had a drought ever since. So, we really need more space in Manhattan, but.....

Investments: We have had a pretty active year in capital expenditures. I already mentioned that we built grain storage in Onaga this year. In addition, we have replaced our main fuel delivery truck, updated a sprayer and pickups, purchased a 40 ft ammonia application rig and a hoist in Westy. We continue to make repairs as needed to facilities including repairing the spalling on the concrete elevator in Manhattan, and any other repairs need to maintain facilities in good condition. We may have record repairs this year and that is not a good thing. It does show though that we are diligent in maintaining facilities and equipment so our employees are better able to provide you great services.

The spalling repair on the Manhattan elevator consisted of chipping out those areas where the concrete had cracked away from the rebar on the outside of the silos. This exposed rebar can rust and allow more water to get in and deteriorate the concrete further. These areas were mortared in to prevent further decay. So now we have a spotted elevator!

Another concern with concrete elevators is collapse caused by poor rebar placement during construction. So, during the spalling repair, we had the crew check the rebar spacing on several silos. This is similar to using a stud finder on the walls of your home. The silos that were checked appeared to have proper spacing. We feel that this indicates that most likely the elevator has proper rebar placement throughout the structure.

As always, I want to let you know that we certainly appreciate the business you do with us. Feel free to let me know when we do not meet your expectations.

Stover's Story

By Dave Stover

It has been a pretty nice fall as far as weather goes for harvesting and sowing wheat. Talking with growers and looking at the test plot data, the beans as a general rule were better than expected. I was riding with a grower in some beans that we both thought would be very poor, the monitor was running about 25 to 30 bushels.

Weed control was a real challenge this year. I am sure there were waterhemp and marehail around the country that went to seed before the freeze. Fall burndown with residual control will really help suppress the impact of those weeds and also control the winter annuals that are always around. I would suggest Valor XLT and Sterling blue or 2,4-D on acres that are going to soybeans.

Atrazine and Sterling Blue or 2,4-D would be my choice for Corn acres. There are other options available also that may suit certain situations better. But what if you are not sure what the rotation is going to be. There are a couple of options there also. Autumn and Valor (not XLT) can be run in the fall and have no restrictions to either corn or soybeans. All of these products work best if applied between now and Thanksgiving.

Wheat sales have been strong and I see a lot of wheat fields in the territory. That being said, there is a lot of henbit, mustards and other winter annuals that are started already. Using products like Finnesse and Amber or Rave have good residual control, but you need to remember that if you do apply one of these products on your wheat and you follow the wheat with soybeans that they need to be STS varieties. We have many varieties of STS/RR and RR2 soybeans available.

We still have a good supply of corn and soybean seed for you. We have products from Croplan Genetics, Asgrow DeKalb, NK and Mycogen. Our early ordering program is still available. Don't forget about the CFA Financing program for all your crop input needs. You can finance seed, fertilizer, and chemical purchases and take advantage of early pay and volume discounts.

Thanks for your business and have a nice fall.

Input Finance Program

We are proud to announce the open enrollment for the 2013 (CFA) crop input program to finance your 2013 crop production. Finance Fertilizer, Chemical, Seed, Application services and Dyed Diesel. Make financing your crop production easy with a simple two page application form for the Input Advantage Program or a sorter form for Express Credit, (no fuel on Express Credit) your application can be approved within days after applying.

Feel free to contact Jerry Humbert, Credit Manager, at the Manhattan Elevator with any questions you may have.

Accounts Receivable

By Jerry Humbert

It's the first of November and the year is slipping away fast, this may be the last opportunity for those of you who are a little behind on your account to get caught up again, so please think about this month's payment and mail in as much as you can to get it paid in full by the end of December. We will also take credit card payments on account with an additional 3% added to the payment, this option may keep the account from getting shut off or placed on hold (cash only). We can also take payments at any of our branch locations and multiple payments the same month are also accepted.

Remember your Coop Credit account is a convenience credit account only, not a bank loan and the policy states the balance is due in full by the 15th day of the month following the month of purchase. Finance charges will be imposed on all accounts not paid by the last day of the month. The finance charge is computed on a periodic rate of 1 1/2% per month which is an annual percentage rate of 18%. The minimum finance charge is \$1.00

Grain Comments

By Doug Biswell

Looking back on what grain prices did during the month of October, the month was really rather boring. We rallied corn and milo to near \$7.50 and \$7.00 cash and we have had another chance to sell beans again above \$15. We shouldn't forget about cash wheat above \$8.50 and new crop 2013 above \$8. Prices can change very quickly and violently. I believe that I have mentioned this before, but a day of electronic trading opens at 5:00 p.m. and closes the next day at 2:00 p.m. The open outcry still trades from 9:30 a.m. to 1:15p.m. We have electronic trading open while the USDA is releasing monthly reports; this has provided for some wide and wild price swings. Volatility provides opportunity so if you have a price target in mind let me know and I will put orders in, the best way to get an order filled is to have the order entered.

This is my 17th fall harvest in the grain business, and every harvest has provided different challenges and opportunities. I have no doubt all of you in farming feel the same way. We try to control all we can, there are things that are either unforeseen or uncontrollable – those we all deal with in the best manner we know how. It is an exciting and dynamic business, thanks to those of you that chose to let Farmers Cooperative Association help manage yours. As always if you have any questions or comments feel free to give me a call.

Energy Department

By Jerry Fenske

We are already to the time of year to start getting fuel tanks cleaned out and winterized. Believe it or not, most winter problems can be avoided with a little preparation before it gets cold. It is very important that fuel filters on storage tanks are replaced at least one time per year. Do not forget that every gallon of fuel pumped out of your tank travels through your fuel filter. If there is any debris or water in a filter, it will eventually get through your filter and into your equipment. Replacing filters is a very inexpensive way to protect your machines and your pocket book.

Winter Product Update:

Number one diesel is now available for delivery from our Manhattan or Alta Vista bulk plants. Please let us know if you are needing your tanks blended for winter so we can get them taken care of before the cold weather gets here. The RFD delivery trucks will begin delivering a 50/50 winter blended fuel on November 1st. The winter blended fuel will apply to both the clear and dyed diesel products. On occasion there have been a few individuals that have not wanted winter product delivered to their tanks. If you are not wanting the RFD truck to deliver blended fuels to your tanks please contact me so I can prevent any unwanted winter deliveries to your tanks. As always, feel free to contact myself or any one of your cooperative's employees with any questions or concerns. Thank you for your continued support.