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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"**

Onaga Location News

By Brent Beck

2013 Harvest has begun!! We are looking forward to harvest with the new truck scale and office facilities. We still have a few finishing touches to be put in place, such as handrails and a scale intercom system. I'm sure there will be a bit of a learning curve getting accustomed to the new traffic flow. However, we are confident it will be much more convenient, allowing us to better serve, and continually expand our customer base. We will be running the loaded trucks headed north across the scale and the empties headed south across the scale. We have reconfigured the southeast driveway to create more room for truck traffic and a smoother traffic flow. There will be a ticket printer near the southwest end of the scale that will hopefully be installed soon. Each end of the scale will have an intercom for customer convenience. We hope each of you are able to enjoy the new system as much as we are enjoying being able to have it!!

The Onaga dry fertilizer facility is back up and running after completing equipment and structural improvements, and holds a renewed promise of many, many more years of continued service. Thank you for your patience while we were making much needed improvements.

AG LIME. This will be our second year applying ag lime. Last year was a huge success for us considering it was a first year endeavor. We are able to apply flat or variable rate applications. I would strongly encourage **soil testing**, so that you can apply the correct amounts of each nutrient needed to grow a crop more successfully. Please stop in or give us a call if you need ag lime application on your farm.

WHEAT SEED. We currently have Everest, Fuller, Wolf, 1863, Art and Winterhawk seed available. Let us know your seed needs so we can have the seed available when you are ready for it. We can have bulk seed treated with a fungicide, insecticide or a plant growth regulator according to your requests.

ANHYDROUS / DRY FERTILIZER APPLICATION.

We are currently booking acreage for custom anhydrous/ dry fertilizer application. We have changed to a J.D. applicator with disc openers. We are very pleased with the results we are seeing. This year we will also be adding a Nitrogen Stabilizer system to the toolbar. We anticipate a very busy season, so make sure to get your custom application orders in early as this will assist us in our planning and scheduling.

Livestock Feed Needs

Corn and milo prices have fallen quite a bit, as have their respective by-products. Soybeans, being the exception, have maintained their price value. The month of October should continue to offer some excellent pricing opportunities on corn gluten and dried distillers grains (DDG's). Take advantage of this break in the prices and lock in some tonnage to cover your feed needs.

We are asking our bulk feed customers to call orders in prior to coming in to pick up bulk feed. This will allow us to better utilize our employees during the harvest and custom application seasons. (We are simply trying to group the orders into morning or afternoon appointments. As always, we will make every attempt to work with each and every producer to accommodate in any way we can. Your help and cooperation in calling in your orders the day prior to needing them, would be greatly appreciated.

Thank you for your business and have a safe and successful harvest !!

**October is
National Cooperatives Month!**

**Celebrate by helping us donate to
local food banks.**

**We are accepting non-perishable
food items or cash
at Coop offices in
Alta Vista, Onaga and
Manhattan
through the month of October.**

Fuel Department **By Jerry Fenske**

The conversion from regular gasoline to sub-octane gasoline has already taken place or is in progress at all Kansas fuel terminals and refineries. This conversion has raised a lot of questions and created many headaches for both fuel suppliers and customers that buy gasoline.

Suppliers were originally told that on September 16, 2013, regular unleaded gasoline without ethanol would no longer be available anywhere in the state of Kansas. Well, the deadline has passed and that information was not true. The price gap between gas products with and without ethanol has increased greatly. Because of the price difference, many suppliers will choose to only sell products with ethanol added. We are not one of those companies. Unleaded gasoline without ethanol is still available and each of our fueling locations will still continue to resale regular unleaded gasoline as long as enough customers demand it. We plan on offering unleaded with ethanol (unleaded plus, E-10) and a separate product without ethanol (unleaded) for our patrons to choose from. Each of our fuel locations has been clearly labeled to avoid confusion between the fuels. Our bulk trucks will also continue to have both products available. Please make sure to let us know which product is preferred when ordering fuel. If there are any questions please let us know.

Grain Comments **By Doug Biswell**

Harvest is underway in some of our trade territory, please be safe. If you have new farms or new landlords let us know so that we can put in those split accounts before you are setting on the scales wondering why the accounts are not in our system. Having those accounts set up makes it much easier on the scale operators and your drivers.

Yields are coming in better than anticipated in many areas across the United States. It would seem after a couple of years of production issues the time has come when we actually grow a crop.

Thanks for your continued business.

Stover's Story **By Dave Stover**

Seed For Thought

As I am writing this corn harvest is just starting. It is a great time of year, it is when all that we have done finally shows its success. I have seen a few plots that have been harvested to our south and west and the new products from all of the brands we are handling are at the top of the field. The brands we handle are: Croplan, Dekalb/Asgrow, NK and Mycogen.

A few growers have the new drought-guard hybrids from Dekalb in the field this season. I have not heard any results at this time but looking at the ears and making comparisons to the non-DG hybrids it looks like the results are there. The combine will be the real judge though.

Soybean fields are all over the board. There are going to be some very good soybeans and there will, I am sure, going to be some disappointing fields. We would be glad to help you maximize your potential. There can be several reasons why a field can have a problem. If you address all the problems but one, you still have a problem.

It is not too early to be thinking about next years seed. The first early pay date is October 31st, so don't let the Halloween spooks scare away your best price for your spring seed needs. We also have very attractive financing options. One of the best benefits of purchasing seed from your coop is you can get seed from different seed companies and still maximize your volume discount. We have the right genetics for your fields.

Please have a safe, profitable harvest and enjoy the fall.

N-Serve and Fall Planning **By Craig Miller**

Now is the time to think about your plans for next year and what you need to accomplish between harvest and spring. Three main areas that I concentrate on are:

1. Soil Sampling
2. Liming/Gypsum
3. Fall Applied Fertilizer/Chemical

If you know your plans for a field, now is the perfect time to let us know so that when you get it harvested a simple call will put the plan into action.

Let's look at the 3 areas, starting with the last one. I view fall applied chemical as a possible replacement for a spring burn down. It is generally more expensive than a burn down but provides several advantages such as keeping the field clean, letting it dry out quicker in the spring and allowing you to plant instead of running a sprayer and waiting for stuff to die. There can also be advantages on insect control due to eliminating host plants that the insects can overwinter on. Fall is also a good time to apply your P & K and elemental micro nutrients such as S and Zn. This allows time for them to break down and be ready for use when the crop needs them next year. Fall is also an excellent time to apply NH3 and hopefully by the time we start custom applying this fall we can custom apply your NH3 with N-Serve. N-Serve is a nitrogen stabilizer that insures the anhydrous remains where you put it and, more importantly, is there when the crop needs it. N-Serve is a proven product that has been utilized in many areas of the country for a number of years. It's proven insurance that will become standard policy for many fields.

Soil Testing and Lime/Gypsum go hand in hand. Composite samples are good and better than shooting in the dark but if a field is suspected of having a fertilizer or ph issue then grid sampling is usually the preferred method. Grid Sampling will generate a lot more data than either composite or zone sampling and allow a problem area to become more defined. It is usually the most expensive but is not a lot more than zone sampling especially when you consider the difference in the amount of data collected from your field.

If you have a field that has a potential fertility issue or that you plan on liming/ applying gypsum, I would suggest you consider having it grid sampled. It is often the case that the value of the lime saved from grid sampling is more than the cost of the grid sampling.

We don't know what type of fall/winter is in store for us and time/weather is often our limiting factor on getting fall jobs done. If you have a potential field for fall work, the sooner we know your plans the better we can plan on getting the job done.

Thanks and have a safe harvest.