



# Western Farmer

The Official Publication of the Garden City Co-op, Inc.

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April - May 2007



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## Ransom Merger

*John McClelland, General Manager*

The policies of the Garden City Co-op require that I inform the members of significant events as they develop. It is exciting to be able to update you on the many positive changes taking place.

On April 9, 2007 the members of the Ransom Farmers Cooperative Union voted 50-6 to merge with the Garden City Co-op effective June 1, 2007. The Ransom Co-op has a very strong balance sheet, excellent facilities and a committed customer base. The recent drought has made it difficult for their Co-op to be profitable over the last few years.

The courageous management and board decided that it would be in the best interest to look to neighboring co-ops for a way to preserve their financial position and increase the services that could be provided. Our Board was honored that Ransom chose the Garden City Co-op as the partner best able to help them accomplish their goals.

We are excited about this commitment to work together on many levels. The best opportunity comes from our ability to carry a wheat position in the Dighton and Ransom areas as we need to empty out in Garden City and Ulysses for fall harvest. The ability to carry this position was a big contributor to our paying a 14 cent/cwt patronage refund last year. We are optimistic that this can even be enhanced if we return to more typical production as a result of this wonderful moisture we are receiving.

2007 is shaping up to be an excellent year for your local co-op financially. We are following last year's record tying performance with what looks to be an even better year. Our year-to-date profits are ahead of last year and ahead of budget. This has allowed us to increase our working capital and the overall financial strength of your company. There is a lot of time before our year end in August and as we all know many things can take place. It is good to be in a position to take a run through the busy season towards a profitable year for you.

Thank you for your continued support and your commitment to keep "Moving Forward Together".

## Grain Update

Ken Jameson, V.P. Grain Division

Well, it took us until April to try and kill the wheat crop for the first time. Like freezes in the past, the jury is still out on the amount of damage that was done, and we will be inundated with reports from wild to mild. How many bushels were lost is also difficult to determine because that means you had an idea of how many bushels we were going to have to begin with. Today, we feel the damage in our trade territory will be minimal while central Kansas appears to have taken a pretty good hit. This year's Kansas Wheat Tour, in early May, will be one of the more closely followed ones in years.

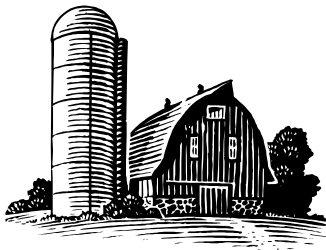
The wheat market has responded to the freeze by moving 45¢ a bushel higher as of this writing. The initial reaction was we remember 1997 when the crop was called dead and due to the cool, wet weather that followed the freeze, the crop was able to recover and we cut a good wheat crop. Also, the market trades numbers, so until we start getting estimates of how big, or small, this year's crop is going to be, we probably will not see any real fireworks from the Kansas City Board of Trade. Here again, the May wheat tour will take center stage.

The corn and milo markets finally stopped their freefall after U.S.D.A. shocked everybody with 12 million more acres of corn to be planted over last year. Fund selling kicked in and we couldn't get this boat to start trying to turn around until concerns over getting the crop in the ground in a timely manner began to surface. Cold, wet weather has planting progress well behind last year's rapid pace. The keys to this market near-term will be weather and planting progress reports every Monday. Once the crop is in the ground, weather will be the main factor through pollination.

The soybean market has been and will be a follower of the corn market thru the planting period. This market will watch the corn planting progress to see if delays will cause producers to switch from corn to beans. Obviously, more switching will be bearish to this market.

With weather delaying a lot of spring tractor work so far, everyone will be behind the eight ball when things dry out. Now is the time you need to be talking to us about leaving firm sell orders if you still have old crop or new crop grain to sell. Your mind will be on a million things. Let us watch the market for you so you have one less thing to worry about. Your business is appreciated and something we know we have to earn everyday.

## Check Your Farm Stored Grain



Have you checked your stored grain lately? We are coming into a very critical time of year. Mother Nature places in every seed the urge to grow in the Spring. When moisture and temperature are halfway right, the growth process begins and the results can be out-of-condition grain in a very short

time. Insect activity also picks up when grain temperatures get above 50 degrees. Insect damaged kernels as well as must and mold in grain, especially wheat, are very critical factors in the value of grain coming out of farm storage. Remember the old adage - an ounce of prevention is worth a pound of cure.

## QuickFarm Mobile™

Garden City Co-op would like to announce that we now have available for your use from any web-enabled phone QuickFarm Mobile™.

QuickFarm Mobile™ provides phone-formatted information through your Web-enabled phone or PDA. With user-defined settings you can access:

- Breaking Agricultural News
- Weather Radar and Forecasts
- Grain & Livestock Market Information
- Local Commodity Prices
- LDP Information
- Futures Quotes
- GC Co-op Important Info Screens

From your web-enabled phone or PDA, go to:

[www.gccoop.com/mobile](http://www.gccoop.com/mobile)

Any questions, please email Brenda at: [gardencitycoop@gccoop.com](mailto:gardencitycoop@gccoop.com) or call 620-275-6161.



## MARKET HOTLINE

For Daily Grain Bids  
Call 620-275-9772 (G.C.)  
Call 620-397-6068 (Dighton)

Visit our website at:  
[www.gccoop.com](http://www.gccoop.com) or  
[www.gccoop.com/mobile](http://www.gccoop.com/mobile)

# Petroleum Update

Pete Maestas, Petroleum Manager

Springs has arrived!! Time to fill your fuel & oil tanks for the busy season. With the climbing price of fuels have you considered switching to premium diesel fuel?

CENEX Roadmaster XL Premium Diesel Fuel is specially formulated to deliver up to 4.5% more power than standard diesel fuel. It's been tested for millions of miles in the lab and on the road so you can be confident you're getting the performance you need for pulling heavy loads and long hills.

CENEX Ruby Fieldmaster Premium Diesel Fuel is specially formulated to deliver up to 4.5% more power and up to 5% better fuel economy than standard diesel fuel. It's been tested for millions of hours to prove that Ruby Fieldmaster optimizes engine performance for more power and better fuel economy. Choose Ruby Fieldmaster so you can be confident you're getting the performance you need.

Example of fuel savings if using Roadmaster XL or Ruby Fieldmaster:

<u>Fuel Price</u>	<u>Annual Usage</u>	<u>Estimated Savings</u>
\$2.20/gal.	1,000 gallons	\$ 110.00
	10,000 gallons	\$1,100.00
	20,000 gallons	\$2,200.00
\$2.80/gal.	1,000 gallons	\$ 140.00
	10,000 gallons	\$1,400.00
	20,000 gallons	\$2,800.00

Don't forget to check with us for your spring & summer fuel contracts.

Trying to forecast the price of fuel is like looking into a crystal ball. Speaking of crystal balls, we are going to give you a chance to look into your crystal ball and guess what the price of Unleaded gas at the Country Corner will be on July 4<sup>th</sup>. The winner will receive a \$50.00 CENEX gift card. Fill out the entry form and return to the Garden City Co-op Petroleum Dept. Drawing will be held on July 6, 2007. Tie breaker will be determined by the first entry received. GOOD LUCK!!



## ENTRY FORM



NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE# \_\_\_\_\_

YOUR GUESS \_\_\_\_\_ .9 PER GAL  
*(Employees of Garden City Co-op not eligible to participate!)*

# Jay Warren Retires After 36 1/2 Years With Co-op



After working for the Garden City Co-op for 36 1/2 years, Jay Warren has decided to retire.

Jay started working for the Co-op on September 20, 1970 at the Pierceville branch as an Elevator Operator. While at the Pierceville branch, his duties included tire repairs, new tire sales, feed & seed sales and deliveries, and rolling whole milo from the concrete elevator through the old "Iron Clad" elevator that was connected to the feed warehouse and then bagged in a small room at the west end of the warehouse.

In January 1974, Jay transferred to the Main Office as a Grain Settlements Clerk, but when summertime came around, he decided that the inside work was not for him.

He then transferred to Lowe as Assistant Branch Manager in July 1974 and continued in the Crop Production Division there until he transferred to Plymell in 1977.

At Plymell, Jay filled and delivered NH3 tanks, delivered and filled pivot tanks with liquid fertilizer until the liquid pit was removed. He also made sales calls on area farmers, pulled soil samples, went over the soil samples with the producers, and quoted prices. He would also deliver chemicals from Lowe.

In March 1998, Jay returned to Pierceville as Branch Manager until retirement on April 13, 2007.

The Co-op held a Retirement Party for Jay on April 12th with many area producers, employees, and friends showing up to help him celebrate.

# Wheat Concerns From Now Until Harvest

Fred Fisher, Agronomist, Crop Profit\$

It appears we have dodged a bullet with the early April freeze. In Finney County after numerous field inspections, I see no evidence of dead heads with lower stems in fairly good shape. Wheat at the growth stage we are currently at will either lose heads in a freeze or develop normally from this point on. There is no concern with head sterility. The heavy wet snow that occurred on Friday, April 13<sup>th</sup>, probably caused more problems than the freeze. The snow caused some lodging and stem kinking to primary tillers on early planted, high fertility fields. It is especially prevalent in double drilled areas. Most of these tillers will stand back up but I would expect these same fields and areas of fields will be prone to lodging later in the season. On irrigated wheat where the problem occurred, it will make sense to apply quick irrigation passes to minimize future lodging. The current 14 day forecast holds no additional freeze threats.

The next threat to the wheat will be leaf diseases. When deciding on fungicide inputs, four factors are important.

The most important factor is yield potential of the crop. Leaf diseases will reduce yields based on percentages of loss, so if the response to a fungicide is 20% on a crop with a yield potential of 60 bushels, the expected return is 12 bushel of wheat. At flag leaf emergence, there is a one to one relationship between percent flag leaf damage and percent yield loss. If 20% of the flag leaf surface area at this growth stage is destroyed, you can expect 20% yield reduction. At later growth stages, this damage to yield effect drops off.

Another factor to consider is disease pressure to the south. In our area, the two most important diseases to consider are Leaf Rust and Stripe Rust. Spores from these diseases blow in from the south and are deposited in fields by wind currents and thunderstorms. At the current time, there are no problems with Stripe Rust to the south but Leaf Rust is becoming established.

Another factor is variety resistance to these diseases. This unfortunately is a moving target. Varieties lose resistance over time as these diseases change and develop strains that overcome a varieties natural resistance. When Jagger and Jagalene were released, they had good resistance to Stripe and Leaf Rust. Leaf Rust resistance was lost several years ago and Stripe Rust resistance is declining as well.

The last factor to consider is forecasted weather for the reproductive stage of the crop. Cool and wet conditions favor development of these diseases.

Timing of these fungicides should be aimed at getting the best value possible. If a field is at partial flag leaf emergence and disease is already present on the lower leaves, the field should be sprayed immediately. If no disease is present at full flag leaf emergence, applications should be made toward the tail end of the fungicides label restrictions.



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Garden City, KS 67846  
Office 620-272-9605

Fred Fisher  
Cell: 620-640-1600  
E-mail: fredlu@wbsnet.org

Trevor Pippitt  
Cell: 620-640-1169  
Email: trevorpippitt@yahoo.com



## AFS Fuel Locations:



**Country Corner East**  
Hwy 50 & Campus Drive  
Garden City, KS 67846

**Dighton Station**  
239 E. Long  
Dighton, KS 67839

**Bulk Plant**  
Massey Furgeson Road  
Garden City, KS 67846

**Harding & Fleming**  
Garden City, KS 67846

**Seventh & Fulton**  
Garden City, KS 67846

**Pierceville, KS**

**Dighton Ampride**  
Dighton, KS 67839

## Double Crop Opportunities

Chris Irvin, Seed Sales Manager

With some uncertainty as to how much damage the freeze has done to the 2007 wheat crop, and with a full moisture profile, should we be thinking about double cropping opportunities? Maybe or maybe not! I wanted to let all of you know of several different opportunities that we have to make double cropping and your pocketbook a successful and profitable venture.

With higher corn and milo prices in recent years, a producer could look at double cropping these crops behind their wheat. Of course, I would recommend a short season corn like Croplan Genetics 5002 RB(102 day) or Dekalb's DKC50-20 RR/YG(100 day) and/or DKC 52-47 RR/YG(102 day), depending on when the wheat comes off, but I would not like to see anyone planting a hybrid longer than a 102 day corn. A corn-borer BT hybrid is a must because corn borer will flock to a field of newly planted corn late in the season. I would think that a producer has the ability to grow 120 bushel corn as long as he gets the seed planted no later than June 25. Of course this goal has a lot to do with Mother Nature and how much heat we will get throughout the year and when our first fall frost will arrive! Silage is also an option if a producer has a feedlot or dairy nearby!

Sorghum is also an option for double cropping! Dekalb has two early maturing varieties called 28E and DKS 29-28 and Asgrow has a product called Reward that would all work for a short season milo. Eighty bushel sorghum following wheat is not uncommon.

Soybeans are the most common crop to plant following wheat harvest! I would say that 40 bushel soybeans are considered excellent yield for a double cropping scenario.

Last but not least are sunflowers. Sunflowers are a crop the can yield up to 2200 pounds/acre after wheat. I have heard of several contracts that are offering up to 17ct per hundred weight for nu sun flowers and up to 25ct per hundred weight for confection sunflowers.

Please note that these yield goals are estimates and dates can vary from year to year. Please call me at 620-271-8150 with any questions that you may have and I would be happy to answer them for you. I do still have a good supply of Grain Sorghum, Corn, Beans, Sunflowers and Forages left to sell if anyone is interested.



## Crop Production Update

Tim Giesick, V.P. Crop Production

When will we get back into the field? That's the question that every farmer has on his or her mind. With the overabundance of moisture, farming is at a standstill. When drier conditions return, watch out, everything will need to be done at once.

Fertilizer prices remain high. With the rumors of late spring shortages, prices will remain strong.

Lowe Crop Production was recently leased a 4920 John Deere spray rig. This will make two spray rigs available for your spraying needs. Lowe has added three new employees: Willie Brant, Sammye Telford and Francisco Armenariz. With the addition of a second spray rig and three new employees, service will improve to higher levels.

The cold weather has been a major concern for farmers statewide. Damage to the wheat crop in our area still remains to be determined. We should know more information after the Wheat Tour takes place the week of April 23, 2007.

Construction on the two new additions, the Chemical-Seed Warehouse and the Chemical Bulk Building, are going well. If you have a chance, stop by and check it out.

## Ulysses Ag Inputs

Daron Cowan, Sales

We would like to thank Barry & Melanie Brant for all they have done for the Garden City Co-op this past year. Good Luck to both of them in their future endeavors.

I would like to remind everyone about the Ulysses FFA's Better Than Nothing Bull Bash on Saturday, May 5th. Gates open at 7:30 p.m. at the Grant County Civic Center Rodeo Arena and tickets are \$8.00 per adult, \$5.00 for students, and kids under 6 get in free. The Bull Bash this year will feature freestyle bullfight featuring PBR finalist and a special guest appearance by hometown favorites Statler and Waldorf. Come early, seats go fast!

I have been flooded with questions about the pet food we carry and if it was involved in the recent recalls. The Purina Mills, Inc. brand of dog food we carry is not involved in the pet food recalls. Purina Mills does not use wheat gluten or rice bran in any of their dog food rations. Starting sometime in May, the Purina Mills brand of pet food we carry will change their name to Red Flannel. This is being done to increase customer appeal and recognition. This will be done with only a few product changes. Customers who have been participating in the Purina Mills frequent buyer program will still be able to "Buy 6, Get 1 Free." Also, be sure to look in your pet food bags for Red Flannel coupons. Call Daron for details.

We still have 2006 model trailers on sale. Customers can take \$100 off per axle. We have only a few 2006's remaining and with the everchanging metal prices, they will never be cheaper. We also have a few grill guards on hand for \$430.00 each and full front bumper replacements for \$800.00 each.

In the near future, we are going to have Hastings stock tanks and Blattner Livestock Equipment at our Dighton location. If you have any questions, just give Daron a call at 620-356-1219.

There are a few events going on in Ulysses during May. May 31st thru June 2nd is the Downtown Carnival, June 2nd is the Wildflower Tour, and also on June 2nd is the Ulysses Town Wide Garage Sale. If you have any questions, call the Grant County Chamber of Commerce at 620-356-4700. In our June Western Farmer, I will have a complete schedule for the Grant County Fair.

In closing, I would like to wish the Graduating Class of 2007 good luck in whatever their future has in store for them. As always, please call Daron for all your feed, trailer, and livestock equipment needs.

## Like a Well Oiled Machine

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Last year was a tie with 1999 as the most profitable year at your co-op with \$3.7 million before taxes. Through six months we are 150% of that record year end with the best half of the year to come locally. I told you these outside investments were fun.

Our long term debt has always been at a very low level but it is reduced from last year. Your equity in the company has grown from \$21.7 million last year to \$27.1 million and I expect it to be over \$30 million at year end before we make patronage payments and equity retirements.

Considering the tremendous growth the Garden City Co-op has experienced I am happy to report that our balance sheet and income statement ratios started strong and are improved. This shows the strength and opportunity that close relationships can bring. If you are a committed customer and owner of the Garden City Co-op, I can say congratulations. You will be rewarded beyond your expectations. If you are not a committed customer of the Garden City Co-op, you should be. This ride on the well oiled machine is not one you will want to miss.

*P.S. Volatile markets create strange circumstances. Bill Maughlin, a co-op director from Dighton, reported the cost of fertilizer had gotten so high, he saw a farmer stealing anhydrous from a meth dealer!!!*

## Know Your Employees...

## Tim Giesick

### Vice President Crop Production



Tim Giesick is the new Vice President of Crop Production for the Garden City Co-op, Inc. Tim started with the Garden City Co-op in February 2006 as a Sales Manager. Upon Barry Brant's leaving the company, Tim became the new Vice President.

Before coming to the Co-op, Tim worked and owned a farm for 21 years. He then worked for ADM for seven years, the last two were as Manager of the Shallow Water Elevator.

Tim has five girls - Talia-25; Shaina-23; Whitney-20; Ashley-21; and Aubree-17. His girlfriend is Danette Thurston.

Tim will office out of the Garden City Co-op Main Office. Stop by and see Tim for all your Crop Production needs. His phone # is 620-275-6161 (Main Office) or cell: 620-272-6691. Email: timg@gccoop.com.

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See Jayrene at Dighton for all your cell phone needs. Jayrene is located in the Dighton Office  
Phone 620-397-5343



**GARDEN CITY CO-OP, INC.  
BOARD OF DIRECTORS**

2006-2007

Boyd Lear -	Board Chairman
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**GARDEN CITY CO-OP  
STAFF MEMBERS**

John McClelland - General Manager  
Brent Merz - C.F.O.  
Ken Jameson - V.P. Grain  
Barry Brant - V.P. Ag Inputs  
Rod Petty - V.P. Petroleum  
Kary Smith - Crop Production Manager  
Pete Maestas - Petroleum Manager



Country Corner is currently offering a Car Wash Special (Get \$3.00 off of an Ultimate Wash with a \$20.00 gas purchase).

We are also offering pre-paid gift cards. They can be purchased for amounts from \$5.00 to \$100.00. They will be rechargeable if you would like to add more to the card after they have been purchased. So, if you are looking for a quick gift, come in and purchase one from us.

**10% Ethanol Blended is available at:**

Country Corner East  
7th & Fulton  
Fleming & Harding AFS  
Dighton Service Station  
Dighton Ampride

**MARKET HOTLINE**

For Daily Grain Bids  
Call 620-275-9772 (G.C.)  
Call 620-397-6068 (Dighton)

Visit our website at:  
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www.gccoop.com/mobile

## Like a Well Oiled Machine

One of the duties I most enjoy as General Manager is attending neighboring co-op's annual meetings. We have developed a close relationship with all of the co-ops in this area that still maintain their status of local control and ownership. Good things have come from these trusting relationships. The success of WindRiver Grain is without peer in Western Kansas. We have formed Western Ag Chemical to make sure our producers have access to competitive pricing in cash and carry chemical. Western Cooperative Seed combines the expertise of the best field staff in the business with the efficiency of working together out of one inventory with enough volume to be profitable in its first year.

The Garden City Co-op is partners with other co-ops to sell branded Cenex fuel from Kansas City to Cheyenne Wyoming to El Reno Oklahoma. We are partners in East Kansas Chemical that meets chemical needs across Kansas and Nebraska. We belong to NIK, a fertilizer buying group covering Nebraska, Iowa, Kansas and Colorado. This group has the buying power of 1,000,000 tons. All of the co-ops in Kansas only use 250,000 tons so it is easy to see the market advantage.

Our membership in CHS gives us a means to share in the profitable refining business. Land of Lakes is very successful in the Croplan seed business and shares that money with its members. FC Stone recently converted from a cooperative to a publicly traded company raising the value of our investment from \$450,000 to approximately ten times that.

You can easily see why these meeting are fun to attend. Both owner's meetings of our investment companies and area co-op annual meetings are full of enthusiasm and anticipation. The last annual meeting of the Garden City Co-op was fun to attend also. Almost everyone is reporting record or near record earnings as we have recently. A lot of these earnings come from sources other than our local operations. Everyone here is committed to running high service and profitable local businesses but these outside sources of income help to drought proof us and allow growth. This company has tripled in size (more if you count all these outside investments) in three years. Growth is very expensive and it is doubtful we could have accomplished the growth and improved our balance sheet at the same time without outside investments and relationships.

I hope you can sense my enthusiasm for the Garden City Co-op and other area local co-ops future. All of the struggles and the commitment of previous



**John McClelland**  
**General Manager**

members are paying off and the system is running like a well oiled machine. Recent years have proven that the cooperative business model is sustainable and strong. Members will be rewarded for their commitment to their co-op at unprecedented levels.

We have roughly half a year left with a wheat crop that we are not sure about, much company owned grain to market, and a whole lot of fertilizer and chemical application to due before our year end audit numbers show us the real story. With that in mind I would like to share the financial trends of your co-op through six months.

Sales dollars are about even with this time last year. Those numbers can be dramatically affected by volatile markets but we are ahead of last year in most numbers of units handled. Profits are up dramatically.

**Cont. on Page 6**



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