



# Western Farmer

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

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January - April 2010



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## GRAIN DIVISION NEWS

*Ken Jameson, V.P. Grain Division*

Spring is finally here and the wheat crop is looking good. I know it's a long ways to harvest, but it's off to a great start. We are moving grain to make space for this harvest, but not at the pace I would like. I always say that this time of year. Producer selling has slowed down considerable with the drop in all the markets, which has elevated my concerns about space, but we should be sitting OK by the time harvest gets here.

I thought I would update you on our winter project of building more space. Contracts have been signed on the Deerfield project where we will add 850,000 bushels of additional space in the form of 4 concrete bins, 124' high and 50' in diameter. These four bins will be added to the west end of the existing elevator. The pouring of the pilings and floors will start this spring with the pouring of the bins beginning in late June. Projected completion is the last half of September. The winter weather has everybody running behind on current projects, so hopefully, spring and summer weather will cooperate and they can do some catch up. Some interesting facts on this project: there will be 192 pilings poured 16" in diameter and 70.5 feet deep, approximately 679,000 lbs. of reinforcing steel will be used and proximately 3,575 cubic yards of concrete will be required.

The other two sites we were considering this year, Gano & Wolf, have run into snags due to land restraints. After receiving the new land survey, we have found our property line at Gano is just 10 foot south of the elevator. We contacted the landowner through his farm manager and to this point, he has refused to sell us the ground needed to add 750,000 bushels to that location. The farm manager and the producer farming the ground feel confident that when the landowner makes his yearly visit to the farm and sees for himself that the ground we want to acquire is not farm ground and will not affect the circle he has there, he will reconsider. So while this project could eventually move forward, it will not be in time for the 2010 harvests.

The Wolf project also has land restraints if we want to add an additional leg along with additional space. The real issue is having the leg situated to have access to the dryer. If we were handling dry grain only, it would be no problem, but wet corn is another animal. We will be getting proposals or ideas from several millwright companies and McPherson Concrete, who puts up the bins, over the next few months. If a solution can be found, this project would move forward next year.

Looking forward, future projects that will be looked at are at our Shields and Hickok locations.

## CROP PRODUCTION UPDATE

*Tim Giesick, V.P. Crop Production*

Rain and snow seem to be the weather pattern we remain in. We are trying to squeeze 3-4 months of work into 1 month. The pace at our crop production facilities remains frantic, but with that being said, our employees are rising to the challenge. We will be adding newer trucks to our fleet with an addition of a new sprayer trailer and several new employees to help facilitate the condensed season this year. We have some used equipment that will be up for bid.

5-NH3 Nurse Trailer Chassis  
1-1000 gal. Fiberglass Tank  
1-3000 gal. Single Compartment Poly Tank (has crack near the lid)  
1-3000 gal. Single Compartment Fiberglass Tank  
Hopper Bottom Unload Auger  
Incline Conveyor Auger  
1988 IHC 1900 with Dry Box  
1975 Ford LN 800 Winch Truck  
1998 Kent Bumper Type Combine/Sprayer Trailer

Sealed bids will be taken until Friday, April 30, 2010. Bids can be delivered or mailed to the Main Office.

Mail to: Garden City Co-op, Inc.  
Attn: Brent Merz  
P.O. Box 838  
Garden City, KS 67846

We reserve the right to reject any and all bids. For more information, or to see the items for sale, call the Crop Production Division at 620-277-2230. Bidders will be notified if their bids are successful.

Corn planting season is almost upon us. We remain committed in the best service possible to our customers. Please keep in mind that giving us a heads up on what you will be needing and when you will need it gives us time to plan our day and meet your expectations. Our staff at the Garden City Co-op remains dedicated to providing the best and most efficient service possible.

At this time, the fertilizer market remains flat to weaker. The only exception to that would be UAN. North of the Garden City area and into Nebraska and Iowa, there has been little activity with fertilizer application. Once they dry out and get into the fields, we expect fertilizer pricing to strengthen due to supply and demand. In the last few weeks, farmers have been locking their chemical needs for the upcoming season. If you haven't had a chance to lock in your chemical orders or need questions answered, please contact our sales department for assistance.

We all know how strenuous planting and spraying season can get. Our hope is that everyone will step back and think about safety for a minute and maybe we can prevent some potential accidents from happening.

## SEED SALES

*Tod Depperschmidt, Seed Sales Mgr.*

Spring is finally here. Growers are all working hard at putting the finishing touches on their 2010 wheat crop. Fields are rapidly being prepared for the fall crops to be planted. Soon there will be planters in the field. I, on behalf of the Garden City Co-op, would like to say thanks to all our patrons that have allowed us the opportunity to work with you. Hybrid selection is one of the most important decisions that are made over the winter months. Fertilizer recommendations, as well as crop protection plans, are in place. With a little fine tuning, we believe our partnership with the patrons of Garden City Co-op is the strongest in the industry. We are committed to you to make the largest industry in America a great success.

Farmers across the country have one of the biggest responsibilities in the world. Feeding all the hungry people is a huge challenge. The Garden City Co-op and our seed suppliers are working diligently at providing producers the knowledge and hybrids to get this task accomplished. Through performance, innovation, and commitment, together we can accomplish this goal. In 1960, studies showed that one acre fed one person. In 2005, one acre fed 1.8 people. The current goal is by 2050, one acre will need to feed 2.8 people. How will this goal be met? Partnering yourself with people and organizations that are dedicated to success. I foresee us achieving this goal and continue to preserve our natural resources as well as improve lives in the process.

Garden City Co-op currently offers the best genetics and trait packages in the seed industry. Through our Dekalb, Croplan, Mycogen, and NK brands, we can provide you the products and expertise we will need to continue to meet the world's demand. Our seed supply is still good with the exception of a couple hybrids being sold out. Please contact me with any seed needs you may still have on those tough acres. The GC Co-op wishes you great success in your 2010 crops.

## PETROLEUM NEWS

*Pete Maestas, Petroleum Manager*

Spring is here and everything is going to start happening all at once. The last several weeks, we have seen fuel and crude oil prices increase. It's still unclear how far prices will go up or where prices will be at in the middle of the summer. Many of you have checked into contracting fuel for the summer months and it is still not too late if you are interested in contracting. Contracting does give you the benefit of securing a set price and knowing what your fuel input costs will be for the season. Fuel can be contracted for both transport and bobtail delivery.

The Cenex "Hard Working Bonus" program ended on January 31st. This is for those who purchased 100 gallons or more of Cenex qualifying lubricants. To those who participated, you should be receiving your gift cards in the mail if you haven't already. This program usually starts in November and is an excellent way to save on lubricants and get a gift card in return. If you have bulk oil tanks, it's a great time to fill for the coming season. Refined oil products have seen price increases from all suppliers in the last 60 days. This is going to reflect on pricing for the summer months. I would encourage everyone to make their purchases before prices are increased locally. As the past has always shown, lubricants never seem to go down in pricing.

With the cost of repairs on equipment being outrageously high, take advantage of the best warranty program available. The Cenex Total Protection Plan is available for both new and used equipment. New equipment warranty offers coverage up to 10 years or 10,000 hours. Used equipment warranty offers coverage up to 8 years or 8,000 hours. For more information on the Cenex Total Protection Plan, stop by our office or give us a call.

The Petroleum Department has hired Larry Kulbeth as a new sales person. Larry will be out calling on our customers and familiarizing himself with the area. When Larry is making calls, please feel free to give him your comments or concerns so if there are any problems, we can get those

problems, if any, taken care of as quickly as possible. Larry will work out of our office at Sixth & Fulton, so stop in and meet Larry. Don't forget to enter for the 2010 Polaris 550 XP EPS. You will automatically be entered each time you purchase Cenex lubricants. The drawing will be held on September 1, 2010.

We appreciate your business and look forward to serving you this season. If you have any questions or concerns on fuel or lubricants, please stop by or give us a call. Petroleum office number:

620-276-8301 or

Pete's cell - 620-271-7622;

Brent's cell - 620-272-7296;

Larry's cell - 620-271-7666.



**2010 Polaris 550 XP EPS  
Drawing held on September 1, 2010**

## **SAFETY DIVISION UPDATE**

*Kirby Bradley, Safety Director*

After a long, cold, and relatively wet fall, winter, and early spring, the spring rush is finally upon us. Many growers were not able to do much post harvest field work and/or fertilizer application work including top dressing wheat, so now there is a big push for everyone to get as much done as possible in a shortened period of time. In addition, there is a substantial amount of stored grain at the elevators starting to move out and so traffic loads are increasing accordingly and making for even more congestion in some locations. With all of this activity starting up, these operations require fuel and lubricants in order to operate and once again, labor demands and traffic increase. It is conditions such as these that can cause people to get in a hurry and NOT do things in as safe a manner as should be done. We would ask that everyone - patrons, employees, outside contractors, outside truckers, etc. - take a moment to stand back and look at the job at hand and make sure that it is being performed in a safe manner. If it is going to take a few extra minutes to do a job safely, we need to take those extra few minutes and be sure that everyone goes home safely at the end of the day, especially when those days can be long days.

There are a couple of safety initiatives being implemented by the Safety Committee in conjunction with the safety program that you will see in the upcoming weeks. The Safety Committee is in the process of having some signs made that they will post at all locations with safety reminders on them. Those signs will hopefully remind everyone, employees and patrons alike, that even under stressful situations and in extremely busy environments, work needs to be done safely so we can all get up and go to work again then next day. Something else you will see around wheat harvest time is a business size card that we will be distributing to patrons with phone numbers to call if there is a concern or problem at any of our locations that needs to be addressed, especially during harvest. This program is still in the planning stages and you will receive more information on it later.

Once again, with arrival of spring and some nice weather (finally), please pay attention to your surroundings and what is going on around you so you are able to act and react safely as we all rush to get our work done. So remember, be safe out there!

## **COMMITMENT STATEMENT "Moving Forward Together"**

## **MARKET TEXT MESSAGING SERVICE**

*Jeff Boyd - IT Manager*

The Garden City Co-op is still offering a free Text Messaging service to you. If you sign up for this service, currently, you will receive 3 text messages a day giving you the Kansas City wheat, Chicago corn, and Chicago soybean nearby futures and the N/C contract month futures for the open, mid-day, and close. You will receive these at approximately 9:45 a.m., 11:45 a.m., and 1:45 p.m.

We have the ability to expand these options so that you may pick what you wish to receive.

To be set up on this service, all we need from you is your name, phone #, email address and phone carrier. We are limiting this to one phone per decision maker because of the cost to us.

Please be aware of your text messaging plan with your phone carrier. If you do not currently have a text messaging plan, you will be charged by your phone carrier for each individual text message.

If you are interested in our 'Market Text Messaging Service', please call Jeff or Caleb at the Garden City Office (620) 275-6161, Jayrene at the Dighton Office (620) 397-5343, or Holly at the Ulysses Office (620) 356-1219. You will be set up immediately.

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## **EMAIL YOUR DIRECTOR**

To help make communication to our Board of Directors easier, we have established an email address to contact the Board with. You can contact them with any concerns, complaints, suggestions, or compliments. The Board will review these correspondences at each monthly Board Meeting. So please expect a response after each meeting.

The email address to contact the board is [board@gccoop.com](mailto:board@gccoop.com). Also keep an eye out for a simple form on our website in the future to also contact our Board Members. We appreciate all of your input to improving your Co-op.

# Anhydrous Ammonia Safety

Anhydrous ammonia is an important source of nitrogen fertilizer for crops. The improper handling of anhydrous ammonia can have catastrophic results on both plants and farm workers. Common injuries are severe burns to eyes, skin and the respiratory tract.

- Personal protective equipment (PPE) should always be worn. Standard PPE should be non-vented goggles, rubber gloves with thermal lining, face shield or an approved respirator. Wear a lightweight rubber suit, or (at the very least) a long sleeve shirt and coveralls.
- Make sure anhydrous ammonia tanks are not filled beyond the recommended capacity.
- Use care when handling the hose end valve so that it does not open accidentally. Do not move hose by handling valve handle.
- Be sure to bleed hose coupling before disconnecting. Use care when cleaning plugged knives as anhydrous ammonia could be built-up behind the plug.
- Use emergency water supply for at least 15 minutes if exposed to anhydrous ammonia and then seek emergency medical attention.

## Inspection

- Are hoses in good condition?
- Are fittings clean and free from rust?
- Do low-pressure tubes have any leaks?
- Are knives plugged?
- Is the tank secure with a locking hitch pin?
- Is the pressure relief valve operating correctly?
- Does the tank have five gallons of fresh water?
- Is PPE available and being worn?

Information supplied by the National Safety Council's Agricultural Division, the National Education Center for Agricultural Safety (NECAS) – [www.nsc.org/necas](http://www.nsc.org/necas) or 888-844-6322. Information and recommendations are compiled from sources believed to be reliable. The National Safety Council makes no guarantee as to and assumes no responsibility for the correctness, sufficiency or completeness of such information or recommendations. Other or additional safety measures may be required under particular circumstances. Last Revised: 04/09

## For Daily Grain Bids or To Sell Grain

620-275-6161 (Garden City)

620-397-5343 (Dighton)

620-356-1219 (Ulysses)

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

## Cenex Total Protection Plan Warranty Program



**This Warranty Can Help You  
Sleep At Night,  
Assuming You Stop For Sleep.**

Protection + Performance = Peace of Mind  
Whether you buy new or used equipment, you simply won't find a better way to protect your investment. That's because this warranty gives you unsurpassed coverage while helping to ensure that only high-quality energy products go into your equipment.

When you use Ruby Fieldmaster™ Soy-Enhanced Premium Diesel and Cenex lubricants exclusively, you'll get up to 10 years or 10,000 hours of engine and transmission coverage.

What makes this the best Warranty in Agriculture?

- \* Covers new equipment for up to 10 years or 10,000 hours
- \* Covers used equipment for up to 8 years or 8,000 hours
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- \* Transferable

Don't wait! Contact your local Cenex retailer today!

**Garden City Co-op  
Handles the Following Seeds:**



# GRAIN FACTS

Ken did a nice job of summarizing the issues surrounding our new grain storage construction on the front page of this newsletter. We are making good progress in some areas and hit some detours in others. We want to assure you, they are just detours and may slow, but will not stop us as we build storage to meet your needs.

Between the Garden City Co-op and WindRiver Grain, we have added 4.5 million bushels of storage in the past two years. We will add another 850,000 bushels at Deerfield this year plus whatever temporary storage we may need to help you complete your harvest. WindRiver is also making plans to have more storage in place by harvest.

The chart of quick ship bushels shows that the problem of elevator over-utilization grows every year. This is the result of large harvests, a tight transportation infrastructure, and slower farmer selling. Whatever the cause, we continue to build storage but quick-ship more of every type of grain at harvest every year. WindRiver's volume goes up every year as well and they do a great job along with other grain companies of emptying out elevators during harvest to make room for more.

I could write a small book of the issues surrounding making enough room to handle the harvest effectively. In addition, we add new challenges every year that are mostly outside of our control. The only clear path to improving the situation is adding storage and speed to our receiving equipment. The Board has made that a priority and we are committed to making it happen.

I know how frustrating it is to sit in a harvest line when your annual income waits in the field. I just wanted to share that this problem has been intensifying every year. It is an issue that has affected everyone in the grain industry. Everyone is trying to build at the same time and bad winter weather throughout



John McClelland  
General Manager

the Midwest caused many delays. A new order placed for a leg today may not be filled for almost a year.

20 years ago was the first time the Garden City Co-op handled a million bushels of corn. Last year, we quick-shipped almost 6 times that amount. We have much to celebrate with these bountiful harvests. I wanted you to know that we are dedicated to providing the service you deserve.

## Quickship or Groundpile

Year	Corn	Milo	Wheat
2004	1,757,000 bu.	343,000 bu.	0 bu.
2005	2,302,000 bu.	436,000 bu.	587,000 bu.
2006	1,619,000 bu.	0 bu.	158,000 bu.
2007	3,648,000 bu.	1,151,000 bu.	20,000 bu.
2008	5,215,000 bu.	593,000 bu.	390,000 bu.
2009	5,922,000 bu.	1,537,000 bu.	498,000 bu.



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