



# Western Farmer

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

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May/June 2006



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## **2006 WHEAT HARVEST**

*Ken Jameson, V.P. Grain Division*

I was bragging on the wheat crop in the last Western Farmer after that wonderful snowstorm, but Mother Nature pulled the rug out from under us again this Spring.

Between the drought, freeze, and the largest mosaic outbreak I have ever seen, we are unfortunately looking at a wheat crop that's 50-60% of last year's and dropping farther each day without rain. You can still find some good looking fields but there's just not enough of them.

We do not anticipate any elevator storage space problems this year but nothing would make us happier than you proving us wrong. The elevator and maintenance crews have been busy preparing all of the facilities for what we hope will be a trouble-free harvest.

We will be receiving hard white wheat at the Lowe, Friend, Garden City B, Dighton, Utica, Arnold, Ulysses, and Hickok locations. Please notify the elevator personnel when you begin to deliver white wheat so we can be prepared and not cause you any delays.

As of this writing, we are expecting no changes to our wheat discount schedule from last year. In the past, we have averaged moistures up to 15% with shrink back to 13.5%, averaged test weights; both by delivery location. We see these two policies staying the same with dockage for F.M. starting at .51% and shrunk back to .50%. Dockage continues to be the hot topic as it is a very expensive deduction when marketing grain to the end-user. In the past, our customers have done a pretty good job of delivering relatively clean wheat to the elevators. We hope you will continue to take pride in delivering as clean of wheat as possible and express that attitude to your custom cutter. Clean wheat is easier to handle, weighs more and ultimately means a better price for you, the producer.

It is our goal on dockage, test weight, moisture and any other grain handling issue to be fair and competitive. We will monitor the market and if conditions change, we will do our very best to meet the change. In this issue, you will find a copy of the discount schedule.

Our harvest hours will be whatever you need to the best of our ability. Communication is the key here, especially when harvest is just starting. A call

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## GARDEN CITY CO-OP PURCHASES SULLIVAN GRAIN ELEVATORS

The Garden City Co-op anticipates that the purchase of the Sullivan, Inc. grain elevators will be finalized May 31, 2006. Sullivan has five locations in and around the Ulysses area. The locations are Ulysses, Sullivan Spur (Milepost), Hickok, Lakin and Kendall. The Kendall location will be sold to the Syracuse Co-op as they already have an elevator located there.

The total licensed capacity of the Sullivan elevators is 5,190,000 bushels. The Kendall location is 322,000 bushels so the Garden City Co-op will be adding 4,868,000 bushels of capacity.

Sullivan is a great company that has focused on superior customer service and financial stability. They were formed in 1922 and have remained a family owned business. Many of the owners of Sullivan are still involved in agriculture around the Ulysses area. We are very excited to welcome the General Manager, Lynn Teeter, and his staff to the Co-op employee group. They have long been recognized as some of the most capable elevator operators and grain merchandisers in the High Plains.

Our inspection of the Sullivan facilities for mechanical and structural soundness confirmed what we had anticipated. The facilities are in excellent shape and the elevator equipment is a testament to Sullivan's commitment to maintenance. We are looking forward to our first harvest with the Sullivan crew.



Hickok Elevator



Milepost Elevator



Ulysses Elevator



Lakin Elevator



*The Garden City Co-op, Inc. Grain Division is ready to serve your harvest needs.*

## ARNOLD GRAIN ELEVATOR PURCHASED

The Garden City Co-op is proud to announce the purchase of the Arnold grain elevator from the Right Co-op. Arnold is located 7 miles east of our Utica elevator. The elevator has 750,000 bushels of licensed storage in the concrete elevator and a 95,000 bushel steel bin. That totals 845,000 bushels of licensed storage in a newly upgraded facility. The elevator has recently had the belts and legs replaced and sped up.

The location also includes 29,000 gallons of anhydrous ammonia storage. The opportunity in Arnold is to serve a good production area and realize efficiencies by sharing of labor between Utica and Arnold.

The addition of Lane and Ness County grain facilities has increased the ability of the grain department to react to favorable marketing conditions. In the past, the Garden City Co-op has been forced to move wheat as quickly as possible after harvest to make room for the fall harvest. By expanding into more dryland areas, it allows us the opportunity to not only handle more bushels but to handle those bushels in a way that can create efficiencies. The ability to carry a wheat position and not pay for terminal storage is a real advantage. That advantage even becomes larger in these times of tight truck and rail freight.

We welcome the producers in the Arnold area and look forward to serving your needs.



## PETROLEUM NEWS

*Cheryl Haug, Petroleum Division*

If one word describes this year's wheat crop in Kansas, it's "early". However, Garden City Co-op is prepared to assist you in all your harvest petroleum needs from refined fuels to quality lubricants. Garden City Co-op sells CENEX brand lubricants! Today's heavy-duty diesel and automotive applications are pushing agricultural, commercial and industrial equipment to new levels of endurance and expectation. CENEX's time proven and fleet tested diesel and automotive lubricants stand up to these very demanding conditions. We are proud to be able to offer these quality lubricants to our customers!

If you need packaged lubricants, such as grease, delivered to the farm, feel free to let us know and we can work with our fuel drivers to get the products delivered by them if needed.

Lubricant prices once again are looking at a price increase the first of July. The overall increase in crude oil prices have forced lubricant base stock prices to sky-

rocket also. Contact us to have your bulk oil tanks filled and barrels delivered before you are completely empty. Bulk oil is a very convenient, safe and clean way to store oil in your shop. Call us to learn more about bulk oil!

With refineries looking to have record maintenance and the impending switchover to Ultra Low Sulfur Diesel, contracting fuel looks like a good move. For contracting questions, give Rod, Pete, or Junior a call.

Need a new Garden City Co-op Fuel Card? Ann Jackson joined the Petroleum Division in February and will be happy to assist you in her new office.

Jace Stubbs has also joined our team. Jace is the new bobtail fuel truck driver. Welcome aboard Jace!

The Garden City Co-op Petroleum Division is excited to have the opportunity to serve you. Each year brings new opportunities and results, and we hope that your results will be good. The Petroleum Office phone number is 620-276-8301.

## Dighton Service Station

*Joe Amos, Service Station Manager*

The Dighton Service Station is a full-service station. We will no longer be having a Thursday Senior Special but will continue to provide full-service.

Full service includes having us fill your tank, wash your windshield, check your fluids and your tires.

Full-service is 10¢ over posted price. If you do not require full-service, there are self-serve pumps East of the station or you can use your Cenex card at the Ampride Station.

### 10% Ethanol Blended is available at:

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

# ROUNDUP READY EVERYTHING CREATES NEW CHALLENGES

Fred Fisher, Agronomist, Crop Profit\$

One of the most valuable tools ever put into the hands of farmers is the "Roundup Ready Technology". Can we get too much of a good thing? The answer is maybe.

For the 2006 planting season in Finney County, I would estimate that over 80% of the corn is Roundup Ready. In many cases, this corn is being planted behind Roundup Ready corn from 2005. What are some of the challenges we face when using this valuable technology on continuously cropped land?

## #1 Dealing with RR volunteer in RR corn.

Currently, there are no effective means of chemical control to kill that first flush of RR volunteer corn. The so-called non-residual herbicides like Select, have a 30-day waiting period after spraying before corn can be planted. The burn type products like Gramoxone are not effective on grass plants like volunteer corn in the seedling stage and although they will burn the leaves off of the volunteer corn, the corn will typically come right back. The only real solution to dealing with this volunteer is to minimize the potential for it in the previous crop. Paying closer attention to European and Southwestern Cornborer infestation and dealing with them either by timely chemical control or the use of B+ hybrids can do this. Another source of volunteer corn is allowing fields to dry below 15% or 16% grain moisture. Most corn hybrids will lose their ability to retain ears at this point and although the producers pay less in drying charges and shrink, they pay for it the next year with an increased amount of volunteer.

## #2 Potential for weed resistance and weed shifts.

Whenever the same herbicide is used continuously on a piece of ground, the potential exists for weed resistance and weed shifts. As of the winter of 2005, there were no documented cases of Roundup weed resistance in the state of Kansas. There have been numerous occurrences in the rest of the United States and it is only a matter of time until we encounter some of the same problems here. Weed shifts however are occurring. The incidence of Marestalk and velvetleaf both are favored by the continuous use of Roundup. Although Marestalk is not truly resistant to Roundup in Kansas, it appears that it is at least tolerant. In the case of velvetleaf, Roundup is still effective but the ability of this weed to germinate over a wide range in soil temperatures allows new flushes to emerge well into the growing season requiring multiple Roundup applications to achieve effective control. A partial solution for both problems is to use other herbicides in combination with the Roundup so that more than one mode of action is at work. A better solution is to rotate Roundup Ready corn with conventional corn thus allowing for rotated herbicide programs as well.

For further information or assistance with field specific solutions, contact Fred Fisher at [fredlu@wbsnet.org](mailto:fredlu@wbsnet.org).



Fred Fisher  
Cell: 620-640-1600  
E-mail: [fredlu@wbsnet.org](mailto:fredlu@wbsnet.org)

P.O. Box 156  
Sublette, KS 67877  
Office 620-272-9605

Trevor Pippitt  
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PO Box 838  
Garden City, KS 67846  
Office 620-277-2230  
Cell 620-271-3446  
Barry Brant  
[barry@gccoop.com](mailto:barry@gccoop.com)



"For All Your Crop Production Needs"



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

# 2006 WHEAT HARVEST

Cont. From Page 1

to the elevator letting them know you're going to try cutting, especially if it will be after our normal work hours, is appreciated.

After harvest, remember to bring your tickets with you when you come in to make your divisions with your landlords. Having your tickets will speed up the process and get the grain into your landlords' accounts as soon as possible.

We hope you have a safe trouble free harvest and appreciate the opportunity to serve you.

## Garden City Co-op, Inc. Moving Forward Together



Main Office: 106 N. Sixth  
P O Box 838  
Garden City, KS 67846  
Fax: 620-275-8433  
www.gccoop.com

Garden City Co-op Main Office	620-275-6161 or 800-794-9389
Garden City Market Info	620-275-9772
Dighton Market Info	620-397-6068

### Petroleum

Garden City Petroleum Office	620-276-8301 or 866-676-2440
G.C. Bulk Plant (propane bottles)	620-276-8903
Country Corner East	620-276-3923
Dighton Station	620-397-5311

### Crop Production

Lowe Crop Production	620-277-2230 or 800-972-9842
Dighton Crop Production	620-397-2437
Western Ag Chemical	620-275-1079

### Elevators

Amy Elevator	620-397-2339
Alamota Elevator	620-397-5688
Arnold Elevator	785-731-2462
Charleston Elevator	620-335-5165
Deerfield Elevator	620-426-7661
Dighton Elevator/Office	620-397-5343 or 800-254-6983
Friend Elevator	620-276-6692
Gano Elevator	620-275-1222
Garden City A Elevator	620-276-3366
Garden City B Elevator	620-276-3118
Hickok Elevator	620-356-2233
Lakin Elevator	620-355-6341
Lowe Elevator & Fertilizer	620-277-2230
Milepost Elevator	620-356-2460
Pierceville Elevator	620-275-6480 or 620-335-5126
Shields Elevator	620-397-5520
Tennis Elevator	620-276-7973
Ulysses Elevator/Office	620-356-1219 or 800-242-9754
Utica Elevator/Office	785-391-2336 or 785-391-2356
Wolf Elevator	620-426-8446

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

2005-2006

Boyd Lear -	Board Chairman
Tom Mulville -	Vice Chairman
Randy Richmeier -	Sec./Treasurer
Kendall Clark -	Asst. Sec./Treasurer
Michael Deaver -	Director
Tim Miller -	Director
Steven Krehbiel -	Director
Bill Maughlin -	Assoc. Director
Rick Horton -	Assoc. Director
Todd Graham -	Assoc. Director

## GARDEN CITY CO-OP STAFF MEMBERS

John McClelland - General Manager  
Brent Merz - C.F.O.  
Ken Jameson - V.P. Grain  
Barry Brant - V.P. Crop Production  
Rod Petty - V.P. Petroleum

## WHITE WHEAT

We will be receiving white wheat at our Lowe, Friend, Garden City B, Dighton, Utica, Arnold, Ulysses and Hickok locations.



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.

## MARKET HOTLINE

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

or visit our website at:  
www.gccoop.com



Garden City Co-op, Inc.  
P.O. Box 838  
106 N. Sixth St.  
Garden City, KS 67846  
(620-275-6161)

## **GARDEN CITY CO-OP, INC.**

### **2006 WHEAT DISCOUNT SCHEDULE**

#### **As of 6-01-2006**

Moisture will be averaged up to 15%.

Over 15% each load will stand a shrinkage of 2.0% for each 1% of moisture over 13.5%.

### **TEST WEIGHT WILL BE AVERAGED.**

### **TEST WEIGHT DISCOUNTS**

#1 HRW ----- 61 AND ABOVE 1 CENT PREMIUM  
#2 HRW ----- 59 ----- 1 CENT BU.  
#2 HRW ----- 58 ----- 2 CENT BU.  
#3 HRW ----- 57 ----- 4 CENTS BU.  
#3 HRW ----- 56 ----- 8 CENTS BU.  
#4 HRW ----- 55 ----- 12 CENTS BU.  
#4 HRW ----- 54 ----- 16 CENTS BU.  
#5 HRW ----- 53 ----- 20 CENTS BU.  
#5 HRW ----- 52 ----- 26 CENTS BU.  
#5 HRW ----- 51 ----- 32 CENTS BU.  
SG HRW ----- 50 ----- 38 CENTS BU.  
SG HRW ----- 49 AND BELOW 10 CENTS PER LB.

TEST WEIGHT BELOW 50 WILL NOT BE AVERAGED.  
TEST WEIGHT BELOW 50 SUBJECT TO REJECTION DEPENDING UPON  
EACH INDIVIDUAL ELEVATOR'S ABILITY TO HANDLE IT.

### **OTHER DISCOUNTS**

10 cents per bu. Weevily

10 cents per bu. Musty - Sour - Smutt (each)

IDK - Insect damaged kernals - market discounts at time of sale

**STORAGE CHARGES** .00095 cents per bu. per day

Storage will be 30 days free. On the 31st day, storage reverts back to the date of delivery.

### **DOCKAGE**

Dockage will be watched more closely this year and any load testing over .50% will be shrunk back to .50%.

**T.W. DISCOUNT SCHEDULE AT TIME OF SALE TO PREVAIL**  
**\*\*\* SUBJECT TO CHANGE WITHOUT NOTICE \*\*\***

## LUBRICANT TERMINAL - CENTER OF PETROLEUM DEPARTMENT EXPANSION

*John McClelland, General Manager*

Last year, the Garden City Co-op Petroleum Department was chosen to be the Cenex Lubricant Terminal for Western Kansas and the Panhandles of Oklahoma and Texas. This involves storage, repacking and distribution of packaged and bulk lubricants to neighboring Co-ops and producers. The additional volume and distribution network allows us to enter a very profitable business as a trusted representative of Cenex/CHS. It also allows us to invest in more storage and delivery equipment to better serve our local producers.

For those of you visiting the Main Office or the Petroleum Department recently, you may have wondered about all of the activity at the old feedmill. The removal of the old mill equipment and bins has given us room to create a brand new, state of the art lubricant storage and distribution center. The new EPA guidelines on containment and spill prevention mandated that we either build a new bulk lubricant storage facility or spend significant money to upgrade our old undersized facility at the Bulk Plant. Renovating the feedmill was the most efficient alternative by both saving on construction costs and making more effective use of petroleum personnel.

The new lubricant bulk plant and connected warehouses are completely operational now and ready to serve you. There is still a little work that will be finished up after wheat harvest. Please stop in and ask for a tour of the most efficient new lubricant bulk plant in the Cenex system. You own it and it is here to serve you.

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## CHANGES IN PROPANE OPERATIONS AT THE OLD BULK PLANT

*John McClelland, General Manager*

The relocation of the lubricant bulk storage to the Petroleum Center from the old Bulk Plant location will also change staffing needs at the old Bulk Plant. The only remaining business that requires staffing at the old Bulk Plant is propane bottle fill. That has been a good business for us historically, but will not support an employee.

We are committed to keeping needed services available to area customers. We are happy to announce that the Syracuse Co-op has leased our propane bottle fill equipment at the Bulk Plant. This will keep a necessary service in place provided by a company that is heavily invested in and committed to the propane business.

Several years ago, the Garden City Co-op exited the propane delivery business for both liability and competitive reasons. The Syracuse Co-op has continued to increase their business both by delivery of bulk propane and distribution of bottle exchange centers around Southwest Kansas. The Syracuse Co-op has bottle exchanges located right here in Garden City. The lease of the propane bottle fill will make both Co-ops more efficient and able to provide a higher level of service.

The anticipated date of the change is June 15, 2006. People wanting to establish credit with Syracuse Co-op for propane bottle fills or exchanges will need to make arrangements with them when they take over operations.

There will be no change to the automated fueling station located at the Bulk Plant or for bulk deliveries. Packaged lubricant products will all be moved to our downtown Petroleum Center.

## CROP PRODUCTION UPDATE

*Kirby Bradley, Crop Production Operations*

The Crop Production Department is seeing the end of the starter and planting season for the fall crops. Liquid phosphate supplies have been tight but it looks like we will make it through this planting season without totally depleting our supply. We are moving into the time of year for NH<sub>3</sub> side-dress and liquid nitrogen through the pivots to begin. Supplies of both anhydrous ammonia and liquid nitrogen are adequate and prices have dropped considerably since the early spring prices, although nowhere nearly as low as where they were a year or two ago. Also, our custom sprayers have been busy applying both pre and post herbicides when the wind has allowed us to be in the field spraying.

We have expanded our Anhydrous Ammonia Custom Application rigs to a total of 3 tractors with chisel and minimum till toolbars and also now have a 16 row strip till bar set up for dual application of anhydrous ammonia and dry fertilizer. Give us a call for your application needs for wheat later this summer and for next year's row crops, including strip till, after the fall crops come out.

Remember that we are your full service fertilizer and chemical dealer and the staffs of the Crop Production Departments at both Lowe & Dighton are here to help you with all of your crop input needs. Please call them with any questions or needs.

Lowe Crop Production (620) 277-2230  
Dighton Crop Production (620) 397-2437



**"Moving Forward Together"**

## CROPLAN GENETICS - GARDEN CITY CO-OP ANSWER PLOT

Chris Irvin, Seed Sales Manager

Croplan Genetics, Agriliance and Garden City Co-op have teamed up to bring the producer one of the best training opportunities in the area. You are invited to stop by and look at this detailed plot as much as you like. This answer plot will showcase herbicide demos, genetic family story and showcase demos of Croplan's entire product line which includes corn, soybeans, sorghum, cotton, sunflowers, canola, alfalfa and forage sorghum as well and NK, Mycogen, Dekalb and Asgrow corn and soybeans.

Make plans to take advantage of this opportunity to tour a very comprehensive plot tour including: over 18 different herbicide treatments in corn, several seed treatments, and new biotechnology traits in corn. Plot tours will be held for producers after wheat harvest and again after pollination to discuss soil profiles of the area, growth and development, genetic families of corn, plant disease control and pest management. Be listening for plot tour information on the radio and watch your mail for flyers. Hope to see you out there!! If anyone would like a personal tour, give me a call and I would be more than happy to give you a guided tour.

Location: From Garden City, go South on Hwy 83 to Plymell Church on SE corner of intersection. Continue South for another 1 and 3/4 miles. The Plot is located on the South size of the Highway 83. Look for Croplan signs.

### Double cropping opportunities

With the 2006 wheat crop seven days or so ahead of schedule, this might give us a good opportunity to think about double cropping. Soybeans and sunflowers would be the best choice but corn and sorghum are also a possibility. Soybean inoculation is still being offered and sunflower and soybeans supplies are still in good shape. So give me a call and we can discuss our best option for your farming operation.

Western  
Cooperative  
Seed



## Equipment For Sale



**1999 GVM Prowler Model 1149 T**  
1500 Gallon Tank w/80' booms  
Has Trimble Tracking System  
420/80R46 Tires - 3300 Engine Hours  
Also has 3000 gallon Nurse Trailer  
11.0 HP Honda Engine & Pump

Sealed bids will be taken until July 31, 2006.  
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. A minimum bid has been set. For more information, or to see the rig, call Kirby Bradley at the Lowe Crop Production Office at 620-277-2230.





## TWO GREAT STORIES BECOME ONE

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care of their grain. We are able to say that because we are both committed to taking care of our people and they take care of our farmers.

Sullivan and the Garden City Co-op are strong and prosperous companies for the reasons stated combined with a history of prudent management. Sullivan certainly did not need to sell. They viewed this as an opportunity to be able to accomplish some diverse goals of their owners. Their first concern in contemplating a sale was the community and the farmers they have successfully served for 84 years. After many discussions, the Sullivans determined that our cultures and our commitment to our producers were similar enough that they would consider a sale.

It is a rare opportunity in one's career to work with truly good people like General Manager, Lynn Teeter and the Sullivan family. I am happy that we had that chance and I want to assure them that we will take good care of their producers and the facilities. We have been doing it here for 87 years.

## FACTS ABOUT KANSAS WHEAT

The first crop of wheat in Kansas was produced by the Shawnee Methodist Mission in 1839. Production in the state grew steadily, reaching 10,000 acres in 1863; 100,000 acres in 1869; and 1,000,000 acres in 1876. Yields were low, usually 10 to 20 bushels per acre, and the first 1,000,000 bushel crop was not harvested until 1866.

Settlers coming to Kansas brought small quantities of the wheat varieties that they had grown in the Eastern US and Europe. These varieties usually came from areas with mild climates, however, and were adapted poorly to the state's environment. Many different types were introduced. Spring wheat, which matured late and often was injured by heat and rust diseases, predominated until 1875. The winter wheat that was grown was mostly soft grain; it was easier to mill with the equipment available at the time, but plants often lacked winter-hardiness.

The situation changed slowly but steadily after the well-known introduction of Turkey Red hard red winter wheat in 1874 from Crimea to South central Kansas by German Mennonites from the Ukraine. Production increased slowly because seed supplies were short, but the wide adaptation of Turkey Red, invention of the steel roller mill in 1878, and severe winter-killing of other varieties in the 1890's promoted the spread.

Production of wheat was extremely laborious with the equipment that settlers had. Although the steel plow was available for breaking the prairie sod in the 1830s, harrows were not widespread until the 1870s, grain drills until the 1890s, reapers until 1880-90, and tractors until the 1910s. The self-propelled combine, which typifies wheat production was introduced in the 1920's. Chemicals and fertilizers were not used until after World War II.

Today, Kansas is the largest wheat producing state on average. Nearly 1/5 of all wheat grown in the US is grown in Kansas. Kansas has about 63,000 farmers with about 28,500 of them growing wheat. Annual average wheat production in Kansas for the past 5 years has been about 374 million bushels harvested from an average 9 million acres. Kansas grows three classes of wheat - Hard Red Winter, Soft Red Winter, and Hard White. Kansas is #1 in flour milling in the United States. The kernel of wheat is a storehouse of nutrients essential to the human diet. Wheat flour is a good source of complex carbohydrates and a moderate source of protein. It contains very little fat and minimal amounts of sodium.

# TWO GREAT STORIES BECOME ONE

The Garden City Co-op has a very strong culture. Our founders believed strongly that there were times when farmers should stand together to accomplish what they could not as individuals. The Co-op members, boards and management have been very thoughtful and diligent about investing in new businesses and growth in general. We have not been risk averse, just careful. Your company has always been patient enough to wait for real opportunities and then quick enough in their response to capture them when they appear.

Over the years, we have tried several ventures outside of our traditional lines of business that serve you like grain, agronomy and petroleum. Some of those ventures have met with mixed results and some have not worked out at all. Generally when we have invested in the people and facilities needed to expand our core businesses though, we have found success.

This issue of the Western Farmer has many announcements regarding elevator purchases and the lease of the Garden City propane bottle fill. Each of the opportunities has their own unique circumstance that led to the board and management's decision. The common thread to all of these changes is the commitment

to our core business units. To focus on what we are good at and understand. These are big decisions and approached carefully and thoughtfully by your board and management.

Of the changes announced in this newsletter, the purchase of the Sullivan elevators is by far the largest deal. Sullivan, Inc. was formed in 1922 just three years after the founding of the Garden City Co-op. It was founded by a family of farmers in the Ulysses area to serve their and their neighbors needs. They were recognized by the Kansas Grain and Feed Association recently as the member with the longest continuous membership with the same ownership. The Sullivan family history and the history of their wonderful company is truly one of the great stories of Kansas.

The Sullivan story shares many common themes with the Garden City Co-op story. Both organizations were founded and managed by area farmers. They were founded as service organizations with a real commitment to helping area producers be successful. The management and control has remained local for a combined 171 years (87 years for the Co-op and 84 years for Sullivan). Neither organization has ever been beholden



John McClelland  
General Manager

to investors or senior management in a corporate office a long way away that didn't understand the challenges and rewards of agriculture in Western Kansas.

Both organizations have been leaders in the agricultural industry. Garden City Co-op was a founder of Farmland Industries and many other cooperative ventures. Sullivan was a founder of the Kansas Grain and Feed Association and almost single-handedly saved the organization during the great depression. These are examples of the organizations not only prospering by themselves but also serving the greater good.

The two companies run good facilities with great people. I am very happy to report that almost all of the Sullivan employees will be coming to work for the Co-op. Both companies take care of their equipment and take

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P.O. Box 838  
106 N. 6th St.  
Garden City, KS 67846  
(620) 275-6161

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STANDARD  
U.S. POSTAGE PAID  
GARDEN CITY, KS  
PERMIT NO. 102