

[www.manhattan.coop](http://www.manhattan.coop)

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**SEED**

John Watts

**LOCATION MGRS**

Alta Vista - Matt Marshall

Onaga - Robby McGowan

Ampride -

Jared (Jerry) Fenske

Westmoreland -

Jeff Overbey

**Our Mission:**

To be your business of choice, meeting customer needs, and growing a viable, progressive company.

**“In Business  
For Your Business”**

**Grain Comments  
by Doug Biswell**

The trend was certainly higher for the month of September in the grain markets. Export sales continue to be very good, concern about dry weather not only in the Former Soviet Union (FSU), but in many areas of the globe have traders nervous about a draw down in global grain stocks. Add to those concerns, the reports of disappointing corn yields in many areas of the United States and we have rallied corn \$1.75 since July beans and wheat also have rallied over \$2 in that same time frame. This rally is an opportunity to sell some grain. Our local yields certainly have not been what we have seen the last few years but with the market higher set down and pencil out your break evens. In most cases money can be made at these levels. Certainly there are many reasons why the market may continue higher but think about all the economic uncertainty the world is facing - we do not have to continue higher. For those of you that have been buying some fertilizer for next year think about selling some 2011 crop. 2011 corn is near \$4 and beans have been near \$10, again I believe in most cases - if you have your cost somewhat locked in - these price levels provide the opportunity for profits, and isn't that what we are in the business for, to make money? Thanks for your continued business I appreciate working for the equity holders of this cooperative.



**Happy  
Halloween**

October 31

Watch out for the  
ill' Chost & Goblins

**Energy Dept - Jerry Fenske**

It's time to start thinking about getting bulk fuel tanks ready for the winter weather. This includes both blending the fuel and changing old filters and hoses to reduce problems during the cold season. As always, we stock all of these items and can always schedule a time to install them for you. We will be getting #1 diesel in our bulk storage tank within the next few weeks. Properly blending tanks takes both time and coordination. If you are needing us to blend your tanks, please call in and let us know as far ahead of time as possible. Our bulk truck will be able to deliver straight #1 diesel and 50/50 winter diesel throughout the winter months. Officially we will wait as long as possible to blend all of our #2 diesel, but each of our locations will be blended no later than November 1<sup>st</sup>. If there are any questions or concerns, please give me a call. Thank you for your continued support.



**Columbus Day** commemorates the arrival of Christopher Columbus in the New World on October 12, 1492. The first Columbus Day celebration took place in 1792, A U.S. national holiday since 1937,

## MANAGEMENT NOTES – By Darin Marti



**FALL HARVEST:** As I write this, harvest is beginning to pick up again after a few days of rain. Overall, corn yields are disappointing but should still result in an average crop for your coop. Soybeans are still a question. With fewer wheat acres this year, more acres will be harvested this fall.

The new bin in Alta Vista is just now completed enough to fill. It was not ready when we wanted it due to early weather delays in construction and a slightly early fall harvest. It appears it will all work out fine though.

With the additional storage we have and the ability to bag grain, coupled with a smaller crop, space is not the problem it has been some years. We have bagged some corn in Alta Vista and will most likely bag some in Manhattan. Having the ability to move grain when the market calls for it will help us to maximize the profit potential for your cooperative.

**FERTILIZER:** The fertilizer market has gone crazy again this fall! Prices have increased \$200 to \$300 per ton. The manufacturers worldwide watch grain prices and move fertilizer prices accordingly. Then the supply and demand situation takes over and causes further volatility in the market. This makes for a very frustrating situation for your coop in trying to determine the best time to purchase fertilizer and be able to have it in inventory when you need it.

Your board has a risk policy in place for grain, fuel and fertilizer. This policy limits the amount of risk the coop will take on inventories of those commodities. These risk levels are reviewed monthly by the board. As a producer, you have the ability to and should lock in profits by selling grain and purchasing crop inputs throughout the year. When you purchase inputs, we are then able to purchase them and not have price risk on the product in our storage. At the same time, you reduce your risk by locking in grain prices at levels that are profitable for you. I would encourage you to visit with Doug Biswell or Ken Diehl for assistance in this process. We will all be winners in the end!



**COOP MONTH:** Each October, cooperatives all across America celebrate the role, accomplishments and contributions

of our nation's cooperatives.

The annual celebrations play a key role in promoting cooperatives to our members, the public and policy makers. Through a combination of media outreach, member education, and interaction with policy makers, co-op month events help raise the visibility of your cooperative, and improve public understanding of cooperatives.

Research shows that when consumers know a business is a cooperative, they are more likely to do business with it. And with consumer trust in co-ops topping

investor-owned companies, promoting your business as a cooperative is a win-win proposition.

Cooperatives around the world generally operate according to the same core principles and values, adopted by the International Cooperative Alliance in 1995. The International Cooperative Alliance is a global membership association of co-ops and co-op support organizations. Cooperatives trace the roots of these principles to the first modern cooperative founded in Rochdale, England in 1844.

**1. Voluntary and Open Membership:** Cooperatives are voluntary organizations, open to all people able to use its services and willing to accept the responsibilities of membership, without gender, social, racial, political or religious discrimination.

**2. Democratic Member Control:** Cooperatives are democratic organizations controlled by their members—those who buy the goods or use the services of the cooperative—who actively participate in setting policies and making decisions.

**3. Members' Economic Participation:** Members contribute equally to, and democratically control, the capital of the cooperative. This benefits members in proportion to the business they conduct with the cooperative rather than on the capital invested. There are some that require higher levels of capital based on the amount of business the customer transacts with the coop. In that case, voting is based on capital.

**4. Autonomy and Independence:** Cooperatives are autonomous, self-help organizations controlled by their members. If the co-op enters into agreements with other organizations or raises capital from external sources, it is done so based on terms that ensure democratic control by the members and maintains the cooperative's autonomy.

**5. Education, Training and Information:** Cooperatives provide education and training for members, elected representatives, managers and employees so they can contribute effectively to the development of their cooperative. Members also inform the general public about the nature and benefits of cooperatives.

**6. Cooperation among Cooperatives:** Cooperatives serve their members most effectively and strengthen the cooperative movement by working together through local, national, regional and international structures.

**7. Concern for Community:** While focusing on member needs, cooperatives work for the sustainable development of communities through policies and programs accepted by the members.



OCT. 16

**A good boss realizes that they can also learn from those they work with no matter the level, title, or position. Learning is a continuous habit and is one of the best lessons demonstrated by a good boss.**

~ Byron Pulsifer



Low Tire Deals  
at Westy Coop!!

**SPOOKY**

We are *DYING*  
for your business



come see us today!

WESTMORELAND IS CURRENTLY ACCEPTING  
APPLICATIONS FOR PART TIME EMPLOYMENT.  
FEEL FREE TO CALL  
JEFF @ 785.457.3671  
OR STOP IN AND  
FILL OUT AN  
APPLICATION.

**Happy**  
**HALLOWEEN**

**2010-2011 Early Order Seed Programs:** Your Farmers Cooperative Assn will be offering the following Early Order, Early Pay, and Seed financing Programs; Eligible Volume Discounts will apply in addition to Early Pay Discounts. Early Pay Cash discount Schedule:

Option 1—Order and Pay for your 2011 corn or soybean seed by October 31<sup>st</sup>, 2010

- Receive a 10% Cash Discount

Option 2—Order and pay for your 2011 corn or soybean seed by November 30, 2010

- Receive a 9% Cash Discount

Option 3—Order and Pay for your 2011 corn or soybean seed by January 15, 2011

- Receive a 8% Cash Discount

### **2010-2011 Seed Financing Programs:**

Order and apply 2011 corn or soybean purchases on our CFA Financing

- Apply seed purchases by October 31, 2010
  - Receive 8% Cash discount
    - 3% interest rate thru 09-15-2011 and 6.5% thru loan maturity on 12/15/10 on CFA Seed Express Credit Loan
    - OR—0% interest rate thru 09-15-2011 and 5.5% thru loan maturity on 02/15/2012 on CFA Total Input Advantage Loan
      - If seed ordered and applied by DECEMBER 15, 2010 on CFA Input Advantage Loan
        - 2% interest thru 09/15/2011 and 5.5% thru loan maturity of 02/15/2012
- Eligible Volume Discounts will apply in addition to Early Pay Discounts
- Pending CFA approval
- Other charges and detail may apply
- Subject to change at any notice
- Contact one of the agronomy sales staff OR Jerry Humbert for program details

**Croplan Genetics Early Order:** The earlier you start planning for next season, the better. The Croplan Genetics Seed Early Order Program gives you that jump on planning to help you stay ahead of the game. Here is how it works:

- Order Croplan Genetics Corn and / or Croplan Genetics Genuity Roundup Ready2Yield soybeans from the Farmers Cooperative Assn by October 15<sup>th</sup>, 2010
- Receive complimentary Agrisolutions MAX-IN micronutrients for the 2011 crop, up to 25% of the acres associated with your qualifying order
  - Specific program details will apply

**John Watts 785-313-1644 / Ken Diehl 785-313-4880 / Mike Thompson 785-313-0518 / Chad Massoth 785-313-0670**

**PRIVACY POLICIES:** *Our Company, with the above name and return address, and any of its subsidiary or affiliated companies, has adopted the following privacy policies in accordance with Title I of the Gramm-Leach-Bliley Act, and Federal Trade Commission rules.*

- We do not sell customer information.
- We do require persons or organizations providing products or services to customers on our behalf to protect the confidentiality of our members and customers.
- We do provide prospective and former members and customers with the same protection as existing customers.
- We do not share customer information with anyone outside the company without your authorization, except as required by law or as stated herein.

We collect information in connection with the extension of credit, the receipt and storage of grain, and other business relationships that we develop in offering, selling and providing goods and services to you, or in purchasing agricultural products from you. The information we maintain will mostly be provided by you in connection with your agricultural products or applying for credit. Information may be obtained from third parties, such as credit reporting agencies, as permitted by the Fair Credit Reporting Act.

All such information will be regarded as confidential in nature, and employees and staff are instructed to maintain your confidences. Our employees will access this information only for an appropriate business need to know. We maintain physical, electronic and procedural safeguards to maintain your confidences.

We will disclose information as we believe necessary in the conduct of our business, or as required by law. Information may also be disclosed in connection with research and verification activities of the company or its vendors and suppliers. Our own creditors may require verification of account balances or credit worthiness of accounts. The IRS and other federal and state agencies have reporting requirements.

Upon your written request, we will generally, and as required by law, make available for your review, or review by your authorized agent, any specific information maintained. Information related to a claim or in anticipation of litigation will not be made available to you. If you notify us that information is incorrect, we will correct any information that we then determine to have been in error, and if you object to our determination, you may submit a statement of dispute that will be included in any future disclosure of information.

We will provide you with this statement and any changes thereto once each year. You may have additional rights under other applicable laws such as the Equal Credit Opportunity Act or the Fair Credit Billing Act.

For additional information, you should contact us at the above stated address, and you may obtain credit information from any credit reporting agency used by us in connection with the extension of credit.