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Our Mission:

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

***"In Business
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MANAGEMENT NOTES -

By Darin Marti

FALL HARVEST: It is almost frightening how quickly the months fly by and here it is already October! I suppose it seems later in the year in some respects because fall harvest began earlier than normal due to the dry weather. Our first loads of corn were received in late August and with the nice weather we have had since, much progress has been made.

There is a considerable difference in crop condition from the northern to the southern portions of the Coop's trade territory. Our grain draw stretches 60 to 70 miles north to south. The very northern portion received rain and has very good crops. As you move south, it drops off considerably. Because of this, we expect Onaga to have fairly average receipts and to fill the elevator space there. Manhattan will probably fill but we did hold most of the wheat crop back so space available for fall harvest is less than normal. Receipts will be below average in Manhattan. The Alta Vista area is the hardest hit and will not fill. We have held back beans and wheat there but with the yields being substantially below average, space will be plentiful there.

Obviously, with less volume, no matter if it is grain or other items; there is less chance for profitability. It certainly concerns us with the short fall crop and how it will impact the Coop's profitability. It will most likely have some affect this fiscal year but maybe more so in the 2012 fiscal year. We are doing what we can to find ways to cut expenses but in reality, the most effective way to improve profitability is to improve gross income.

IMPROVEMENTS: This year, we continued to make improvements to your Coop's facilities and rolling stock, although at a slower pace than last year. Our goal is to have well maintained and reliable facilities so we have continued to perform repairs as needed. We have also purchased some custom application equipment, skid loaders, trucks, liquid injection toolbar, and bulk

seed equipment to enhance our ability to serve you.

EMPLOYEE CHANGES: We have a couple new employees to report. New Location Manager at Alta Vista is Rick Lucas. Rick comes to us from St. Frances, KS where he has been employed by a bean company. His years of experience in this industry will serve you well in Alta Vista. Also new is Leah Blankley. Leah is the new receptionist in Manhattan and also handles Account Payable and a host of other projects. Please welcome them to our organization when you see them!

**HAPPY
HALLOWEEN**

Grain Comments by Doug Biswell

I am and always have been a fundamental grain trader. Simply put the bigger the pile the lower the price. These last few years have been difficult on a fundamental guy like me, the markets (plus a few other things) have turned me prematurely grey and if you ask my children sometimes quite grumpy. The world and the U.S. supply demand situation is tight especially for corn, but as of the writing of this article corn has seen a trading range from the high put in on 8/29 of \$7.79 to a low as of 9/28 of \$6.23, that is too much. I have mentioned this to some of you, these markets go up too much and they go down too much. It is obvious that fundamentals are not winning the day. World economics have been the major influence on our commodity markets. The health, or lack thereof, of other world economies affects the value of currencies. The less our dollar is worth based on other world currencies the cheaper our commodities are for those that import them. Sorry state of affairs in this world, when there are many economies around the globe that are actually in much worse shape than our own.

Harvest is well on the way, if not nearly completed in the most stressed areas. Now is the perfect time to evaluate how your crops handled this year's combination of heat and drought stress, and to plan for next year's crops. We carry elite genetics from Croplan Genetics, NK Brands, Asgrow, and Dekalb, as well as Mycogen Seed Corn. Using the R⁷ Placement Strategy, coupled with our extensive evaluation of hybrids and varieties throughout the year, our Seed Specialists can assure you of the best product recommendations for your farming operation!

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