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Westmoreland -

Chris Parker

**Our Mission:**

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

**"In Business  
For Your Business"**



There is no time more fitting to say "Thank You" and to wish you a Merry Christmas and a New Year of health, happiness and prosperity.

~ Seasons Greetings ~

Farmers Coop Association Staff

~ Farmers Coop Holiday Schedule ~

Thursday, Dec. 24 - Close @ Noon  
Friday, Dec. 25 - CLOSED  
Saturday, Dec. 26 - CLOSED  
Thursday, Dec. 31 - Close @ Noon  
Friday, Jan. 1 - CLOSED  
Saturday, Jan. 2 - CLOSED

~ FEED STORE ~

For your animal needs - we offer small square bales of alfalfa, prairie hay, and straw.



Let us help you with your winter melt down; available at all locations is Thrive Ice Melt.

- Acts fast on both ice and snow
- Will not harm quality, air-entrained concrete
- Contains top quality, fast-acting ingredients
- Formulated to be environmentally friendly
- Easy to apply

A blended de-icer containing potassium chloride, sodium chloride, calcium chloride and/or magnesium chloride, with the capability to melt down to -15° F.



NEW ARRIVAL OF

**BOGS**  
EXPERIENCE THE COMFORT IN YOUR WALK

CAMOUFLAGE BOOTS

Come check out our selection of the many different styles we have on hand. Would make an excellent Christmas idea!

~ FEED ORDERS ~

WE WILL BE CLOSED ON FRI., DEC. 25<sup>TH</sup>, PLEASE PLACE YOUR FEED ORDER **NO LATER** THAN TUESDAY, DEC. 22<sup>ND</sup> BY 5:00 P.M. TO RECEIVE DELIVERY BY NOON THURSDAY, DEC., 24<sup>TH</sup>.

ALSO, WE WILL BE CLOSING NOON THURSDAY, DECEMBER 31<sup>ST</sup>, & ALL DAY FRIDAY, JAN., 1<sup>ST</sup> & SAT., JAN 2<sup>ND</sup> PLEASE PLACE YOUR FEED ORDERS

**NO LATER** THAN TUESDAY, DEC., 29<sup>TH</sup> BY 5:00 P.M. TO INSURE NOON DELIVERY THURSDAY, DEC 31<sup>ST</sup>.

THANK YOU FOR YOUR COOPERATION.

**'2010'**  
FARMERS COOP CALENDARS AVAILABLE AT ALL LOCATIONS.



NOW AVAILABLE:



EAR CORN FOR SQUIRRELS

## CROP PRODUCTION

BY KEN DIEHL

Harvest is still the most important thing occupying most people's mind, when we are able to harvest. I have had several questions on fertilizer primarily nitrogen sources. Here is how it goes, with the wet weather and the inability to apply ammonia, especially in the Big 3 I states, those producers will begin to look at alternate nitrogen sources such as urea or liquid nitrogen which in turn will bring more demand to the table on those products raising the price. Urea will definitely have some strength in the market for the next 60 days or so, with that said it will be a good idea to try and lock up some nitrogen input needs as well as forward contract enough grain to cover the input costs. Phosphates have remained fairly flat with the lack of product moving. Bottom line begins thinking about your fertilizer needs and how to cover that input cost.

As many people know roundup products have come down considerably in price, lowering our average cost per acre. As in the past the local coop will be offering branded glyphosate as well as a premium generic. My belief is that you get what you pay for in some of these bargain basement products. If you are unsure of what to do please stop by and we can set down and run a profit analysis on your farm including all your inputs from fertilizer and chemical to seed, planting, harvesting, interest, cash rent and even include crop insurance.

Once again thank you to all of our patrons for their continued support. Remember always plan for success it will serve you better in the end.

**Best wishes for a happy and prosperous New Year.**

## WATTS BOX

### Early Purchase Deadlines:

- December 15<sup>th</sup>---9% cash discount on orders placed and paid for prior to this date
- Order your 2010 corn, soybean, or milo seed and pay or apply purchase amount on our cooperatives CFA Financing Program by January 15<sup>th</sup>, 2010 and receive 8% Cash Discount
  - Some details apply to these programs. Interest charges will apply on CFA financing—subject to Approval

We will be making every effort to contact our patrons regarding these programs and seed needs for spring 2010. If you have any questions, please don't hesitate to contact us.

John Watts 785-313-1644

[john@manhattan.coop](mailto:john@manhattan.coop)

### SAFETY DIRECTOR – Jeff Eubanks

If you're traveling for the holidays, you'll be joined by thousands of other cars, and plenty of big rigs.

Your most precious cargo? The person driving it, and the people riding next to you. That's why a good night's sleep is one of the most important tools a driver can have. Samuel Bledsoe said, "It's very important. First of all, you got to look out for yourself. Myself, I always say, late freight is better than scattered freight." Bledsoe has driven trucks for more than a decade. He says guidelines put in place to limit hours on the road, give plenty of time for sleep. He said, "If you manage your time right, you can get plenty of sleep." But that doesn't always translate into good rest. Dr. Chris Mann said, "It's been shown that the risk created by a severe obstructive sleep apnea is about the same risk as sleeping five hours or less."

So if you are traveling be sure you have plenty of rest before you hit the road. **May peace be more than a season. May it be a way of life!**

## APS - By Chad Massoth

Hopefully the next few weeks will start winding harvest down or be completely done if weather will cooperate. It truly has been a challenge to get everything accomplished this fall.

This upcoming year we will be selling Crop Insurance at the Coop for 2010 spring crops. Doug Biswell and I will be taking care of the Insurance, which will be connected to Diversified Services out of Jacksonville, Illinois. We will still be underwritten by the federal crop insurance program and be maintained by the USDA's Risk Management Agency. They also offer grain marketing for all their customers. With this they give the producers some more tools to help them minimize more risks through their marketing programs. Also the deadline for final sign up date is March 15, 2010 for all spring crops.

I understand that this is a few months away, but it will be here before we know it. This is just another service that the Coop is going to offer to help producers minimize more of their risks for the year. Thanks for all your patronage and continued support.

Any questions, call me at 785-313-0670 or Doug at the Manhattan office at 785-776-9467.



### Grain Comments by Doug Biswell

Well another in a string of challenging months of harvest, the weather just has not cooperated for us to get an extended period of dry weather. That has certainly not only been the case for our area, but weather has caused problems throughout the Corn Belt, and those problems have been supportive to the grain markets. I have mentioned this before -

for those of you that are struggling making a marketing decision, take a little time set down and figure your cost of production. Then look at what price it takes to make you money – I would expect that many of you will find that with the yields produced this year that our local cash grain prices provide positive cash flows. We have seen and will continue to see extreme volatility in these markets and I realize that can make the sales decision harder to make but knowing that at certain prices you can make money that decision should become, at least somewhat, easier. Our dollar has continued to be weak in comparison to other world currencies supporting grain prices. Export sales, especially in soybeans, have been huge. The U.S. bean farmer has been fortunate in the last couple of years, that the South American crop has been less than stellar. If our friends down south grow a crop this year export demand will shift as generally South American beans are less expensive for importers to purchase. To summarize take advantage of these grain prices.



**Congratulations!**

**Mike & Rachel Thompson**

God has blessed their lives with a precious gift, the arrival of a daughter

~ EVELYNN GRACE ~

Monday, November 16, 2009  
7 lbs, 19" long

(Mike is our Agronomy Production Specialist / Certified Crop Advisor)

**WESTMORLAND STATION -**

**By Chris Parker**

Here's hoping everyone had a great Thanksgiving and will have an even better Christmas and holiday season. Hopefully everyone can overlook all of the commercialization of this time of year and remember what it is really



for, relaxing, spending time with friends and family, and

remembering the birth of Jesus.

As the year quickly comes to an end, I would be remiss if I didn't thank all of our patrons and customers for all of their support not just for the last twelve months, but for all of the years before that as well. The Westmoreland branch has now been in business for over 50 years and we could not have done it without you. We look forward to 50 more.

Once again, *thanks*, and have a great holiday season.

**Credit Manager Report**

**By Jerry Humbert**

A year has come and almost gone again and its time to apply for the 2010 CFA crop input financing program. Those of you who took advantage of the program last year really liked the nice interest rate they offer. This year we are offering the same program with the same very low interest rate for all your seed, fertilizer, chemicals, application, fuel and general inputs. Please feel free to contact me with any questions you may have or to

get an application for the CFA crop financing program.

Even though everyone has been doing a good job sending the stub with their payment, I would like to remind you why the stub is so important. This helps me apply your payment to the correct account and not having to guess what account you are trying to pay. It also lets me see that your payment matches the invoices your paying, when it doesn't I need to find out why to see if your missing an invoice or any other discrepancy and I may need to call you about it so your not caught getting your account frozen for non payment of an invoice. Happy Holidays.



**Energy Department  
By Jerry Fenske**



December is here. The weather in the last month has given us all a lot

of time to make sure we are prepared for the cold season. Your fuel department has been winterizing tanks and trying to get everyone ready to fight off freezing temperatures that will be here soon. Blended winter diesel is now being sold throughout all of our locations. The bulk plant in Manhattan will have #1 diesel available through the coming months if anyone still needs tanks blended for the winter. Please call me if you have any questions or need any help deciding how or when to treat your fuel. There is plenty of fuel treatment available for sale both at the elevator and at the Ampride store in Manhattan. Now is also a great time to replace fuel filters and worn out hoses

or pumps on farm tanks. We have all of these items in stock and can always schedule a time to install them for anyone who is interested.

The Ampride in Manhattan needs your help. For the last couple of months we have been trying to come up with ways to improve your store. We have rearranged the layout in the store, reorganized and added more products, and made a few personnel changes. These are all positive changes that will improve the overall organization and customer satisfaction of that business. But, no matter how much we move things around or add to the store, we still need loyal customers to support it. That's where your help comes in. The Ampride in Manhattan offers a lot of products and services that you can't find at other convenience stores in the area. It is a branded Cenex fuel outlet that sells gasoline, diesel, and kerosene. We also fill propane bottles and offer bottles for propane exchange. The inside of the Ampride offers a full line of convenience items and also retails a large selection of animal feed. Bogs boots are also available and have been very good sellers since we started stocking them. That store along with our other fuel and Coop locations rely on the support of our patrons to keep them successful. Thank you for your continued support of your Farmers Cooperative Association.

### **Views from the Field**

by Mike Thompson

Agronomy Production Specialist /  
Certified Crop Advisor

I have had a few questions regarding how much nitrogen to apply for next years corn crop and how much nitrogen credit to give following soybeans. My first answer is, it depends on what you

are trying to achieve. The type of nitrogen source used, timing of application, soil type, corn hybrid genetics, economics and yield goal are all things to consider.

A simple rule of thumb is 1.2 lb of nitrogen per bushel of corn desired. If you apply dry nitrogen this winter, then I would suggest adding an additional 20 to 30 lb per acre of nitrogen to compensate for leaching and volatilization, and this still might not be enough. Split applications of liquid fertilizer in the spring and you could lower your ratio to 0.9 lb of nitrogen per bushel.

Keep in mind these are suggestions; soil organic matter, previous crop, application timing, and growing conditions all play a component in an adequate nitrogen rate. If you are unsure please stop by the agronomy office or call one of the agronomy staff to answer your questions.

Rotating to corn after soybeans or alfalfa? Research from several land grant universities has clearly demonstrated that producers can safely reduce their nitrogen input for corn following a legume crop such as soybeans. This legume nitrogen credit is not always due to increased nitrate nitrogen supplied or fixed by the legume plant. In fact, soybean production results in a net removal of nitrogen from the system.

The nitrogen credit from soybeans is largely due to the reduced immobilization of soil nitrogen associated with decomposition of soybean residue as compared to corn or sorghum crop residues. Because of the lower carbon to nitrogen ratio, soybean crop residues will decompose faster with less nitrogen tie-up than cereal crops such as corn or wheat. This faster

decomposition will release more nitrogen to the soil to be available to the new crop.

Recommendations for corn following soybean indicate that there can be a credit of 45lb of nitrogen per acre for non-sandy soils and 25 lb or nitrogen per acre for sandy soils unless the previous soybean yield was less than 30 bushels per acre. For yields less than 30 bushels, one pound of nitrogen per bushel of soybeans harvested can be credited.

Fertilizer nitrogen recommendations for corn following alfalfa can be reduced by 90 to 150 lb on fine textured soils and by 40 to 100 lb on sandy soils depending upon the percent alfalfa stand. Alfalfa with more than four plants per square foot can use the higher nitrogen credits while the lower credits should be used with stands of less than 1.5 plants per square foot.

If you have any questions or concerns in your fields, or you just want a second opinion; please feel free to give me a call: 313-0518. I would be happy to meet with you to discuss your crop production issues and develop a plan to solve them.

