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Our Mission:

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

**"In Business For  
Your Business"**

**Patron Access  
By Tony Hieger**

Happy holidays everyone. This seems to be the one of the busiest times of the year in the office. We have the holidays and our fiscal year end also. We will be taking inventory on December 31, this year for our annual audit. If you need invoices, tickets, or statements printed off you can print them off yourself in patron access. Go to [www.manhattan.coop](http://www.manhattan.coop) and sign up for an account today.

I want to thank all of you for your patronage and support in 2011 and your continued patronage for years to come.

**Feed Specials  
By Rod Bohn**

**Wind & Rain Cattle Mineral Sale**

Buy 10 bags and get 1 FREE on the following cattle minerals. Offer is good only until current supply is gone.

- Wind & Rain 7% Phos no medication \$17.00 per bag
- Wind & Rain 7% Phos AU 2800 \$18.90 per bag (only 2 ½ tons available at this price)

**Alta Vista News  
By Rick Lucas**

I am the new guy in town, I have been here since October 3rd. I have met some of you, but still can't put all of the right names with the faces, you may have to help me for a while. I am looking forward to meeting those who I haven't met.

We had a better harvest than expected, some of the double crop beans made more than we thought they would. We had no breakdowns, so it was a successful harvest.

**Brome grass** – It's time to get your brome fertilizer down.

**Traditional recommendations for hay production have been to apply 40 pounds of nitrogen per ton of hay expected in yield.** For example: 2 ton expected yield you will need 80 pounds of actual nitrogen per acre. It has been found that higher nitrogen rates have a direct correlation with protein in brome hay. As for phosphorus and potash, a soil test is recommended. Brome grass will respond to phosphorus when applied with nitrogen in combination.

The Feed mill has been very busy with the freight situation of incoming feed stuffs. To help better serve you, **we would like your feed order at least 24 hours in advance.** This will help assure that we have the right product for your rations.

Winter is here! We have ice melt in inventory, as well as BOGS® boots to keep your feet warm and dry. For your hands, we have a wide selection of gloves. We also have many animal health products for you.

We wish you a safe and happy Holiday Season.

From all of us at Alta Vista-Rick, Deb, Andy, Gene, Brian, and Stan

**Crop Production  
By Ken Diehl**

Fall has been pretty good to us this year allowing for several projects to be completed such as field work, starter applications, NH3 application and applying burndowns. There is still some time left to get those soil samples pulled to repair any problems that may be occurring in your fields, remember we can pull a straight composite sample or a precision sample based on your needs, with the ability to spread those precision samples as required.

**(continued on back)**

As I mentioned burndowns are happening throughout the territory whether it is Atrazine for corn ground or perhaps Valor XLT or Authority XL for beans, anything we can do ahead of time will only increase our chances of success for the coming year. As many know the new scourge of the earth is the water hemp pigweed from the very small slender leaves to the lack of leaves on the plant, making it a very tough weed to control. That is why I believe we need to begin looking at some of the pre-emerge chemicals again such as Prefix and the Authority products. Applied pre-plant or pre-emerge these products can give a better chance of controlling the water hemp pigweed along with earlier applications of glyphosate at proper rates with the correct adjuvants in the tank.

This is also the time of the year for prepay. We will be offering prepay on fertilizers, chemicals, seed and application. Please stop in at any of our locations or contact Dave Stover (313-1648) or Chad Massoth (313-0670) to make arrangements.

As always please plan for success it will always serve you better in the end and as always thank you for your continued patronage.

### **Energy Department By Jerry Fenske**

As the weather is getting colder, it is important that anyone using diesel fuel understands the limits of their diesel. #2 (summer) diesel fuel will gel if left untreated or unblended during the winter. Pipe specifications in our area call for refineries and fuel terminals to meet a +14 degree cloud point before diesel can be distributed for resale. Usually the cloud point of diesel is a couple degrees higher than the actual gel point of the fuel. This means that when the temperature gets into the teens, diesel users are going to start having problems. Our winter fuel is a mix of #2 (summer) and #1 (winter) fuel. Adding the #1 to our regular fuel lowers the cloud point and allows the temperature to get below 0 degrees before any fuel gelling begins. Many times, gelling

problems are a result of not changing fuel filters before the winter hits. If there is any water or condensation in a fuel filter or tank, that will freeze before the diesel. It is always a good practice to replace filters at least once a year and check storage tanks for signs of moisture.

Please call in with any questions or concerns. Thank you for your continued support.

### **Grain Comments By Doug Biswell**

The grain markets have certainly acted in a more typical manner this year than what we have seen in the past couple – that is at least typical in the post harvest. Grains have certainly ground lower through the month of November absolutely shutting off farmer selling. With the lack of cash grain movement we have seen basis levels locally at historically high levels. Of course, for a person who is just interested in what the local cash price is the fact that corn basis has improved 35 cents in a month and a half while futures have gone down a couple of dollars the 35 cent basis improvement isn't enough to get cash grain moving. If this marketing year plays out to be a more typical year the spring should provide the best opportunity to cash in on old crop grain and begin selling some grain for the harvest to come. I have discussed this before, but I think it is worth repeating – in the environment that we are in with the extremes in prices, getting a good handle on the cost of production and selling grain at prices that makes your farm money is the correct business decision to make. Take advantage of the opportunity these volatile markets provide. Don't hesitate to call me and put pricing orders in with me, leave the minute to minute market watching to me so that you can concentrate on the longer term operations of your farm. Thank you for your continued business.

### **Stover's Story By Dave Stover**

Merry Christmas Greetings and a Happy New Year to all of you in this season of great joy and fellowship. I would like to thank the growers that have ordered their corn seed needs this far. Doing this has helped us secure the best hybrids for your fields. We still have a descent supply of corn hybrids available to purchase but the supply is limited so don't wait too long. We are still offering 8% early pay discount available through January 15<sup>th</sup>.

There has been some good news from the seed world. Genuity VT Double Pro® or VT2P has been approved for 5% refuge in a bag along with the Genuity Smart Stax® that has already been approved. This is a true refuge in a bag solution. There is some confusion in the market on refuge in a bag offerings. All Dekalb brand Smart Stax and VT2P are slated to be shipped refuge in a bag. Croplan and Mycogen Smart Stax and VT2P have selected products that will be refuge in a bag, others will have 5% refuge requirement. Be sure about your refuge when planting your hybrids. It is the best way to insure that the technology will remain viable and available.

As many of you know, Farmers Coop has bulk soybean seed facilities and seed treaters at Manhattan and Alta Vista Locations. Seed treatment on soybeans is the foundation of a healthy, productive stand.

Thanks for your business and have a great holiday season.



**Farmers Cooperative  
Holiday Hours:  
CLOSED:  
Saturday, December 24  
Sunday, December 25  
Monday, December 26  
Saturday, December 31  
Sunday, January 1  
Monday, January 2**