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Our Mission:

To be your business of choice,
anticipating customer needs,
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MANAGEMENT NOTES

By Darin Marti

FALL HARVEST: As this article is being written, fall harvest is winding down. We received our first load of grain on August 29th and here it is 9 weeks later and we are still at it!

With the hot dry summer we experienced, we certainly expected to see our fall grain receipts to be pretty short. Expectations were for a crop around 50% of average and we planned accordingly. Much to our surprise, our receipts came in at about 90% of average. Even though more would have been nice, we are certainly pleased with these results.

This was a year of extremes in our trade area. The Onaga area was dry early but received beneficial rains during the growing season. The Onaga fall crop will be the 2nd largest fall crop in history. Alta Vista on the other hand was slighted substantially on rain and will have their 2nd worst fall harvest in history. It is certainly unusual to see such extremes within 70 miles!

EMPLOYEE UPDATE: We have some employee changes to report to you. David Stover has been promoted to Seed Department Manager to replace John Watts who will work full time for Winfield. John's time had been split with Winfield and our coop for a couple years. John will still work with this coop as a Seed and Agronomy Advisor for Winfield. David has worked for us since last spring and has experience in agronomy department management.

Also new to our team is Garry Graham and Stan Bestvator. Garry will work in Manhattan as a custom applicator and Stan will be stationed in Alta Vista in the same role. We welcome these gentlemen and are confident they will be a great addition to our already great employee team.

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)

Free choice mineral is important for fall calving cows right now because it will help the cows cycle and rebreed on time. Cows that breed back early will have heavier calves at weaning compared to later bred cows. The higher percentage cows calving in the first 30-45 days in the calving season will result in more profit.

Crop Production

By Ken Diehl

We have had an exceptional fall as far as weather is concerned. As I drive around the country side I see many fields have finally seen some work done fixing ditches, working compacted field headlands, opening up water holes and applying starter fertilizer. I have already had several inquiries about prepaying fertilizer, my suggestion is to get your needs taken care of as well as selling the grain to cover that input cost. With the volatility in the grain market we will also see volatility in the fertilizer market which means the price you are quoted one day may not be the same a day or two later. It seems to me that fertilizer will eventually be like grain, there will be a daily price which can change throughout the day. Please look at your needs and be talking with one of the outside sales staff or your local branch manager to secure your needs.

(continued on back)

If you have fields that have not been soil tested in awhile this would be a good time to get something done. With the innovations in seed technology trying to produce more out of every acre the crop will remove more nutrients from the soil and feeding that plant has become even more critical. I realize in some of our trade area the crops were below average but we have removed some really good crops the past two years and if we have not been keeping up with the removal rates we will fall behind rather quickly. That is why a soil test would be a good report card to make judgment from.

With fall coming to an end there is still some time to get a burn down on those acres we plan to no till. Atrazine with some sort of a growth regulator is still the norm on those acres going to corn or grain sorghum. For a different approach a person can look at either Autumn or Basis rather than Atrazine. On our bean acres we are still recommending some kind of Canopy EX or Valor XLT program with a growth regulator mixed in. All of these

products will do a great job cleaning up the winter annuals as well as providing a clean seed bed to plant into next spring.

As always thank you very much for your business and continued support.

Importance of Safety Training By Jeff Eubanks



Routine work can dull alertness and a relaxed attitude can replace the caution that existed when the job was new and interesting.

Workers may not always recognize the importance of safety training or think of it as unnecessary because they've "been doing it for years." But an important benefit of refresher safety training is the reminder that a danger does exist and the no one is immune to accidents. Therefore, it is important for workers to understand the purpose of the training, why it will be useful to them and their coworkers, and what

can result from not following safety rules and procedures.

If there is a general lack of understanding the hazards or safety rules and practices, say something to your location manager, schedule another safety meeting or plan a refresher course.

Employees should be able to immediately practice and apply new knowledge and skills. If workers don't understand safety training information well enough to use it on the job, the training has not been effective. There should be immediate feedback if workers are doing their job safely or not. Supervisors as well as employees should watch each other do their jobs and question them, to identify what they do, or don't, know and if they are not following proper procedures.

Safety payoff can be enormous. Remember, training is only effective when workers understand, and use, what they've learned. It takes less than a second to lose the rest of your life.

Stover's Story by Dave Stover

For those of you that I have not had the pleasure of meeting, I would like to introduce myself and tell you a little about me and my family. My name is David Stover. I have been with the Farmers Cooperative Association since April of this year, working primarily as an agronomy salesperson in the east and south parts of the trade territory. I also spent a month or so at Alta Vista as the search for Rick Lucas was underway. I have worked for a Coop in Nebraska, a Coop in South East Kansas and one in Northeast Kansas in the past several years. I am very pleased to be the Farmers Cooperative Association seed division manager.

I live in the south east Wabaunsee Co. with my wife, Lynda, son John and daughter Lauren. The kids attend Mission Valley schools.

Enough about me. Now down to seed. We had a wide range of yields in our trade territory. This year's heat and drought affected the crops in varying degrees from north to south. If there is any good that can come out of a corn plot that averages 40 bu/acre, it is that we had a chance to see which products could hang on and make the most of the year. Couple that information with some of the better test plots around the area, it gives us a lot better handle on what these products can do in diverse conditions.

As many of you are aware, corn seed supply is fairly tight. This is due in part to the flooding of the Missouri River Valley, where a fair amount of seed production fields were under water most of the growing season. Also other areas were planted late in less than ideal conditions and had severe weather that damaged the seed crop. That is the bad news. The good news is we have a decent supply of seed corn right now. I would suggest if you have not ordered your corn seed yet, give us a call and we can work to get the right seed on the right acre.

Soybean supply looks good at this time. If you have planted wheat and plan on double cropping, please remember if you use a SU herbicide like Glean, Finesse, Amber or others, you need to plant STS tolerant soybeans behind the wheat. We would be glad to help you select a soybean program that will work for you.

Please remember that we have early pay discounts and volume discounts that can really add up and save you some serious money. We carry Croplan, Asgrow, Dekalb, NK and Mycogen seed lines.

Thank you for your business and have a happy safe fall.

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