



**DODGE CITY COOPERATIVE**  
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**EXCHANGE NEWSLETTER**  
**FOURTH QUARTER 2009**

## MANAGER'S DESK



We thought last fall harvest was a pain with all the moisture, but we are finding out this one is no different. You never turn down moisture in Southwest Kansas but it would sure be nice if Mother Nature would give us a couple of week's window to get this harvest finished. Prior to fall harvest the employees were working hard to move 5.5 million bushels of grain in attempt to make room for fall harvest plus the additional grain storage was in place for utilization. All of us at DC Coop want you to know that we fully understand how difficult this harvest is going and we would like to see it finish as bad as you do. Employees are working long hours when you can cut and are working hard to make sure we have enough room for facilities to be able to receive grain.

With all the moisture we are starting to see some damage showing up in the grain. Over all the trade territory for the coop, the damage has been very minimal and we should be able to market the grain without too much trouble. It is a concern but we hope we can get the crops in before it continues to be a problem. The discount on damage implemented is less than

half of what we get charged when selling outbound grain. In addition to damage, we are all struggling with the high moisture issue. The employees are spending a lot of time making sure we keep it in condition. Some of the problems with the moisture are that the entire elevators are full of wet grain and with all the high humidity days at the end of October it has made it difficult to get the moisture down. November is starting out weather-wise to be more compatible.

As bad as this harvest seems in our area, we are seeing worse conditions in other parts of the state and the US. For example our beans are 95% cut, state wide is 55%, and nationwide 51%. Same as corn with us being 70% cut; state wide is 52%, and nationwide 25%. Even in the state of Kansas there are areas that have not had the chance to even get all their wheat planted. Again we are fortunate to be almost completely done planting, and yet Kansas is only 83% planted. As we sit waiting for it to dry out and looking how bad it

is for us, we need to remind ourselves it could be worse, and there are worse conditions across the state and the country with this harvest. Hopefully with the current weather we can get the crops finished up soon.

As quickly as we finish the fall crops we will turn our attention to fall fertilizer application, if the weather will allow it! The Dodge City Coop has a NH3 Prepay program for the fall applied NH3. Check with your local DC Coop location or contact one of the Sales Agronomists for information about the program. The NH3 prepay program runs through November 30, 2009.

Yields are coming in better than average even with all the damage and moisture. I hope that your fall crops are prosperous and you stay safe. We appreciate the opportunity to help you with all your production agriculture needs. We appreciate your business!

**Jerald Kemmerer**  
**CEO/GM**  
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## Safety Division



It has been a pleasure to serve the Dodge City Cooperative Exchange as its safety director. I have accepted a job with Kansas Farmers Service Association as a Field Service Representative in the Risk Management Department. I will be traveling to Colorado, Oklahoma, and Texas servicing various types of agribusinesses. Skyler Hayes has been promoted to the safety director along with continuing his grain quality and pest control duties.

In this last safety letter I want to take this opportunity to remind folks, not only to think of fall harvest, but to think of all of the things which present hazards and ways to eliminate hazards and keep ourselves and our loved ones safe.

Beans, Milo, and Corn are being harvested. All of this requires the use of large equipment and driving. So let's think about it. Driving is by far the most dangerous thing we all do. So how can we reduce our risk of accidents while doing something as routine as driving?

- Inspections and regular maintenance can ensure that we are operating a safer vehicle. Don't operate one that is not.
- Inspect the safety devices; windshield wipers and defrosters that work. Seat belts that operate properly.
- Tires and brakes. We look at the tires on the vehicle we drive every day, but what about the ones that only get driven at harvest or planting time. Is it not important to have safe

vehicle that carries our years work to the bin? Usually these are driven by our sons, daughters and spouses.

- Use your turn signals and obey the speed limits.
- Before you take your equipment on the road it is always a good idea to walk around your equipment. A simple walk around can alert a person to things which have come loose and are about to fall off. By conducting a simple walk around, this can prevent a possible accident on the road and save you a lot of time in grief.
- Drive defensively. This is not just a phrase, why do you think some people never have an accident, and others are caught off guard by someone running a stop sign, improperly switching lanes and improper passing. If you look far ahead, anticipate the other guy's actions and give yourself adequate time to react, you too can remain accident free.

As for harvest machinery, inspect and maintain it prior to its use. Be sure and turn it off before inspecting and making repairs. Disengaging equipment is not enough. Look around at the people in farming communities. I would bet you can see someone without fingers, hands, feet, legs etc. Farm machinery operates by tearing, crushing and shredding the crops in the field. It will do the same to body parts.

Inspect fire extinguishers; know where they are and how to use them and make sure your family or hired hands know how to use them as well.

Watch for changing weather conditions, frost and ice can develop in the early mornings and evenings, making working around equipment even more of a hazard.

Weather conditions also can affect the behavior of large animals. If they get frisky and you are not paying attention, even hand raised animals can cause a great deal of injury.

Please be careful during this busy time and when Thanksgiving comes around, you can really be thankful.

**Steve Sawyer**  
**Safety Director**

## ACE HARDWARE



Ace is the place for all your holiday shopping needs. From holiday decorations to gift ideas to normal staples Ace has you covered.

While getting ready for that extra company for Thanksgiving stop by and pick up a 6 foot folding table for \$39.99 each and folding chairs for \$9.99 each. Ace also has a T-Fal roaster with rack for \$19.99 with a \$5.00 mail in rebate making it \$14.99. We have a covered oval roaster for \$14.99 or a Seal-A-Meal vacuum food sealer for \$49.99.

Ace also has your holiday lighting covered, from mini light set to the new LED C5 lights. Prices range from \$2.99 to \$12.99. The 18foot rope light in clear green or red is only \$7.99 each. One of the all time favorites is the porcelain buildings. They are on sale for \$14.99 while supplies last.

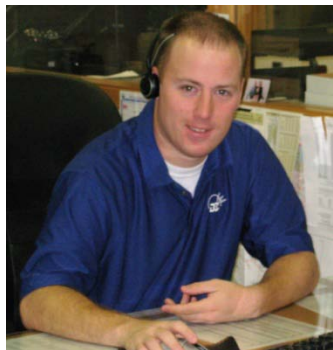
For those gift ideas stop in and browse around. Be sure to check out the 8 inch adjustable wrench for \$9.99 after the \$10.00 mail in rebate. We have a tool bag for the amazing price of \$4.99.

Watch the local paper for information on the day after Thanksgiving sale. There will be some great buys for everyone from pet beds at \$9.99 to a Makita cordless drill for \$79.99. The management and employees of Ace Hardware would like to wish everyone a safe and happy holiday season.

**Jack Lane,  
Ace Manager**

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## GRAIN DIVISION



Well I think Mother Nature has thrown us all a curveball! Nobody would have ever imagined that we would be this late in the year still trying to harvest. As of writing this article it seems the weather will cooperate to help us get our crops out of the field. Not only in our back yard but nationwide is the harvest at very slow pace. There is still a weather premium built into this corn market. The funds have been active over the last couple months giving us pricing opportunities. I would encourage all producers to look ahead into

next year's crops as well. We can lock in some decent prices with next year's corn price hanging around \$4.25 on the futures level.

As we go forward we are diligently trying to make space for yet another big harvest. A fall harvest of this size following a wonderful wheat harvest has everybody scrambling for space. We appreciate your cooperation and patience!

With the freeze we saw a month ago it has damaged some of the milo. Due to the requirements of the export market and the domestic market we will accept milo over 50lbs in test weight! Another harvest issue that has surfaced is the damage on the corn. There is corn out in the country showing up with cob rot. This is normally a problem we don't face too often. However with the significant amount of rainfall it has created more challenges. As many of you have already seen our discount schedule I want to emphasize that there is no monetary discount up to 5% damage on the corn. If you have any questions please feel free to call us!

**Troy Presley  
Grain Originator  
Risk Management Advisor**

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Date	Wheat	Corn	Milo	Soybean
8/5/09	4.95	3.15	2.75	10.95
9/3/09	4.24	2.83	2.44	9.97
9/22/09	3.93	2.93	2.54	8.12
10/30/09	4.02	3.17	2.64	8.31
<b>Last Year –Nov 2008</b>				
AVG.	4.89	3.58	2.90	7.93

## FEED DIVISION



### Ingested Twine Can Become a Health Problem

The cold winter weather that coincides with hay feeding can lead operators to take shortcuts to save time and labor. That might mean leaving some twine or net wrap on the bales, some of which ends up eaten by cattle.

University of Nebraska Extension forage specialist says some of that ingested material passes completely through the digestive system and is excreted. But a large amount of it can end up as a tangled ball stuck in the rumen, especially plastic twine.

Dee Griffin DVM, Great Plains Veterinary Educational Center, Clay Center, NE, reports he recently discovered a large twine mass in a feedlot heifer. Upon asking other veterinarians how frequently they find twine in the rumen of dead cattle, he learned it's quite common but usually isn't a serious problem.

But a large amount of massed twine in the rumen can limit the intake by occupying space, as well as aggravate other illnesses or health conditions. On occasion, the obstruction could be severe enough to cause death.

Despite the fact it seldom becomes a health problem remove as much twine from bales, especially plastic twine, as can be removed easily

before feeding. Twine in ground hay presents less risk as it's more likely to pass completely through the animal.

Tips for minimizing feed waste during winter feeding periods:

- Livestock trample, over-consume, foul, and use for bedding 25-45% of hay that is fed free-choice.
- Feed daily to reduce wastage. Provide only enough for a daily feeding, which will force livestock to eat feed that might otherwise be refused or trampled.
- Over-consumption of feed is a form of wastage. A dry, pregnant cow will eat 20-30% more hay than is required to meet nutritional requirements. Over a 200-day feeding period, a 1,300-lb. cow can consume an extra 1,560 lbs. of feed.
- Proper feeder design reduces waste. A round bale feeder with a sloped entry bar design saves feed when cows back away from the feeder. A solid lower section in the feeder prevents feed from being pulled out of the bottom.
- When feeding large round bales, ensure adequate numbers of cattle are present to clean up the feed on a daily basis. All cattle should have space at the feeder at the same time. Too much or too little competition for feed increases waste.
- Feed outside-stored hay first. Hay stored outside usually has more spoilage during storage and reduced palatability than covered feed. Cattle will waste a greater percentage of poor-quality hay than of good-quality hay.
- Feed using an electric fence to minimize access

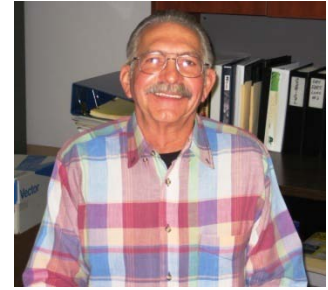
and trampling. This is particularly important during times when the ground is soft or wet. By exposing only a portion of the daily feed, cattle will reach under the electric wire and gather the hay by the mouthful. Wastage by trampling and soiling only occurs on hay that they pull out from under the wire.

- When feeding on the ground, select clean areas daily to improve palatability of feed that's been trampled on.
- During winter months, select feeding sites that are separate from the cows' resting area. Purposely select areas somewhat exposed to limit the amount of time cows loiter in the feeding area. Cattle typically will come to feed and then return to more protected areas for resting.
- Depending on the feed's market value, the use of a tub grinder or hay processor may be feasible to reduce wastage and increase consumption of an otherwise unpalatable feed.

**Galen Frick,  
Livestock Advisor**

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## **AGRONOMY DIVISION**



Treating Wheat Fields for Cheat grass and/or Downy Brome:

Each of the most commonly used herbicides for cheat grass in wheat is most effective when applied in the fall. These herbicides are: Power Flex, Olympus, Olympus Flex, and Maverick. Fall is the best time to get control of downy brome. These products can also be effective when applied in the winter or spring, but control is normally more consistent when applied in the fall. Application should be made when the cheat grass or downy brome is small and actively growing and the wheat has at least three leaves but has not yet jointed.

By making the application of herbicide in the fall compared to a spring application, crop rotational restrictions are minimized because of the extra time between application of the herbicide and planting of the next crop. Being able to identify the cheat grass species is also very important. The herbicides that are used for cheat grass control are very effective on true cheat and Japanese brome, but are not as effective on downy brome.

If a producer wants to apply nitrogen with the cheat grass herbicide, a surfactant still needs to be added to the mix. By adding surfactant to the mix the chance of leaf burn increases. The leaf burn is temporary and will normally not cause a reduction in grain yield; however, it will lower grazing potential. If nitrogen is to be applied with the herbicide, it is recommended that a maximum of

30 lbs. of N per acre be applied in no more than a mix of 50% UAN and 50% water.

If you have any questions about fall application of a cheat grass herbicide, please call one of our Sales Agronomists, Bryan Brauer (682-5416), David Seymore (338-5553), or Jim Halling (338-5506).

**Mike Fraser**  
**Agronomy Division Manager**

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The Dodge City Coop has a NH3 Prepay program for the fall applied NH3. Check with your local DC Coop location or contact one of the Sales Agronomists. The NH3 prepay program has been extended to November 30, 2009. All other terms of the program are the same.

## **AV Energy**

Hard to believe the holidays are upon us already. Where has the year gone?

With the season's greetings brings us colder weather and possible fuel issues with plugged filters and fuel tanks that need maintenance.

Since we are having some nicer weather early I would like to suggest to all of you with farm equipment to take just a bit of time and do some preventative maintenance.

Check your fuel tanks for excess water build up. One of the main factors for fuel filter clogging in cold weather is water in the fuel. How it gets there is an issue of condensation in the tank over the course of the year, or years with the temperature changes. When was the last time you actually cleaned out your fuel tank on your equipment? What about your main tank on the farm? These are things to think about and it's a hard thing to remember with harvest time. However it's very important!

Your fuel filter needs looked at as well. Don't take a chance on a filter that may not be up to the task. When it's 20 degrees out do you really not want your machine to start because of a bad filter? Now is the time when it's nice outside to take care of these things.

Another thing to think about is the upcoming fuel contracts. We have some going out now but historically the best time to lock in your fuel will be in late December and early January. There are always ups and downs but those months have seemed to be the best for us. Please feel free to call on us anytime if you want to check on the prices as we are figuring them up now on a daily basis.

Jarry has some good things going on with his oil. There are some great programs now and if you get in touch with him I'm sure he'll be glad to show you how you can save those hard earned dollars. His phone number is 620-682-2359.

Our office number is 620-225-4994 or you can call me, Cal Lamberth anytime at 620-255-9250.

Anything that we here at AV Energy can do for you, please let us know. We are here to serve you the very best that we can and look forward to another year doing business with you. Thank you for your past patronage and we look forward to another bright year. Happy Holidays from all of us to all of you!!!

**Cal Lamberth**  
**AV Energy**

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## **IT Department**



Dodge City Coop would like to invite you to browse our website [www.dodgecitycoop.com](http://www.dodgecitycoop.com). This site is updated daily with local and national news. We try to inform you what is happening at our local branch locations.

The website will provide you information on our departments, coop news, employment opportunities. Use it to look at your local Grain and Overnight cash bids. (These prices reflect a 10 minute delay).

Our feature this month will be Patron Access.

### **Features:**

- Access your accounts 24/7, with the ability to view multiple accounts.
- Summary and detail information and the ability to print copies of A/R tickets.
- Grain tickets available when YOU have time (after daily updates are complete).

### **Welcome to Patron Access!**

As patrons of Dodge City Coop, you will now be able to access your accounts receivable balances as well as individual invoices, grain receiving accounts, grain contracts, prepaid and booking balances, and equity balances. You will also be able to pull volume statements for the year.

Patron Access is located in the navigation bar on the left side of our Web site ([www.dodgecitycoop.com](http://www.dodgecitycoop.com)). If you are new to Patron Access,

please choose “New Account Request.” When the information is completed and sent, an e-mail will be forwarded to the main office. We will set up the accounts you requested and advise via e-mail when this is complete. After that, you simply sign on using your own username and password that you created. Only you have access to your accounts.

**Richard Broz**  
**rbroz@dodgecitycoop.com**  
**Dodge City Coop**  
**IT Manager**

## SEED DIVISION




Mother Nature has finally afforded us the opportunity to harvest this fall. Yields have been very good, ranging from 200 to over 260bu/ac on corn, 70 to over 80bu/ac on soybeans and early results on sorghum have been very good where we weren't hurt by frost. As harvest progression continues across the area, it's time to start planning next year's spring planting. Matching the right hybrid characteristics on the right fields can be challenging sometimes but is always rewarding. Having insight to each individual field from the producer and access to premier genetics and traits, we can provide a fit to optimize the yield potential on your farm. We will have Croplan, Garst, Dyna-Gro and Producers available this coming season. Each of the

companies has an excellent line-up of top yielding hybrids. Being able to access these provides us with the ability to ensure we are getting the best possible genetic package combined with the correct stack of traits to fit your particular field and farming operation. In addition, producers in the Dodge City Cooperative trade area have the tremendous opportunity to take advantage of working with a dedicated and experienced staff of agronomic professionals. Our three Sales Agronomists have over 55 yrs of combined experience in the field backed with continuous training and education. We have the expertise to help you put together a complete and comprehensive program covering fertilizer needs, crop protection products and of course the **best** hybrids and varieties for your farm. I think most of you are familiar with our crew but to refresh your memory we have : David Seymore (620)338-5553; Bryan Brauer (620)682-5416 and our newest addition Jim Halling (620)338-5506.


As always, to those who have given us the opportunity to be your production partner, THANK YOU. If you haven't, maybe now is the time. We look forward to having that chance to prove ourselves.

**Mike Konda**  
**Seed Division Manager**

**GET THE MOST OUT OF YOUR CROPS** 

YOU NEED A QUALITY LABORATORY, WITH ACCURATE RESULTS AND EXCELLENT TURNAROUND TIME. YOU NEED SERVI-TECH LABORATORIES.

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## Online Account Access

Sign up can be completed by going to <http://patrona.dodgecitycoop.com> or clicking on 'Patron Access' in the left hand column from our homepage [www.dodgecitycoop.com](http://www.dodgecitycoop.com). After we receive your request, we will verify your information. You will be contacted by e-mail or phone when your account is ready for you to access. Richard Broz, our Web Access Administrator or Monte Broeckelman, our Chief Financial Officer, can help answer any questions you have. You can still find 10 minute delay quotes, weather, and other Ag related news at our homepage.

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Jerald S. Kemmerer, CEO-GM of Dodge City Coop would like to announce the promotion of Bill Maskus to Grain Division Manager. Bill has worked for almost 12 years with DC Coop and over his career has several years of experience in grain merchandising, department manager, and as a general manager. Bill will be in charge of the grain accounting, merchandising, and logistics of all the grain. Bill, along with the experience of Gaylene Friesen and Troy Presley will be able to help with your marketing needs.

The opening of Grain Division Manager is due to Ed Smith accepting a position as GM at Texarkana Cooperative in Eastern Texas. Because of cooperative retirement etc. this is a good opportunity for Ed and his family. Ed has served as Branch Manager and Grain Division Manager at DC Coop for the last 6 years. DC Coop has benefited from his years of experience and knowledge of operations, merchandising, and being a general manager. Ed will be with us until the middle of November or until harvest is pretty much complete. It has been a great pleasure working with Ed and we hate to see him leave but we wish the best for Ed in his new position.

## NEWSLETTER ONLINE



Dodge City Coop is going Green with our newsletter. In order to go green you will need to submit your email address to our webmaster at [Webster@dodgecitycoop.com](mailto:Webster@dodgecitycoop.com). We then will email you when our quarterly newsletter is published to our site.

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### Dodge City Cooperative Exchange

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