

NEWSLETTER

Manager's notes

*By Gaylord Sanneman,
General Manager*

As I write this article, we received about an inch of rain last night and at the current time crops are looking good. Not only are the crops looking good but your cooperative has



started out the year with good earnings financially. Coupled with our earnings are the financial returns from our Limited Liability Companies of which we are part owner. Windriver Grain just completed their year and reported good earnings for the year. Southwest Crop Nutrients also continues to generate financial returns for us and Providence Grain LLC also has added to our bottom line.

To me, the most gratifying part of our LLC's is the additional opportunities that they provide directly and indirectly to you, the members. We are still in the process of getting Southwest Crop Liquids off the ground but construction is finished on the facility, and hopefully, we can start seeing financial opportunities from it as well as we move forward.

SUMMER 2009

We are still dealing with depressed fertilizer prices, which to you, the customer, is good but your cooperative has been required to take an additional financial loss on the remaining contracts we still have. Of course the industry is saying that fertilizer prices have bottomed out but as I remember just a year ago they were saying that product would be in short supply and prices would be high. Who knows where we are headed with supply and prices in the future?

With the recent hail storm we had to have the elevator roof completely redone. If you think your house roof is expensive, try a \$220,000 invoice for the elevator roof. This will make the second year in a row that we have had it reroofed.

Cimarron Valley Railroad continues to be a good partner for our operation. We have opted to take advantage of a program they offered us to install fall protection at our rail car loading site. They will pay 50% of the cost based on a per-car credit as we load out cars. This protection will help us meet OSHA standards in car loading and we appreciate Cimarron Valley Railroad for making this available to us.

If you have any questions about any of the operations of the cooperative, please stop by my office and I will be glad to visit with you.

Notes from the Grain Pit

By Lawrence Baxa



Hello everyone. Well if I am writing this installment of my quarterly newsletter article on the 8th of June 2009 it must mean wheat harvest will soon be here. We will not be changing our wheat harvest policies this year regardless moisture, test weight and dockage, they will remain as they have been in the past. I look forward to getting wheat harvest going the latter part of June. This year the wheat looks good for all it has been through. We had good moisture for planting in the fall. Then it turned off bone dry all winter. Until the snow in March it looked tough, but improved greatly with the spring moisture. We have battled hail, disease, bugs and any other malady you might think of. The 2009 wheat crop has been through it all, but it still looks like a very good crop will come off.

With that being said, let's take a look at the market. Some things to

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note are: The world supply of wheat appears to be adequate. That is one of the few things to say about the wheat. The fact remains, Argentina lowered wheat production estimates; our own domestic crop in Texas and Oklahoma has problems: Kansas wheat is not without issues, for instance, freeze damage in South Central Kansas and thin stands in our area while, up in the northern states the spring wheat crop has been planted late and has had cool, soggy growing conditions. Over all, I think wheat production will be down. The latest crop report still shows an adequate world supply of wheat, so I think that will not have a good impact on the wheat price. Remember last year though? What do fundamentals really mean? As we move forward, look for outside market influences to drive how things go. The dollar, crude oil, and the funds look to be movers. As long as the money flows into the commodities trade, I think things will stay strongish. Looking at the bean and corn prospects, we see a soybean demand situation developing that could be like the corn/ethanol scenario was last year. With beans leading the charge, it will bear watching to see what happens to production and acres. We had late plantings in the Eastern Corn Belt and Illinois specifically. At this writing they were switching from corn to beans and still struggling to get the crop in.

So how do we make sense of it all? A couple of speakers I heard talk at some meetings this spring think world demand will be strong for corn and beans and that we will need more production acres. They were very excited about US agriculture in the future and continued strength in the commodity prices. I think we will continue to see acre battles between the corn and beans and even wheat. I think the outside markets and other economic factors will drive the prices either up or down even when it doesn't make sense. The one factor I will bet on is that market volatility will continue.

Sometimes we see it going from a dime up to a dime down in the same trading session or the market will hit a target price in the night trade but not the day trade. One of the best ways to get the price you are shooting for is to get your orders in to us. That way if the market hits the right price the order can get filled. Like the state fair motto says "It's a wild ride." As always, if you have any questions call Glenda or me. We look forward to working hand in hand with you, our customers, in the spirit of cooperation.

THANKS AGAIN, WE APPRECIATE YOUR BUSINESS.

Accounting Notes

By Dawn Freeman

Patronage Checks and Statements

Patronage checks and statements were available for you to pick up at the annual meeting, or they were mailed to you. If you did not receive your patronage check, or have any questions regarding your patronage, please call the office at 620-675-2297 or 800-894-2297.



Certificates of Indebtedness

I would like to remind you that at the current time we have all classifications available for additional investments in our Certificates of Indebtedness program. Give us a call or stop by and visit with Gaylord or me about how you can help your cooperative and yourself at the same time with this investment program.

iView

I would like to also remind you that we are still offering the iView service. iView is the new on-line internet access program. It is a service that allows customers the opportunity to access their charge accounts

and grain accounts 24/7. The Co-op offers this service at no charge. To enroll, log onto the Sublette Co-op website (sublettecoop.com) and click on Customer Accounts. That will take you to the iView website, scroll to the bottom and click on Want online account access? Register now! It is an easy step by step process. If you need assistance or have any question about this program feel free to contact me by e-mail, dawnf@pld.com or phone 620-675-2297.

In closing, I wish you a safe and bountiful harvest.

Crop production notes

By Kent Ochs



This time of year is so busy, I think this article will be super short. You guys can't tell whether you are coming or going and the newsletter makes a better coaster in the evening than reading material, so here goes with a couple of things.

Everything I'm in charge of has hit rock bottom. Is it at the bottom??? I don't know but, hopefully, by the next newsletter, there will be a better feel of the future pricing of fertilizers. So, I will try and address this next time.

Safety! Please be careful out there. Think of your wife or husband and the kids if nothing else. Don't burden them with an injury or, God forbid, death. I farmed once and got darn lucky lots of times by inexcused hurry, speed, now-or-never notions. Enough of that.

Lastly, thank you so much for your business. Thank you for trusting us to help you through this busy time. I feel we have a great crew in the crop production department. I've always stated, "We invest in good people instead of equipment." Thank you!

Replant decisions in corn

By Mark D. Horinek



This article was taken from the Crop Watch News Service. It was published June 12, 2009. Please consult your crop advisor before you decide to

replant, be it corn, milo or soybeans.

Effect of stand loss on corn yields

Stand loss usually causes relatively little yield loss, at least at populations greater than 24,000. The amount of yield reduction from stand loss depends on the growth stage.

Research by Barney Gordon, agronomist at the KSU North Central Experiment Field, evaluated the effect of stand loss on yields, ear number, and ear size by removing plants at various stages of growth. This study showed that:

- Yield loss was much less than stand loss at every growth stage.
- Yield loss increased with stand losses that occurred at later growth stages.
- Ear number per plant increased slightly at 50% stand loss, and more at 75% stand loss.
- Seed weight did not change as a result of stand loss (data not shown)
- Ear size increased with greater stand loss at early stages of growth.

When considering replanting due to poor stands, remember that planting corn in early June in much of Kansas can result in yield losses of up to 50% compared to a typical planting date. Based on the data above, it would probably be better to keep an existing stand even with as much as 50% stand loss than to replant in early June. Of course, much depends on the uniformity of the remaining stand and

the weather for the rest of the growing season.

Other factors in your replant decision

Also consider such factors as weed management, diseases and insects, and how the crop will be affected by the storm damage. If the crop is herbicide-tolerant, this helps manage weeds with reduced crop competition as a result of reduced plant populations, skips, delayed crop canopy, etc. Insect problems can increase, especially in non Bt hybrids, with delayed plant growth. Disease problems also are likely to increase in damaged corn plants.

If the damage to the corn crop was enough to consider replanting or planting to another crop, be aware of potential problems. If the damaged crop was Roundup Ready corn, be sure the previous crop is destroyed or volunteer corn could become a major problem. If the corn crop was con-

ventional and Roundup Ready corn or Roundup Ready soybeans are being planted, controlling the previous crop will be easy.

If Roundup Ready soybeans are to be planted after Roundup Ready corn and the corn was more than 18 inches tall when damaged, treatments such as Fusion or Select may not adequately control the regrowth. Both soybeans and grain sorghum can be planted later than corn without giving up as much yield. Some growers can use Lumax for weed control in grain sorghum. Check label. Before replanting or selecting another crop, always check for replant options and rotation restrictions for any herbicide that may have been used on the field.

What is the yield potential for late planted corn? In 1992 agronomist Paul Nordquist conducted research at UNL's West Central Research and Education Center at North Platte on this topics. The results are in Table 1.

Table 1 Agronomic performance of short season corn hybrids planted mid- to late-June and harvested December 10, 1992 at North Platte, Nebr. (Nordquist)

		Yield, Bu/Ac		% Moisture		% Broken		Wt/Bu	
		Date Planted							
Hybrids	Days*	6/16	6/23	6/16	6/23	6/16	6/23	6/16	6/23
1	85	100	71	12.9	15.7	2	12	54.0	50.0
2	87	130	104	13.6	16.5	0	0	55.5	53.0
3	94	119	91	15.4	18.0	5	6	54.0	52.0
4	99	133	92	16.1	24.3	2	0	48.7	44.5
5	100	155	120	19.7	27.5	8	0	46.5	46.5
6	105	134	101	18.1	22.4	5	7	50.0	46.5

*Comparative Relative Maturity Days

Bob Klein, Extension Western Nebraska Crops Specialist with Kraig Roozeboom, Kansas State University Crop Production and Cropping Systems Specialist, and Barney Gordon, KSU Agronomist at the North Central Experiment Field



Farm Supply

By Terry Presley

Looking ahead —

What new product will we be selling in the future, or even in the near future?

The truth is, I don't know. Remember, back in the 70's and 80's that little saying, "Keep on keeping on." It was used by many a preacher, politician, coach, etc. It actually fits many a situation, but I like to think of it a guide rather than an encouragement. Use it as a guide to remind us to remember what's been working and stick with it. "If it ain't broke, don't fix it." comes to mind. But it is more than that.

We at Sublette Co-op want to keep on providing good products. We want to keep on giving good services. Oh, we'll add a new product or a product line, as we say if the market warrants it. There are a lot of fancy new items that salesmen are trying to sweep us off our feet with and it's amazing what they'll come up with next. However, the foundation or cornerstone for all of retail is good service. Good service can be

defined in so many ways, but when it comes right down to it, how were you treated? You know, all the things that are important to you. Were they friendly, helpful, courteous, considerate, etc. etc.? What makes you say, "Hey, I'd go back there again. Yes, I would, I'd go back because I liked _____ (You can fill in the blank)? After your shopping experience at Sublette Co-op, whether it is grain, fuel, tires, fertilizer, we want your blank to be filled in with all the right accolades. Music to any manager's ears, is hearing: "I'd go back there because they treated me real good, I like them there, they were very helpful, and the prices were fair."

That's why we want to keep on keeping on because we want to keep on doing things right, keep on doing our best every day. The future, well, it will be there with whatever new or exciting gadget comes along, but we want to be there also with our commitment to service.

From all of us here at the Co-op to all of you, our patrons, keep on — keeping on! Have a safe summer!

NE Branch news

By Ron Isenberg



Hello from the NE Branch!

Well, the moisture this spring has been nice although it delayed planting a week or so. Nearly everyone has their first round of spraying done. Some are starting the second round. One chemical that has been working very well this year is Status. When Status is mixed with Round-up, it does a very good job of taking down weeds.

Just a word to let you know fertilizer prices continue to come down so if you need to sidedress, give us a call or come by.

Remember harvest is just around the corner. Let's be careful and have a safe harvest.

To all our customers, thank you for your business and continued support.

—The staff at the Northeast Branch

Mission Statement

To be a marketing and service-oriented cooperative organization dedicated to the long-term success of our patron/owners.

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Officers and Directors

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- Rick Koehn Secretary
- Ron Oliver Director
- Rusty Sherwood Director
- Chris King Associate Director
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