

Manager's comments

By Larry Dunn

I want to say thanks to a group of people who have supported your Co-op in the past and continue to do so by their actions. This group of people can be divided in several ways — religions, politics, by the state in which they live, and in several other ways. I will divide them in yet another way. First, I want to thank our customers/owners who attended our annual meeting in August. There were more people at our 2006 annual meeting than any annual meeting in the past several years. Second, I want to thank a group who is willing to assume the duties of serving on the board of directors of your cooperative, both in the past and the present. I want to thank Ernest Barns and Randy Edelman for their past years of service and welcome Mike Johnson and Harry Minns as new directors. Third, I want to say thanks to the employees of your cooperative, both past and present. In the past few years, agriculture has perhaps not been the best game in town, but these people continue to be involved in it. Again, thank you to all of the customers/owners, directors, and employees of your cooperative.

October is National Cooperative Month. When I look back at the history of the Elkhart Co-op, it is clear the founding members of your cooperative possessed some great foresight. They started a business using 5 to 10 percent of their gross income to do so. They did that in order to be able to have some choices. A choice of another option for a place to sell their products, and another source from which to purchase their inputs. In the company that they formed, there were no statements or requirements that business could be done only with members, or that the members could do business only with the cooperative. They knew, however, that for the cooperative to be successful the members would have to be loyal. Loyalty not only means doing business with the business that you own but also being willing to serve on committees, giving input to your directors, paying your account, and in general, doing business with the business that you own. Today, the cost of a membership in the Elkhart Cooperative Equity Exchange is less than going out to dinner on Saturday night. Membership at your cooperative costs \$25.00, and you must be engaged in the production of agriculture products.

Support your cooperatives in the country. They may include the agriculture cooperatives, the large food cooperatives, the utility cooperatives, credit unions, etc. Everyone in the country is touched each day by **cooperatives**.

I want to let everyone know that as of October 1, 2006 your Co-op sold the Corner Stop AMPRIDE in Rolla. The new owners have named the new business the Rolla Corner Stop, Inc. We wish Pat DeGarmo every success in her ownership of the Rolla Corner Stop, Inc.

Mission Statement

**to be a strong,
viable business exceeding
our customers' needs,
by providing
highest quality service
and products
at competitive prices.**

Cooperative Description: Benefits and Responsibilities

A cooperative is a business operated primarily to provide benefits to members through marketing transactions and through a distribution of patronage earnings from the transactions.

In return, *members* have a “responsibility” to provide ownership capital and exercise member control (governance).

Elkart Cooperative Equity Exchange

Officers and Directors

David Higgins Chairman

Troy Coen Vice Chairman

Jim Tucker Secretary

Mike Johnson Director

Harry Minns Director

John Smith Director

Troy Williams Director

From the Grain Department

By Barry Meyer

With corn harvest in full swing and milo harvest around the corner, trying to finish planting wheat, and attending kids', grand kids', and other community events, there isn't much time to think about marketing your 2007 wheat, milo, and corn crops. Some thought should be given to it though.

After watching the market for the past month, expectations were for corn and wheat to start grinding lower. Right? I mean, after all, fall harvest is coming, and wheat is being planted. WRONG! Both corn and KC wheat have seen lots of volatility with 15 to 20 cent gains and losses in wheat and 5 to 8 cents in corn. We need to try to capture some of these gains for '06 and '07 bushels. We know that it's hard to keep a constant watch on the market. That's our job. If there is a price level you want to obtain, let us know and we'll watch for it for you. With all the fund buying and selling going on, these markets can turn around in just a few minutes.

Now is a good time to start making some decisions about how you want to market your '07 new-crop wheat, corn, and milo. We are currently offering some contract options that may fit your operation and marketing plans. Examples of these contracts include accumulator contracts, hedge-to-arrive contracts, and minimum-price contracts, just to name a few. Also, we can put in an open order for you with our brokerage company. That will let you concentrate on the jobs at hand and not have to constantly monitor the markets. These orders can be placed daily or over a long period of time until filled or canceled by the producer.

If you have any questions, give us a call or check us out on our web site at www.elkhart.coop to e-mail us. We are always glad to be of help.

Crop production notes

By David Smith

This is written the first week in October. Corn harvest is getting started and, so far, looking reasonably good. Wheat planting is approximately 75 to 80% completed and conditions are beginning to get very dry again. We need rain!

Weed control to aid in control of wheat streak mosaic. This year, the wheat streak mosaic virus (WSMV) was an issue across much of the state of Kansas. WSMV destroyed a significant percentage of the winter wheat crop in the Great Plains. However, by controlling the weeds and volunteer wheat in your fields, we can reduce the potential for WSMV.

The distribution of WSMV is closely related to the dispersal of its mite vector. Margins of fields are often the first area affected in the field. Infected plants are often stunted, with mottled and streaked leaves. Leaf streaks are green-yellow, parallel to the veins, and discontinuous. Autumn infections are frequent, but symptoms rarely develop before spring.

WSMV is transmitted to the wheat through the wheat curl mite. There is no other known vector. Both the WSMV and the wheat curl mite can survive on volunteer wheat and other weeds and crops that serve as a “green bridge” through the summer. The wheat curl mite can thrive on lush, young growth multiplying quickly, developing from eggs to adults in 10 days. The hosts providing the “green bridge” for the wheat curl mite and WSMV include volunteer wheat, corn, millet, and susceptible grasses like foxtail, sandbur, and buffalo grass.

In order for a disease to be present in a field, the pathogen, the host, and the proper environment are all needed. Therefore, we can help reduce the WSMV by removing the hosts that serve as the “green bridge.” A burn-down application should be used at least three weeks prior to the emergence of the new crop. It is important to provide a thorough job because just a few plants can harbor a lot of mites. Since the mites travel in the wind, controlling the volunteer is a community effort, so be a good neighbor. RT 3™ will provide excellent control of the volunteer wheat and other weeds that are serving as the “green bridges” for WSMV. Apply 16 oz per acre of RT 3 for the control of V.Wheat and other winter annual grasses to keep this disease in check.

The fall fertilizer season is getting close. Fertilizer prices remain steady to strong. You would think with natural gas prices backing off they would be lower, but there is still a shortage of products.

If we can help with your soil samples, seed, and/or fertilizer needs, please give us a call. One final note: I have moved from the main office to the old office to help serve you better. Have a safe harvest!

The Feed Mill

By Troy Rankin

The fall season is here and winter is not that far off. It is the time of the year to be thinking about winter care of your livestock. Many producers will be weaning calves and moving them to wheat pasture, or sending calves to market and the cows will go on winter pasture.

This is a good time to look over the herd to see how well they did this summer. The conditions are a little dry again and most grasses will be going into dormancy for the winter. This is a good time to start supplementing their protein intake. Hopefully, there will be some decent wheat pasture this season. Cattle prices, pasture availability, and the condition of the wheat will be the big factors in your management decisions.

We are in the process of contracting our protein and mineral products to get the best prices. Stop by or give us a call if we can help in any way.

Fuel and lubricant news

By Billy Wayne Hines

Gas from the gas man:

As I am gathering information this morning and watching the loads of corn go by, I feel our change of the season upon us. Another change that many of you may have noticed is the falling fuel prices. Thank goodness for that change! What has caused this? A number of things have come together for a positive outlook and to bring about a bearish market at this time. There are no major tropical storms in the Gulf. News in Iran and Nigeria is quiet. Whatever the reasons, this is a good thing. Keep them coming on down! How low will fuel prices go? No one is certain at this time. As corn harvest really gets going in the Midwest, we may see some strength in the market, but after that, everyone is projecting a declining market. Currently, I would recommend that you purchase only enough fuel to keep you going at this time. But, who really knows? Fuel has weakened a great deal more this fall than anyone thought it would.

Ultra Low Sulfur Diesel (ULSD) is now upon us. We have been receiving some shipments at the present time, but all terminals have not made the conversion to ULSD. However, many have, and others are in the process. The sulfur content of diesel fuel is being reduced by 97%. What does this mean for your equipment? When the sulfur content in diesel fuel is lowered, so is the lubricity factor which means more wear and tear on fuel pumps and injectors. How can you protect your equipment and get great performance? Choose a TRUE PREMIUM diesel fuel — Cenex Ruby Fieldmaster® or Cenex Ruby Roadmaster® which contain a lubricity enhancer plus detergents, demulsifiers, corrosion inhibitors, and stabilizers for peak engine protection and performance. With Ruby Fieldmaster®, you will also benefit from:

- More Power
- Better Fuel Economy
- Soy Enhancement
- Quicker, More Fuel-efficient Starts
- Enhanced Lubricity

Give us a call and let us take care of your fuel needs. We really appreciate your business. Thanks, and See ya!

From Dermot

By Carolyn Milburn

Hope this letter finds everyone well into harvest, or even finished. We have some farmers who have finished. So far, the yields and test weights are down from last year. That's not what we wanted to hear or see. Milo harvest will be way down as there was not that much planted last spring. We are in hopes that what is out there has enough time to mature.

On a brighter note, the wheat is coming up and with some moisture, maybe we will have a wheat crop next year. It is looking like it is going to be a long, cold winter. Speaking of winter, we have antifreeze and oil for your vehicles, tractors, and irrigation engines. We also have feed, salt, and mineral for your livestock.

Come by and have a cup of coffee and visit sometime. We want to thank you all for your continued support of your Co-op.

From Eva

By Ruth Sipes

Greeting once again from the Eva Branch at Eva, Oklahoma. The elevator is cleaned out and sprayed. We are ready for the milo harvest.

I have been at Eva on Monday, Wednesday, and Friday mornings. On Tuesday and Thursday, I am at Keyes. I am learning the sales computer, plus many new faces and names.

Corn harvest has started in Elkhart and Keyes. I hope that everyone has a safe harvest and a very good one. Thank you for all of your business.

From Feterita

By Servando Baeza

The corn crop has been the slowest drying out that I can remember. At the first of October, we have received very little corn. All of the wheat is planted except for that which will be planted after corn is harvested. With the price of wheat going up, there will be a lot of wheat planted following corn.

Remember, we have some oil supplies, and if we don't have what you need, we can get them. Have a safe harvest season.

From Keyes

By Chris Townsley

We want to begin by saying “Thank You” to Avis Strasner for her many years of work at the Co-op going back to Perryton Equity days which spanned over 26 years of service. We wish her and her family the very best as she retires to spend more time with her kids, and grandkids, of course.

We have been shipping out sunflowers for the past month and a half and we should be close to seeing the end by the time this is printed. Corn harvest has gradually picked up momentum these last few days. As of October 2, our location has taken in 40,000 bushels so far. The milo has had some much-needed warm weather and it looks like we could have some exceptionally good milo in some areas if the freezes give us a little more time.

With the temperatures in the 80's and 90's, it is hard to think about cold weather, but it will be antifreeze time before we know it. We just got our new bulk antifreeze tank set and it is full of quality antifreeze and ready to go. Our bulk price is \$6.90 a gallon this year. Along with the first cold spell, there usually come some dead batteries. Keep us in mind if your vehicle needs a new battery or a new set of tires to get ready for the winter months ahead.

We want to thank our Keyes patrons for all their support and business. They are appreciated.

From Richfield

By David Bashford

Hello from the Richfield Branch! Today, October 3, we received our first load of new-crop corn. By that date in most past years, we would be looking for our last load of corn.

It is nearly time for the cows to come home off the government pastures. We have a few animal-health products on hand and we have access to many others. If there is something we need to carry in stock, stop in and let us know. We still carry a full line of minerals, including B1440, Wheat Pasture Bloat Control, ProPhos 12, ProPhos 6, and Hi Ratio Mineral.

It is not too early to winterize your vehicles and equipment. We have a good supply of antifreeze in gallon containers. It is available in bulk at our Keyes Branch.

The Richfield Branch has a 55-gallon drum of Double Circle 30W and a 55-gallon drum of Double Circle 40W oil. The price has been reduced. If someone is interested in them, please let us know.

Thanks for doing business at your Co-op!

Rolla News

By Richard Carter

There is not much news from Rolla at this time. We have been shipping some corn out and hauling dry fertilizer to those who are planting wheat.

We have moved the oil supplies from the station to the elevator. This is all new to us, so please be patient with us while we learn to work with those products. We have Cenex oil on hand and we also have antifreeze in stock.

Veterinary supplies are also being stocked at the elevator now. We are trying to keep on hand the products that most of you use on a regular basis.

Thanks to all of you who attended the annual meeting. It was good to see a good turnout and to know that people do care about the future of their Co-op. Thanks to all of you for your business and we hope everybody has a safe harvest. Let it rain!!!

What is a Cooperative?

In simple terms, a cooperative is...you.

“A cooperative is a business voluntarily owned and controlled by its member patrons and operated for them and by them on a not-for-profit or cost basis. It is owned by the people who use it. Cooperatives are organized and incorporated to engage in economic activities with certain ideas of democracy, social consciousness, and human relations included. A cooperative provides services and benefits for its members in proportion to the use they make of their organization, rather than earning profits for the shareholders as investors.”

– University of Wisconsin Center for Cooperatives

“Cooperatives:

Owned by Our Members,
Committed to Our Communities.”

October is Co-op Month