

September 1, 2015



Harvest Newsletter

GENERAL MANAGER COMMENTS

BY: CLARK WENGER, GENERAL MANAGER

Fall harvest is just around the corner. We have some really good looking corn which is encouraging going into the next year. The Ottawa Coop finished up another year at the end of August and it was another successful one. Thank you to all of the customers that make this possible. The Annual Meeting is scheduled for December 15, 2015 at a new location— Overbrook, KS! More information will be coming later this fall. Patronage allocation checks will be available for pickup at the annual meeting as in years past.

The Ottawa Coop has gained over 400 new members over the past couple of years bringing the current membership close to 1,500! We issued a sizable equity redemption this June, amounting to over \$410,000 from equity earned in the years of 1994-1998. This was a tax-free distribution to our owners since the tax was paid on this amount when it was earned in 1994-1998.

Supporting the Ottawa Coop with your business has so many benefits. Patronage is one of these items, giving each member the ability to participate in the earnings annually. The bigger benefit is generated by more financial ability of the Coop to add more services and provide the best employees to support your farming operations. Variable rate fertilizer application continues to be a growing piece of our business. We have also added crop scouting services this spring as another service for our farmers. The Coop's input financing option continues to be a valuable resource for many of our customers at attractive interest rates!

GRAIN REVIEW

BY: MATTHEW VAJNAR, GRAIN MERCHANTISER

The Ottawa COOP grain department has been focused on improving our ability to meet customer needs and increase efficiencies. Consider:

- Over 1.25 million bushels of bin capacity has been added in the last 2 years, including the new bin being put up at the South Lawrence location.
- Our new website - www.grainsportal.ottawacoop.com —has been in place for around a year. This website allows customers to electronically contract grain with the COOP. The website is also a resource for grain market commentary and news, including links to grain analysts Darin Newsom and Arlan Suderman as well as market updates on our twitter handle @OttawaCOOP.
- Four new grain testers, the same as those used by Kansas Grain Inspection, have been added to standardize grading with terminals and end users in the area.

Additionally, we are now set up to utilize ACH deposit directly to your bank account on grain settlements. For more information or to sign up, contact Sandi at the Ottawa office.

Thanks for your continued business. Have a safe and profitable fall harvest!



CROP SCOUTING

- Weekly Field Checks
- Monitor Yield Robbing Pests
- Tissue/Soil Sampling
- More Timely Applications
- Partnership in Growth

UPCOMING EVENTS

Annual meeting December 15, 2015
7pm @ Grace Community Church
310 E 8th St. Overbrook, Kansas

**CHECK US OUT ON
OUR NEW WEBSITE!!**

www.ottawacoop.com



AGRONOMY FORECAST

BY: BOB NUTT, CROP PRODUCTION MANAGER

It is hard to believe that fall harvest will be in full swing in a few weeks. With that being said it is time to start planning for our next growing season. First of all I would encourage everyone this fall to take a look at spraying their fields as this always helps going into next spring. Along with that we have seen just how important residuals are becoming on all crops as you never know what mother nature has in store for us on a daily basis.

We have continued to bring services that we believe will benefit farmers such as Soil Sampling, Tissue Sampling, VRT, and recently adding a Crop Scouting Program. Prepay is just around the corner and I would encourage everyone to take advantage of the savings we plan on offering on Fertilizer and Chemicals for this coming year.

As always we thank you for your continued business, but most importantly the relationships that we have established from working together. Have a safe harvest and we look forward to seeing you this fall to plan for another crop year. Thank you!

FUEL DEPARTMENT

BY: ARLIE WATTS, PETROLEUM MANAGER

Fall harvest is fast approaching. It would probably benefit everyone if they would consider filling their fuel storage tanks very soon. When harvest is in full scale there will be some outages at terminals due to huge draws. There may be a worldwide oversupply of crude oil right now, but the refiner's of the crude oil have trouble keeping up with the demand during peak times.

I would ask all contract customers to please pull their left over gallons before the settle-up date of December 2015. As stated in your contracts there will be a charge for the difference between the truck price and the contract price for remaining unused gallons.

Thank you for your business and have a safe harvest!

FUN FACTS

- ⇒ Approximately 97% of U.S. farms are operated by families, family partnerships, or family corporations.
- ⇒ Farming employs more than 24 million American workers (17% of the total workforce).

(Courtesy of Facts.Random History.com/Farming-facts.html)

CONTACTS

General Manager

Clark Wenger
785-229-7000 ext. #117

Assistant Manager

Calvin Pearson
785-229-7000 ext. #128

Operations Manager

Ken Rumford
785-229-7000 ext. #130

Controller

Lance Studer
785-229-7000 ext. #141

Grain Merchandiser

Matthew Vajnar
785-229-7000 ext. #124

Crop Production Manager

Bob Nutt
785-242-1032

Seed Manager

Calvin Wenger
785-242-1032

Petroleum Manager

Arlie Watts
785-229-7000 ext. #119

Feed Manager

Darl Wallace
785-733-2311

Tire Shop Manager

Brad Shoemaker
785-229-7040

