A TRIBUTE TO OUR FRIEND, MARSHALL LEE MEDLOCK
Bull doggy dogg with two gg’s, Pretty Marco, Marshall Medlock you call him what you please! Bulldog was that cool cat, that stinging bee, that off beat dance move you can’t help but see. His stinky leg would stank it up, but you know it was ole bullydogg turning up. GOOOOOOD LAWDDDDD, GOOOOOOD LAWDDDDD he always was smiling and laughing until his death bed. He never was in a mood, don’t weep...He’s going to meet Gearl, Leola, and Charles Lee. Don’t worry, don’t worry. I’m going to rest to be with my heavenly father which I know is best. Don’t get too sad or even off beat, you know that wasn’t ole uncle bullydogg with two gg’s. Kiss and hug one an- other like the third one on the cheek, and you guys remember ole bullydogg as Pretty Marco, I just went to peace!! It’s the Dogg in us…

(a tribute to Marshall written by his niece, Tanhay Rice)
GROWING TOWARDS THE FUTURE

Andale Farmers Cooperative is excited and honored to be celebrating 75 years of service to you. These 75 years have been full of a rich history, many changes, growth, and memories. We are privileged to be part of the communities where we serve, and we thank patrons—past, present, and future—for their business and loyalty. We look forward to 75 more prosperous years to come.

The history of the Andale Farmers Coop dates back to 1908. Following is a history from 1908-1961 taken from records and the memories of people responsible for its birth.

1908 On November 7, 1908, a meeting was held in Classen's Hall in Andale to organize the Andale Farmers Elevator Co. The men active in this move were: Math Lies, Frank Winter, John Mertes, Frank Grassl, Nick Marx, Joseph Peltzer, A.M. Reichenberger, John Eck, Max Falk, John Gresl, Grant Kirkpatrick, Baptist Bogner, Chas. Lies, Cons Winter, Joe Diefenbach, George Erker, Mel Streng, F.P. Reichenberger, Chas. Georges, H.J. Schmitz, Chris Dold, Henry Rausch, Henry Peltzer, Leo Hecht, William Hein, Frank Orth, Math Orth, Ben Engelbrecht, Chris Classen, Peter Horsch, A.R. VenJohn, and Peter Seiler. At this meeting, the group decided to buy the Andale Grain Co. owned by Kluge & Beseaka for $3600. It was purchased on this date, but the transfer was not completed until the officers and directors had sold stock to raise the money. The Andale Farmers Elevator Co. began operations on January 28, 1909. Leo Hechet was hired to manage the company.

1936 At a board of directors meeting May 6, 1936, N.B. Schmitz was hired to manage the Andale Farmers Elevator Co. During the next two years improvements were made in handling facilities. In 1939, a 35,000 bushel annex was added to provide additional storage. This brought total capacity to 60,000 bushels.

1940 On April 20, 1940, the stockholders of Andale Farmers Elevator Co. voted to dissolve the company and to reorganize a new company to be known as the Andale Farmers Cooperative Company. N.B. Schmitz was retained as manager.

1941 With the C.C.C. program in effect in 1941, it was decided the Andale community needed additional grain storage facilities. A 100,000 bushel elevator was constructed at an erection cost of 30 cents per bushel. Storage rates at this time were one cent a bushel per month with the maximum of seven cents for the loan period from June to May of the following year.

1943 In 1943, the local cooperative purchased the Fouquet Oil Co. This was operated for one year as a Skelly account. In 1944, the Skelly contract was cancelled, and petroleum products were supplied by the locally owned regional cooperative, Consumers Cooperative Association.

1948 In 1948, the local cooperative added an additional 132,000 bushels of storage. This same year, the General Mills elevator at Colwich was purchased to provide cooperative facilities for the farmers of that community.

1950 In 1950 there was a growing need for feed warehousing and office space. With local labor and the supervision of William Reichenberger, a feed warehouse and office was erected at the present location. At this time, there was concern that the space was more than adequate.

1951 In 1951, a 250,000 bushel elevator was erected at Andale with additional grain dumping pits. This same year, a 109,000 bushel annex was added to the Colwich elevator. This improved the service at this location.

1954 In 1954, another 530,000 bushels of storage was added to Andale. The cost of this storage was quite reasonable at 37 cents per bushel. That year they saw the need for feed grinding and mixing facilities and a seed cleaning plant. These facilities were completed in 1954.

1957 In 1957, a fire destroyed the oil and gas bulk plant in Andale. A new bulk petroleum plant was established east of Andale.

1958 In 1958, the patrons of the Sedgwick Cooperative Oil Co. were very much interested in securing cooperative grain services. They suggested that the Andale Cooperative build a cooperative elevator in their community. That year, the Sedgwick Oil Cooperative was purchased by the Andale Farmers Cooperative. A 260,000 bushel elevator, a Dodson warehouse, and an office were built at Sedgwick. The elevator was completed in time to handle the 1958 harvest.

In this same year, an additional 530,000 annex was added at Andale, a 250,000 bushel elevator was built at Colwich, and a 350,000 bushel annex was also added to the Colwich elevator. This expansion program cost a total of $805,000.

1960 In 1960, liquid nitrogen facilities were built at Andale.

1961 In 1961, the local board saw the need for extra storage space in Sedgwick. At this time, the decision was made to construct a 400,000 bushel annex in Sedgwick. This expansion brought the total investment in new facilities to slightly less than one million dollars from 1958 to 1961.

The next two issues of the AFC newsletter will focus on years 25-50 and 50-75 respectively for Andale Farmers Cooperative. Growth and expansion of facilities and services continue to mark AFC’s history.
GRAIN

Maximizing High Yield Potential
Clint Matson

For most growers, 2014 yields for corn and soybeans were better than average with commodity prices lower than we would like to see. With these prices low, the thought is to reduce inputs for the 2015 crops.

Top yield potential is obtained when crops have everything the crops need. I know we can’t control the weather, but we can control the nutrients the plants need. After having better than average yields in 2014, the soil is depleted of more nutrients than an average year. If nutrient levels are low, the crops can lose up to 80% of the crop’s yield potential. Large yields is what brings in the income regardless of commodity price. Since we can’t change the commodity price, we have to focus on what we do have some control on: yield.

Pulling soil samples and determining what your next crop will need is very important for high yields. Selecting the right seed with the highest yield potential and your soil type is also very critical. Call one of our experienced agronomists, and they will be able to help with both of these tasks.

A strong dollar and plenty of competition in the world has forced the Kansas City wheat market $1.50 lower since the December high. The U.S. Gulf cash price has dropped faster than the world price of wheat, making us a little more competitive with Russia and Europe. We expect to see business develop soon with Brazil and other countries more tributary to the U.S. This could be supportive to futures.

In the last USDA Supply/Demand report, feed usage was reduced 30 million bushels along with a few other minor adjustments that increased carryout 33 million bushels from last month. We now have a 119 day supply of wheat left over at the end of the crop year. Most of it was HRW. This also added to the softness. Right after the first of the year, we saw weakness in domestic demand as millers seemed to have enough coverage and stepped away. The crop will need precipitation soon to keep a goodary. A dry weather pattern will be supportive if it is over a broad area. These weather concerns may give us some volatility. With volatility, it is generally a good time to consider using minimum price cash contracts if you sell wheat. By selling your cash grain and buying a call, you can establish a floor while still leaving upside if it occurs. This contract will stop storage and give the producer most of his money up front in a limited downside risk scenario, lowering his cost and flat price exposure if the market takes a while to rally. This is a reminder that any grain split information that needs to be changed or updated into our system should be done as soon as you have it. This keeps the inbound process moving more efficiently that give the scale operator the information at harvest. This may seem a little early for this, but harvest will be here before we know it.

ENERGY NEWS

Jeff Conrad

Wow! How refreshing to fill up your vehicle for $50. Gas and diesel prices have hit lows we have not seen since the mid-90’s. Crude is hovering around the $45 mark. The Asian market is buying increased volumes of crude and refined products, however, in some cases they are storing more product than they are currently using. The European market appears pretty stagnant. So, with all that said, can we take advantage of this market, and if so, how? I think we can. Crude appears to have bottomed at the $45-50 mark. There are some pretty attractive values for diesel delivery April through October. Is it the bottom? We don’t know, but I think it is pretty close on distillates.

If you have any questions or concerns, please feel free to call any of your agronomy locations if you have questions.

Do I or Don’t I Grid Sample?
Bob Strasner

Soil sampling in grids and variable rate fertilizing was probably the first step we saw in precision agriculture here a few years ago. I do get asked a lot about the need to grid sample or not. The question is really easy to answer today that it was just a few years ago. Depending on the cost of getting grid sampling done, it is pretty economical to have a field grid sampled, but there are still some guidelines to follow before you pull the trigger and have it done. For those of you that are already heavily involved in precision ag, this is a sermon that will go in one ear and out the other.

The obvious question is how variable the yields are coming off the field you have in mind? Is there an area that was a pasture that was broke out several years ago? Is there an old loading area for livestock? How extreme is the topography? How many different fields are there? What is the cropping history? Is this one field that used to be a two different fields? Was when the last time it had any time? How much organic matter is there? Are you switching cropping systems or going to something like alfalfa? Are there problems with alkali spots? Is your irrigation water of poor or questionable quality? Are you in a high-yield environment?

If you have to ask yourself a couple of the above questions, I would probably go ahead and get the grid sample done. The grid sampling we have done is in 2 ½ acre grids and will tell you the pH, the P and K levels, the Zinc and Sulfur levels, and the Nitrate levels if you are going to a crop that requires nitrogen. Of course, it will also give us the variable rate maps to have everything limed and fertilized if you choose to do that with us. For the most part, these maps are good for 4 to 5 years depending on the severity of the issues within any given field. I want to thank you for your patience, and please feel free to call any of your agronomy locations if you have questions.

ANNUAL MEETING

Our annual meeting will be held on Monday, April 6th. Doors open at 6:00 P.M., dinner served at 6:30 P.M., and meeting will follow. Board member positions up for election include: District III–Sedgwick Area; District IV–Furley Area; and at large position. If you are interested in running for a board position and would like further information, please contact Darren Hughes at 316-305-8870 or any other board member.
everyone! First, I want to tell you how privileged I am to be part of the Andale Coop team. You should be proud of your employee group and all of the products, services, and assets that they bring to you.

I grew up on a dairy farm south of Pretty Prairie where we learned to milk cows, fix fence, put up hay, drive an old ’41 Chevy truck as fast as it would go, and the occasional “hide behind the barn” stunt. After achieving an Agronomy degree from KSU, I have spent most of my career in western Kansas, working at both the wholesale and retail levels. About five years ago, I had an opportunity to move to Beloit, Kansas where I was the Agronomy Product Manager for Farmway Coop with responsibility for the fertilizer portfolio. Working for a very large coop gave me a different perspective of how a large business should operate and communicate with its owners. LeAnne, my wife of almost twenty-eight years, and I are proud of our two sons, Brian, who will graduate this spring from KSU with an MS in Architecture, and Kyle, who graduates this spring from Beloit High School.

My parents retired away from the farm and have lived in northwest Wichita for over twenty years. This is the first time in over thirty-five years that I and my three brothers are close enough to assist them with whatever they might need.

With my forte’ being the fertilizer markets, I watch, listen, and learn everything about them here in the U.S. and abroad. Currently, the cheap natural gas supplies in the U.S. are encouraging the domestic nitrogen manufacturers to streamline and retro-fit their production facilities to produce more nitrogen products. We should begin to see the benefits of these projects in the next couple of years. For example, today the U.S. imports about half (6-8 million tons) of its urea (46-0-0) needs from abroad. The expansion projects are expected to add over 8 million tons of urea to the U.S. supply chain, making us self-sufficient in the urea market. But, to keep everything in perspective, China is the global leader in urea with over 66 million tons produced in 2014. India is the world’s largest consumer of urea, most of which is imported from China.

There has been a lot of chatter about the correlation between the price of oil, the price of natural gas, and the price of fertilizer. Ten years ago, there was a correlation. Today, these three commodities are not related to each other. The fertilizer markets are driven by supply/demand around the globe, even in south-central Kansas. To be very clear, the price of oil has nothing to do with the price of natural gas, and the price of natural gas has nothing to do with the price of nitrogen fertilizer.

As we move into spring, the entire fertilizer industry is struggling to provide enough liquid 10-34-0 for the spring market. And, for those wholesalers who have 10-34-0, they will stretch their supply through the manufacture of liquid blends.

Whether you need assistance with fertilizer, crop protection, seed, or custom application services, we will continue to bring you the very best service, information, and technology that we can. As we push deeper into the precision agriculture platform, we will continue to evaluate various programs, data storage, and tools to design the most effective platform for you.

For more information from Mike about the fertilizer markets, please check out our website at www.andalecoop.com.