



Consumers Cooperative

Consumers Connection
December 2008

Fiscal Year 2008 Completed

By Jim Husnik, General Manager

October 31st marked the end of another year for the Cooperative. The Cooperative has been an important part of the agricultural community for 73 years, serving the needs of the area that include supplying petroleum products, to a diverse business that includes a convenience store, a rental center, and consultant services, as well as supplying feed, fertilizers, seed, crop protectants, grain handling, L.P. gas, and numerous other benefits to the area we serve.

Our year ended with another record year of sales. Total sales for the Cooperative were \$20,762,101. This is an increase of \$4,220,000 from previous year. Most of our sales growth was due to the increase prices in nearly all commodities. The Feed Center now located at our Sextonville location has maintained feed volumes even with the higher commodity prices. To compliment the Feed Center, we have purchased the business of Lone Rock Milling Inc. from owner Dennis Lind. The purchase was effective October 1st, 2008. We will be serving customers from the Lone

Rock location until our addition at the Feed Center is completed. More warehouse space has been added to offer a more complete line of feeds to include Doboy feeds. The feed sales at the Boaz Country Store are also doing very well; our customers in the Boaz area have been very receptive to the extra service at the convenience store. The Croplan Center has been very successful in increasing its market share of seed, fertilizer and agricultural chemical sales. Our petroleum department has maintained sales volume even though our customers have tried to be conservative with usage.

Thanks to all our customers for their support and commitment to the Cooperative. Because of your commitment to us as your local supplier, we have been able to provide support to the many projects and organizations that help our community prosper.

Please attend our annual stockholders meeting tentatively scheduled for March 4th, 2009. The meeting will begin with a noon lunch, followed by the financial report, the recognition of local scholarship winners and the announcement of

newly elected directors. Notices containing meeting information and ballots for the election of directors will be sent to active stockholders prior to the meeting.

A Note From Arnie...

by Arnie Pharo, Credit Mgr

Planning for the new crop year will begin shortly. The Holidays are fast approaching and soon after that farmers will need to have income/expense data ready for filing income taxes. When you have the new information, it is never too early to be talking with your lender so they have plenty of time preparing for your credit needs for the money needed to put in that new crop. It is also good to discuss these plans with Consumers Cooperative.

If you are looking at a high profit year for 2008, you might want to do some buying before year end. Prepaying crop expenses is also a way to get best prices and be sure of having the product when needed.

Thanks to all those that brought their open accounts current at our fiscal year end. This was appreciated very much. In closing, I want to wish everyone a Merry Christmas and a happy Holiday season with family and friends.

Soil Compaction

by Steve Marr, Certified Crop Advisor

Soil compaction should be a concern going into next spring. With a lack of frost last winter and excessive rains this spring, soils compacted with equipment passes across fields. Fields should be worked as deep as possible based on the depth of your soils. Use a subsoiler where possible. Plowing as deep as possible with a chisel

plow should be the minimum method used.

It would be best if field work can be done this fall. This will allow frost to form deeper into soil profiles. This will aid in breaking up any hardpan in fields.

If you are unable to do any field work this fall, fields should be

done next spring as early as conditions allow.

Please call the Croplan Center if you would like to have your fields checked for compaction problems.

I would like to wish you and your family a safe and happy holiday season.

From the Boaz Country Store

by Ann Gerner, Store Mgr

We would like to Thank all of our customers for their business this year and to wish you all a Happy Holiday. We will be open for the Holiday's. Our hours will be:

Christmas Eve 5:30 am to 6:00 pm
Christmas Day 6:00 am to 8:00 pm
New Year's Eve 5:30 am to 10:00 pm
New Year's Day 6:00 am to 10:00 pm.

There is always someone on your list that is hard to buy for. We have that perfect gift! Our prepaid gift cards make a great gift and can be used at any Cenex location for fuel or merchandise inside the store. We also carry gift cards that can be used at other locations and a prepaid Visa and MasterCard. We look forward to doing business with you in the new year.

We wish you a happy and safe holiday.

Holiday Wishes from Grand Rental

by Mary Foege, Mgr Grand Rental Station

We have many party supplies that will compliment your holiday parties. We also have the equipment to help spruce up your home for the holidays. Stop in and let us help you with your holiday and party needs.

We want to thank you for your business and look forward to serving you in the future.

From everyone at Grand Rental, we wish you a Merry Christmas and a Happy New Year.

Holiday Hours at the Feed Center

by Bill Tracy, Feed Department Manager

I want to thank our customers for their support this past year. With the Co-op taking over Lone Rock Mill as of October 1, 2008, the Co-op will be carrying the Crop Cure preservative along with the Nutrisave line. One of our salespeople or myself will be calling on you before the end of the year for early booking of your preservative needs. We will also be checking on your silo bag and bunker cover needs.

I want to remind you of your holiday hours at the Co-op Feed Center and at the Lone Rock Mill. We will be closing on Christmas Eve, Wednesday, December 24th at Noon. We will be open our regular hours of 8:00 a.m.—5:00 p.m. on New Years Eve, Wednesday, December 31st. We will be closed all day on Christmas Day, Thursday, December 25th and New Year's Day, Thursday, December 31st. I encourage you to keep this in mind and keep a close eye on your feed inventory. Please plan ahead so we may finish our work on time to allow everyone to spend holiday time with family.

As the New Year approaches, we look forward to working closely with you to help make your farming operation a success in 2009.

Again, from everyone in the Feed Department, Merry Christmas and Happy New Year.

Debbie Fingerhut lives outside of Plain on a farm with her husband and two children, ages 7 and 9. She enjoys the outdoors and watching her kids participate in sporting events. She has lived in the River Valley area her entire life. Debbie works in our Lone Rock Mill running the office.

Jim Rossing is married and has two daughters. He resides in Lone Rock with his wife, Kathryn, and daughter, Jennifer. His other daughter, Stephanie, is married to Jamie Hegland and they blessed Jim and his wife with two beautiful granddaughters, Hannah and Heidie. In their spare time, Jim and Kathryn care for their herd of registered Hereford cattle. His hobbies include spoiling his granddaughters and hunting for turkey and deer. Jim currently works out of our Lone Rock Mill making and delivering feed.

Jordan Johnson joins our team as a new Area Nutritionist Consultant. Jordan grew up in Central Wisconsin and spent summer months on his grandparents farm in Mineral Point. He graduated from UW Platteville in May, 2008.

Propane vs. Electric

by Carroll Clark, Energy Center Manager

When you look at the facts, propane provides a superior energy value. According to a study from the U.S. Department of Energy, a propane gas furnace saves around \$300 annually compared to an electric one. A propane winter heater saves up to \$150 a year over electric—and it will heat 2 to 2-1/2 times the water with the same amount of energy.

Propane fuels appliances such as cook tops, clothes dryers and fireplaces. Propane dries clothes faster using less energy. And even if the power goes out, you can still depend on propane for cooking, hot water and a warm, comfortable house. Looking 15 to 20 years down the road, your propane-fueled home will have a higher resale value.

Propane is clean and efficient, too. In fact, propane is an approved alternative clean fuel listed in the 1990 Clean Air Act, as well as the Energy Policy Act of 1992.

When you look at the facts, propane really stacks up as a great value. For more information on the value of propane, call or stop by today.

Everyone at the Energy Center would also like to take the opportunity to wish you and yours a very safe and happy holiday season.

New Employees Join the Co-op

He majored in animal science with a dairy emphasis. Jordan could have graduated in December, 2007, but choose to be the first student to study abroad in Norway touring farms. His hobbies include hunting, fishing and motorcycling.

Josh Braman grew up on a farm in Tomah, WI. He attended UW Platteville where he received a degree in Agri-business. He also received a minor in German. After college, Josh worked at the Tomah Co-op in the mill for three years. In 2006 he went to work for Domain, Inc. His hobbies include hunting, fishing, softball, volleyball and Crop farming with his father. Josh and his wife, Karen, reside in the village of Wyeville where he is a trustee. His wife, Karen, is a dental assistant at Deer Creek Dental Clinic in Tomah. To date, the only kid Josh and Karen have is their basset hound, Abby. Josh is joining our team one day week as a Domain Doboy salesman.

Terry Rogers joins our team from Lone Rock Mill. Terry grew up in the River Valley area and resides in Lone Rock. Terry has two children,

Agronomy Prepay

by Greg Ballweg, Croplan Center Mgr

It's that time of year again! The Croplan Center will be honoring December prepay prices on crop protection products thru January 6, 2009. There are also extra prepay discounts available on seed orders. We also have Farm Plan available for all your agronomy needs.

Croplan Genetics, DeKalb, Asgrow, Mycogen and NK seed orders paid by December 17, 2008 will receive an extra 6% discount, and orders paid by January 14, 2009 will receive an extra 5% discount. For more information, call the Croplan Center at 647-8894 or toll free at 866-470-6136.

Everyone at the Croplan Center would like to wish you a happy Holiday season and a healthy, prosperous New Year.

Brooke and Tyler and one granddaughter. Terry currently works out of our Lone Rock Mill making and delivering feed. Terry worked for Lone Rock Mill for 26 years. We are glad to have him on our team!

Arlon Nehls joined the Croplan Center on November 1, 2008. He came to us from FS. Arlon resides in Lone Rock with his wife and two children, ages 1 and 3. Arlon grew up in Milton and move to the area about 3 years ago. In his spare time he enjoys hunting and fishing. We welcome Arlon to the Croplan Center!

Butch Shattuck joined Consumers Cooperative on November 1st as an Agronomy & Nutrition Specialist. Butch comes to us from Golden Harvest Syngenta. He has 28 years experience as an AG Sales Rep. Butch is engaged to be married to Ann in June of 2009. He has 3 adult children and one grandson Charlie who is 3 years old. In his spare time, Butch owns a vineyard in Westby called Pot o' Gold. This is his 6th year planting. Butch says he is anxious to meet everyone!