

Mid-County Messenger

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www.midcountycoop.com

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Fall 2007

Growing and Improving

We have a lot of new faces at Mid-County and we have been fortunate to acquire some very top notch talent to operate the departments of Mid-County.

Auto, Truck and Tire

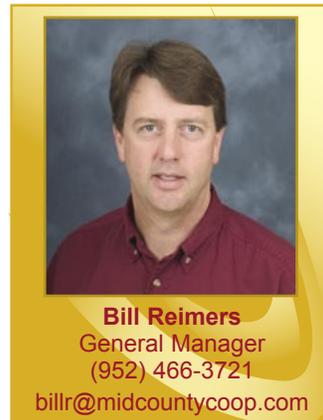
In late August, Don Harmsen took the position as Service Manager. The previous manager, Jim Jochum, was given an opportunity to return to the telecommunications industry. Don comes with several years of experience from owning his own shop as well as working for a large dealership.

Petroleum

Under the leadership of Quay Zander, he and his team have continued to expand our lubricants lines of engine oils, greases, etc. to service tractors, construction equipment, manufacturing equipment, and ATV's. Along with the Cenex line, we also offer Mobil products.

Agronomy

This is the area where we have invested the most in the past year. We have hired several people to offer the high level of service that is needed to be competitive. Dave Eckhoff has been with us for about 6



months and has been focusing his staff to improve and prepare our equipment so it is ready to hit the fields in a moment's notice. We have doubled our expenditures this past year fixing and repairing our fleet. We are also adding some equipment to stay ahead of the increased demand for fertilizer. We have finally finished our equipment storage building, and now our valuable agronomy equipment, fuel trucks and propane trucks can stay under cover year-round. We feel the agronomy division is planted and growing on solid ground.

C-Store

Store Manager Del Gallup

and her group continue to offer top notch customer service. With one year under our belt operating the car wash, we are planning to improve the image and visibility of the car wash to make it look consistent with our C-Store. There is a new color scheme and image coming from Cenex that will also freshen up the appearance of the store in the next year.

Office

Our Controller Dick Pauly has been improving our internal accounting systems to ensure we are on track with our goals. Soon we will be enhancing our website www.midcountycoop.com; currently you can view your account balance, get a year-end statement, or check your stock balance in the company. We are also going to be improving the whole site to be more current with happenings and specials being offered throughout the company. We will also be testing the possibility to offer some product prices on the website.

As always, I appreciate your calls and comments on how we can make your Coop better. Serving you with Honesty, Integrity and Value!



H O N E S T Y • I N T E G R I T Y • V A L U E



(952) 466-3700 • 888-466-3700

700 West Lake Street, P.O. Box 177, Cologne

Mid-County Agronomy

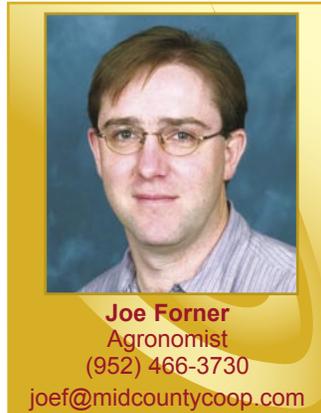
Grid Sampling

At Mid-County, we have been grid soil sampling, spreading dry fertilizer, and spreading lime using Variable Rate Technology (VRT) since 1999. Over the years we integrated VRT anhydrous ammonia and VRT herbicide application capabilities into our agronomy program to meet our customers' needs.

Corn, soybeans, and fertilizer prices were about half of what they are today, but the increased revenues from higher yields or savings from using less fertilizer paid for the grid sampling and additional cost of equipment to apply the fertilizer correctly.

With today's high prices for corn, soybeans, and high input cost, grid sampling is even a better deal today since the cost of sampling has remained relatively the same.

To do a 2.5 grid for P, K, pH, and organic matter it cost roughly \$8/acre for the sampling. An additional \$3/acre charge for the two VRT spreader applications along with the sampling gives the total cost of \$11/acre of



additional cost over a conventional fertility plan. Samples are normally used for four years, so the \$11 spread out over that time is only \$2.75/year. That is less than a bushel of corn and less than a third of a bushel of soybeans at today's prices.

The best fields to be grid sampled are the poorest producers or newly rented ground. There is a tendency for producers to grid sample the "Home" field or their most productive ground. These productive fields usually have high levels of fertility to start with, so any

money saved is from reduced fertilizer usage and not increased yields. Poor producing fields will have a tendency to show inadequate fertility in large areas and a composite sample will simply blend in with the rest of field.

Another example where grid sampling really pays back well is for spreading lime. If a composite sample shows a pH of 6.5 or less, there is high probability that part of that field may have pH below 6.0 and may require lime in order to attain top yields. If you are planning on applying a flat rate of lime, grid sampling will pinpoint exactly where it is needed.

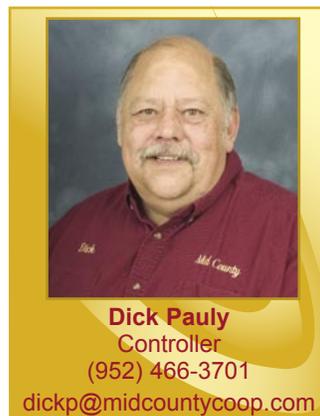
Soil sampling is an integral part of a total farm management system. Grid sampling may have a fit on your farm, and with today's high prices it becomes a comparative bargain. At Mid-County we have the experience in precision farming and a long track record with VRT fertilizer spreading to get the job done right.

Agronomy Production Financing

It's quick, simple and relatively painless

Partners in Production offers Seasonal Financing for farmers to cover expenses related to crop production.

The rates are much better than the 18 percent charged by the coop. Plus, having the line of credit in place assures that you will be able to take advantage of any discounts available. For more information call or stop in and talk with Dick Pauly, (952) 466-3701

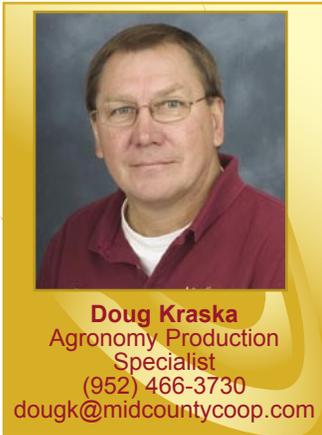


SEED SALES



Mid-County Agronomy

Choosing the best seed



The seed world is getting more complicated every year with quad stacked, triple stacked, double stacked and conventional corns. As plant breeders continue to develop hybrids with specific genetics for different conditions, it is very important to match hybrids for each field. Planting a diversity of hybrids from different genetic families helps reduce the risk.

Planting a corn with a Western genetic will help on a dry year and lighter soils. Northern and Eastern genetics have a better tolerance for wet feet and heavier soil types. Plant population can vary for each genetic. Western and Southern genetics can handle lower populations having a flex ear, while Eastern and Northern genetics excel with high population

having a fixed ear. Planting some corn with an early flower [long grain fill] and some late flower [short grain fill] can help reduce risk from environmental conditions.

All seed companies have some great hybrids and some good hybrids. By diversifying your hybrid selection from different seed companies and picking only the great hybrids can increase your profit per acre. An extra 5 percent discount or free seed by buying all your seed from one company can't pay for the extra yield advantage on \$3.00 corn by choosing only the great varieties.

At Mid-County we handle NK, PRODUCERS, CROPLAN, and STINE HYBRIDS.

Planted & Growing

Providing Quality Agronomy Products & Services

With Honesty • Integrity • Value

- Crop Protection
- Nutrient Management
- Grid Sampling
- Yield Mapping
- Crop Consulting
- Plant Food, Anhydrous, Lime, & VRT
- Turfs & Pasture Management
- NK, PRODUCERS, CROPLAN, & STINE HYBRIDS

Now Providing Custom Anhydrous Application

SEED SALES

PRODUCERS Hybrids NK
CROPLAN GENETICS STINE

(952) 466-3730

MC Mid-County AGRONOMY

Dale, Kenny, Doug, Dave, Joe, Mark, Ben
MC Agronomy Team

Mid-County Fuels & Energy Delivery

The answer to filter plugging: Biocide

We have been fielding a lot of questions lately about filter plugging in diesel fuel which is common this time of year. The article below is a reprint from Hoon Ge who is a fuel consultant at MEG Corporation, and he does an excellent job of explaining biocide usage.

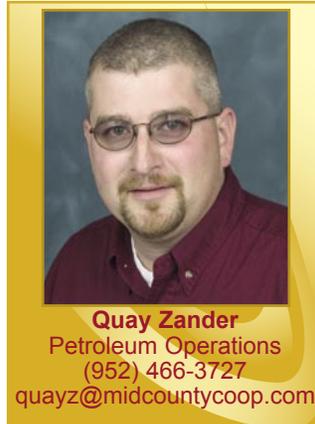
Biocide

Hoon Ge, Fuel Consultant, MEG Corp.

Over the past several months of this year, many people nationwide have complained about filter plugging problems due to microbial (which can be either bacteria or fungus) growth in their ultra-low sulfur diesel (ULSD) and biodiesel blend systems. This is not an issue of the fuels themselves, but an issue of proper house-keeping to remove the water. Microbes grow in the water fuel interface within a storage tank down to an individual vehicle fuel tank.

This microbial growth sometimes appeared with black, brown and red coloration and other times as a clear slimy substance. In the worst cases, this microbial growth can clog the system and render it inoperable. It is imperative to the diesel and biodiesel blend user to know how to deal with a microbial contamination in a timely and effective manner.

To help combat microbial contamination in ULSD and biodiesel blends, biocide products are available. There are, however, many myths surrounding these products. As the winter months approach, it becomes necessary for the correct information on these products to be understood now. By following the suggestions outlined in this article, users should not have any trouble dealing with any biocide



problem that they may encounter.

The main myth surrounding biocide is that one, microbes don't grow in the wintertime and two, biocides are ineffective during the cold weather of the winter months. Both of these myths are absolutely false. It has been well documented that microbial growth can occur at temperatures way below zero, and as long as the biocide has been mixed properly with the fuel, it will work just as effectively as it does during the summer months. Biocide should be applied whenever you have a microbial problem, regardless of what time of year it is.

When applying biocide to your tank, it is important to follow these steps:

- Use a universally soluble biocide (i.e., one that is soluble in both water and in the fuel).
- When preparing a storage system/fuel tank to be treated with biocide, any water at the bottom of the tank should be drained if possible. Removing water should be done routinely anyway to help reduce the chances of microbial contami-

nation.

- The tank should be as empty as possible and no more than 50 percent full, when the biocide products is added.
- Add twice the amount of biocide recommended by the manufacturer.
- Fill the tank up to maximum capacity with the fuel. This will promote mixing and help kill any microbial growth on the walls of the entire tank.
- For vehicle fuel tanks, all filters in the system, including pre-filters and fuel filters, need to be replaced after the biocide has been added.

As a preventive measure, it is important to keep tanks as full of fuel as possible, and to keep the amount of air in the tank minimal. Also, biocide product containers should be kept closed at all times and should not be exposed to water at any time. Water contamination will lessen the effectiveness of these products.

By following these guidelines, you should be able to handle and prevent microbial growth from getting out of hand. Remember that the best way to prevent microbial growth is routine maintenance upkeep; make sure to check your fuel for microbial growth a couple of times a year. Be proactive with your fuel and it will save you money in the long run.

We stock biocides and filters ready to help you in time of need. If you have any issues with your diesel engines, call me at (952) 466-3727 or Raf at (952) 466-3725.

***New and used
commercial and farm tanks,
pumps and equipment available.***

***Plus discounts on your first fill with tank
or equipment purchase!***



Mid-County Fuels & Energy Delivery

Keeping well-maintained equipment a good idea

Your livelihood depends on well-maintained equipment – whether you have a fleet of trucks, agricultural equipment, or heavy-duty construction equipment.

Here at Mid County in Cologne, we offer the best quality and one of the most respected brands of grease, “Cenex.”

Cenex greases range widely from our ML 365. It is a multipurpose, all-season grease where you can expect good performance in chassis, bearings, and general lubrication. Our Molyplex 500+ is a premium multipurpose high temperature grease, from which you can expect superior performance in high temperature applications, moist environments, and shock load conditions.

From our synthetic line of greases we offer the Maxtron EP, a synthetic lithium complex grease which has a demulsified



Rafael Lozada
 Certified Energy Specialist
 (952) 466-3725
 rafl@midcountycoop.com

moly blend that adds superior performance in high temperature, high moisture, and heavy shock load conditions. At the top of the food chain is our HD Moly Xtreme 5, which is an extreme duty grease. It's superiority is put to

the test in areas such as harsh working environments, bucket pins pivot pins, spine shafts, high temperature applications, water wash out resistance, heavy shock loads, and reserves protection and extended service.

We're so confident when you choose Cenex Ruby Fieldmaster, for off road and agricultural equipment with Cenex lubricants, that we back their performance with the Total Protection Plan, covering your new equipment for 10 years 10,000 hours, and used equipment 8 years 8,000 hours. What other company gives you the best warranty program in the market? Now this is a program that can help you sleep at night.

For information call Rafael at (952) 466-3725.

Keeping warm this winter

If you, or someone you know, may have trouble paying their heating bills, there may be help available. To learn more about the Minnesota Energy Assistance Program, call the number listed below for the county in which you reside.

- Wright County - (320) 963-6500
- Sibley County - (507) 237-2981
- Scott County - (952) 402-9815
- Carver County - (952) 402-9815
- Hennepin County - (952) 930-3541
- McLeod County - (320) 235-0850



Dick Pauly
 Controller
 (952) 466-3701
 dickp@midcountycoop.com

with
Honesty
Integrity
Value

Energy on Call

- Home
- Commercial
- Farm

Service and Delivery

Mid-County Auto, Truck & Tire Center

COUPONS

MC Mid-County
Auto • Truck • Tire Center
(952) 466-3710

\$75
Buy 3 Oil Changes,
Get 2 FREE

With your Mid-County
oil change card.

Pick yours up soon!

Available at

MC Auto, Truck & Tire Center
Price includes cars and light trucks only.
Taxes and environmental fees extra.
Good Thru 11/30/07

MC Mid-County
Auto • Truck • Tire Center
(952) 466-3710

\$5 OFF
Any New
13", 14" OR 15"
Trailer Tire
2-wheel trailers only

Taxes and environmental fees extra.
Good Thru 11/30/07

MC Mid-County
Auto • Truck • Tire Center
(952) 466-3710

\$89
Trailer Wheel
Bearing Pack
& Light Inspection
Seals & grease included.
Bearings extra.

Taxes and environmental fees extra.
Good Thru 11/30/07

MC Mid-County
Auto • Truck • Tire Center
(952) 466-3710

\$175
Heavy Truck
Oil Change
Special
1 Filter & up to 40
qts. of oil included.
Additional filter &
disposal fees
not included

Taxes and environmental fees extra.
Good Thru 11/30/07



Large to Small

We Repair it ALL!

MC Mid-County
Auto • Truck • Tire Center

Hwy. 212, Cologne
(952) 466-3710

Don Harmsen joins the MC team



Don Harmsen
Service Manager
(952) 466-3710
donh@midcountycoop.com

Mid-County Auto, Truck and Tire Center is pleased to introduce Don Harmsen as the new service manager.

Don is a 1973 graduate of Dunwoody Institute. He owned and operated a Golden Valley service station for 15 years, and he was the service manager at Coon Rapids Ford, Lincoln, Mercury for 12 years. In all, he brings over 40 years of automotive repair, service and management experience to our Mid-County team.

Originally from Navarre, Don now lives in rural Delano. He's married with three daughters and one granddaughter. He enjoys golf, NASCAR, and all Minnesota sports teams.

"I appreciate the small-town atmosphere and great staff at Mid-County," Don said. "It's great to be back in a home town environment."



**The NAPA
AutoCare
"Peace of Mind"
Warranty:**

- Qualified services and repairs covered nationwide for 12 months/12,000 miles
- Doubled to 24 months/24,000 miles for consumers paying for qualifying repairs with the NAPA Visa or the NAPA AutoCare EasyPay credit cards

Mid-County Cologne Convenience Store



Del Gallup
Convenience Store Manager
(952) 466-5657
delg@midcountycoop.com

LUNCH

Specials

Monday - Brats 2 for 1 *Monday - Friday*

Tuesday - Personal Pan Pizza 50¢ Off

Wednesday - Soup of the Day

Thursday - Sub 50¢ Off

Friday - Gyro Friday

SUNDAY TAKE N BAKE

Two - 14" Take N Bakes of all kinds **\$19.99**

With Coupon ONLY. Expires Nov. 30, 2007. One coupon per customer. Not good with any other offer.

SUNDAY ONLY

Any Hog 16" Baked Pizza **\$2.00 OFF**

With Coupon ONLY. Expires Nov. 30, 2007. One coupon per customer. Not good with any other offer.

\$2.00 OFF Car Wash

Not valid with any other offers. One coupon per customer. Expires Nov. 30, 2007.

Any Sub **\$2.00 OFF**

One coupon per order

With Coupon ONLY. Expires Nov. 30, 2007. One coupon per customer. Not good with any other offer.

Get a FREE 2 Liter of Pepsi

With any delivery order over \$20

With Coupon ONLY. Expires Nov. 30, 2007. One coupon per customer. Not good with any other offer.



Fresh Baked Pizza To Go • Take 'n Bake Pizza

FRESH BAKED PIZZA	MED	LG	HOG
The Single	\$10.99	\$12.99	\$13.99
The Double	\$11.59	\$13.59	\$14.59
The Triple	\$11.99	\$13.99	\$14.99
The Grand Slam Supreme	\$12.99	\$14.99	\$15.99
Meat Lover's Pizza	\$12.99	\$14.99	\$15.99
Bases Loaded Garden	\$11.59	\$12.99	\$13.99
Breakfast Pizza	\$10.69	\$12.59	\$13.59
Bacon Cheeseburger	\$11.99	\$13.99	\$14.99
Gyro Pizza	\$10.69	\$12.15	\$13.15

TAKE 'N BAKE PIZZA	MED	LG
The Single	\$8.99	\$10.59
The Double	\$9.99	\$11.59
The Triple	\$9.99	\$12.59
The Grand Slam	\$11.59	\$13.59
Meat Lover's Pizza	\$11.59	\$13.59
Bases Loaded Garden	\$10.59	\$11.99
Breakfast Pizza	\$10.09	\$11.59
Bacon Cheeseburger	\$10.99	\$12.99
Gyro Pizza	\$9.99	\$11.59

Toppings include pepperoni, Canadian bacon, sausage, beef, Italian sausage, black olives, green peppers, and onions.

Fresh Made Sub Sandwiches

We bake our own bread **FRESH DAILY!**
SUB SANDWICHES - 6-inch 12-inch
 Roast Beef \$3.49 \$5.79
 Turkey \$3.49 \$5.79
 Ham \$3.49 \$5.79
 Grand Slam (Roast Beef, Turkey, Ham) \$3.69 \$5.89
 Club Classic \$3.69 \$5.89
 (Ham, Turkey & Bacon)

We Deliver Pizza!

Thurs.-Sat. 4-9 p.m. Within Cologne and surrounding areas
 Call (952) 466-5657 • (952) 466-4700



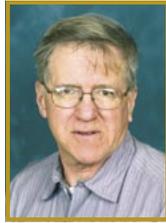
Working to Make Your Coop Better



Bill



Ben



Bob



Cody



Corey



Dale



Dave



Del



Dick



Don



Doug



Joe



Joyce



Julie



Kenny



Lynn



Mark



Matt



Mike



Nikki



Quay



Raf



Terri



PRSRT STD
US POSTAGE
PAID
WINSTED, MN
PERIT #30

