

Pulaski Chase Cooperative

Fall 2009

"Service You Can Trust. Value You Can Count On"

Office

Todd Rosvold,
General Manager
920-822-3235

Agronomy

Dick Gwidt,
Manager
920-822-3341

Auto & Tire

John Marsh,
Manager
920-822-6170

Dry Grain

Mark Yanke,
Manager
920-822-3252

Feed Mill

Dave Van De Wetering,
Manager
920-822-6286

Fuel

Richard Pahl,
Driver
920-822-3235

Hardware/Rental

Louis Szczepanski,
Manager
920-822-6396

Machinery

Dewey Karcz,
Manager
920-822-6150

NAPA/Ag Parts

Greg Wilson,
Manager
920-822-6272

ACE Hardware

Our construction project is almost done!!! With the completion of our new building, we are also bringing in a new hardware store, Pulaski ACE Hardware. We will now offer customers an extensive selection of products and supplies, as well as total solutions and helpful advice for their home improvement projects. "Many families are tackling home improvement for the first time and need some extra advice. We're pleased that our new Ace store will meet the needs of this expanding community," says Louie Szczepanski, Ace Hardware Manager.

"The product base and design of our new store will revolve around helping today's do-it-yourselfers find entire solutions to their home improvement problems. With our quality product selection, specialty services and helpful project advice, this store is geared to bring convenience to a whole new level for do-it-yourselfers," said Szczepanski.

Pulaski Ace Hardware officially opens November 14th and will have a customer appreciation event December 11, 12, and 13. "Our customer

NAPA

Our construction project is ahead of schedule and we are looking forward to introducing our customers to our new facility very shortly. We will have more space in the new store, which will allow us to serve our customers better by having more merchandise on hand. Our experienced staff is very knowledgeable and willing to assist you with any questions you may have. After we have fully completed the project, we will also be expanding our hours of operation. We will soon be open seven days a week and also open later during the week. Our new NAPA store will be fully functional before the end of October. Once the new store is open, Ag Parts will be a separate division, staffed by

appreciation event in December will be a great opportunity for people to stop in and check out our new store. We will be having a huge sale that people in the community and surrounding areas are surely going to want to take advantage of," said Szczepanski.

One of the new and exciting changes for the hardware store is expanded hours, including being open on Sundays. Pulaski Ace Hardware will be open Monday through Friday 7:30 a.m. until 7:00 p.m., Saturday from 7:30 a.m. to 5:00 p.m. and Sunday from 9:00 a.m. to 2:00 p.m. Helping customers with their do-it-yourself projects and home repairs will be Pulaski Ace Hardware's Helpful Hardware team: Louie Szczepanski, Store Manager and an entire team of "helpful hardware folks" to assist customers in every way. Please visit our website at www.pulaskichase.coop to see pictures from the reconstruction process as well as more information about our store. ♦

Louie Szczepanski, Ace Hardware Manager

experienced Ag Parts personnel with Dewey Karcz as manager. We encourage everyone to stop in and check out the great selection of auto parts we now have. Please watch the paper and our website for upcoming specials and events we will be having during our store grand opening. Remember, we will be having our annual Fall Filter Sale sometime in November. We have filters for all your filter needs! ♦



Greg Wilson, Parts Department Manager



From the Desk of Todd Rosvold

What a difference a year can make. As we enter into the Fall harvest season and reflect back on the past 12 months it's been a time of challenge for Agriculture. Dairy farmers have had a particularly hard time, with milk prices paid to them 25% to 50% less than a year ago.



Most of us living in town would be bankrupt in a matter of months with a wage reduction like that. The futures pricing of milk is a few dollars more than the current price, but most farmer's cost of operation is still higher than forecasts. Let's hope we see price improvement soon.

This cooperative runs on milk and the low dairy prices have combined with an industry record fertilizer devaluation. Our fertilizer devaluation here was more than \$800,000. This, with fewer purchases by farmers, gave us losses we were unable to recoup in our fiscal year ended July 31, 2009. We're not alone in this respect and many Wisconsin cooperatives and private fertilizer dealers experienced similar, and in some cases, many times the devaluation losses we had. The fertilizer industry has struggled with price volatility for the last few years, and while markets have pulled back significantly from a year ago, we remain aware that they could increase again with little or no warning. The Board and management are continuing to explore strategies to minimize price

risk to our members and cooperative. Unfortunately, fertilizer markets are not as developed as the stock market or grain markets so other strategies will need to be employed.

On a better note, your cooperative's financial strength remains strong and the work done in the last few years to build that strength for difficult times, like last year, have paid off well. We are very optimistic that the

"This month is Co-op Month, and we will be recognizing cooperatives and the cooperative way of doing business."

farming economy and overall economy will improve, and that there will be opportunities for businesses and cooperatives with adequate financial strength to grow and prosper as we move forward out of the recession. Our annual meeting will be November 12 at the Rock Garden Supper Club in Green Bay and all members are invited to hear how their cooperative fared this last year.

I spoke before of opportunities and one opportunity we are moving forward with is the new store building. As we've noted before, our old Hardware store roof sustained severe snow load damage two years ago and required a major investment in an old building and roof to repair. Replacing the roof was not an option because the supporting walls weren't capable of the stress of the project. Looking to the future, your Board made a decision to move forward

with the co-op and it's Hardware and Parts business and we are now a few weeks away from Schuh Construction completing this project. Our Hardware store was one of two departments to have a sales increase this last fiscal year under very tough economic conditions and we are working hard to make sure that trend continues.

This month is October is Co-op Month and we will be recognizing cooperatives and the cooperative way of doing business with an open house on October 27. We won't have the Hardware store up and running yet, but it will give our members a chance to see the latest addition to our main co-op complex and enjoy free dairy products. Hope to see you soon. ♦

Pulaski Chase Cooperative Board of Directors:

- Chairman — Allen Kohn**
- Vice Chairman — David Gwidt**
- Secretary — Greg Tauchen**
- Director — Gary Drzewiecki**
- Director — Ron Leja**
- Director — David Hischke**
- General Manager — Todd Rosvold**



Fuel Department



If you've been using standard diesel for years, you may be skeptical about whether "premium" fuels are worth the added cost. But consider this. Over time, your engine's fuel pump and injectors get dirty—a gradual, hard-to-notice process that reduces both engine performance and fuel economy. Standard diesel fuel contains no additives to reduce wear, extend storage life, or reduce the formation of gum, varnish and corrosion.

Ruby Fieldmaster Premium Diesel Fuel cleans your fuel system and keeps it clean for maximum power and performance. It offers a quality base fuel and a complete, balanced, soy-enhanced additive package. And that's not the only benefit. Cenex Ruby Fieldmaster continually delivers up to 5% better fuel efficiency while optimizing engine performance.

When compared to standard diesel, field tests showed Ruby Fieldmaster:

- Reduces Fuel Costs—Advanced detergents provide up to 5% better fuel efficiency.
- Protects Your Engine—10-15% better lubricity than standard #2 diesel reduces wear and maintenance.
- Maximizes Power—Enjoy up to 4.5% more for pulling long hills.
- Promotes quicker, more fuel efficient starts! ♦

Richard Pahl, Fuel Driver

Machinery Shop



Mahindra USA has recently announced that they will be offering the tractor industry's best warranty program for purchases made after October 1, 2009. The new 5 year limited warranty program is the first of its kind offered by Mahindra USA. This new 5 year limited warranty program will not require a deductible in the 5th year and will not be limited to parts only. Please stop in or give Dewey a call to find out more information about this exciting new program Mahindra is offering.

One of the new and exciting changes that will be happening here at Pulaski Chase Cooperative in conjunction with the new store opening is a separate Ag Parts division. Instead of being combined with NAPA auto parts, Ag Parts will now be located in the new hardware store. The hours for the Ag Parts department will be 7:30 a.m. to 5:00 p.m. Monday through Friday and 7:30 a.m. to Noon on Saturdays. ♦

Dewey Karcz, Machine Shop Manager

Feed and Grain Department

The Pulaski Chase Cooperative Feed and Grain department has a full line of dry and water soluble inoculants for treating your corn silage. We also have inoculants and propionic acid products for treating your high moisture corn.

Inoculants are important for lowering the number of yeasts in your corn silage, which will result in lower nutrient and dry matter losses. Inoculants are also important for aerobic stability which can mean higher dry matter recovery, longer bunk life, less spoilage, more available nutrients and greater palatability. These benefits can result in higher dry matter intake and higher production.

Storeagemate comes in dry and liquid form. It will control spoilage organisms and will preserve your high moisture corn. This product is non-corrosive and will not damage equipment. Storagemate is a concentrated blend of propionic and other organic acids which will inhibit harmful organisms such as mold and yeast from forming. It will also lower the pH levels, create rapid fermentation, and lower the temperature of your high moisture corn during fermentation.

Please stop in or call the Feed and Grain Department with any questions about any of the products mentioned above. ♦

Jerry Weisnicht, Nutrition Consultant



PULASKI CHASE COOPERATIVE

428 Third Avenue

P.O. Box 79

Pulaski, WI 54162

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Annual Meeting of Pulaski Chase Cooperative

The Annual Meeting of the stockholders of Pulaski Chase Cooperative
will be held on:

Thursday, November 12, 2009

at the Rock Garden Supper Club in Green Bay
Dinner: 7:30 p.m.

Business meeting, refreshments and door prizes to follow.
For tickets please call (920) 822-3235 ♦



PULASKI CHASE COOPERATIVE