

**A Partner in your Rural and Urban Ranch Family**



**FARMERS  
FCA COOPERATIVE  
ASSOCIATION**

1206 S Douglas Highway  
Gillette, Wyoming 82716  
Phone 307-682-4468  
800-508-4468  
Fax 307-682-4846

**Locally owned, locally operated, and locally controlled.**

[www.fcagillette.com](http://www.fcagillette.com)

December 2010

### **From the Manager's Desk— Daryl Meyer**

With very nice weather this fall, the Holiday Season has almost snuck up on us. I did not want it to get past us without sending a very Merry Christmas and a Happy and Prosperous New Year to all our customers and members! As always, the past year has been an eventful year for your cooperative, and the employees and management of FCA want to share the joy of the season with all of you. Your cooperative finished a tough year financially with lower volume and lower profitability. But we have a new fiscal year that started on June 1 that is off to a better start. As a whole, we hope that the national economy is starting to improve, and that will make it better for everyone in the agricultural and energy businesses. Nobody knows how fast we can expect things to improve, but in this season of the year, we can stop a moment and consider the true meaning of the holiday and the gift of life that we celebrate. There is good in the world, and we will weather the storms, the economy, and the seasons, and be ready for whatever comes our way. We may not be able to predict the New Year, but we can be certain it will bring with it some challenges that will keep us on our toes. We certainly hope for an economy that will bring prosperity to our members and customers.

The end of the year would not be complete without a rear view of the last year. At the FCA annual meeting in November, we reported lower profitability, but there was still almost \$100,000 in cash distributed in cash to members in patronage. The rate was 3.903% on all purchases from FCA, with 30% paid in cash. In addition FCA paid out over \$150,000 in August in redemption of equities to members over the age of 70. As in every year, FCA has paid estates and members over the age of 85 in full. The members re-elected Charlene Camblin and Chuck Tweedy to the Board of Directors, and elected Jason Oedekoven to replace Dave Shippy, who did not run for re-election. The officers for the next year are President Charlene Camblin, Vice President Philip Habeck, and Secretary Annie Brimmer.

FCA assets that were improved in the last year include a new warehouse over the old mill site and the residing of the office and main feed warehouse on First Street. The parking lot and driveway at the store and station were improved with the main areas concreted. Some improvements were made to the equipment but there were no major trucks replaced this year. All in all, your cooperative is financially strong, and working

hard to keep abreast of market changes to maintain quality service to our customers. All facilities and equipment is maintained in good repair and well able to give good service.

We have finished the first 6 months of the new fiscal year. Sales volume has been good in some areas but the warm fall has kept sales down on propane, #1 diesel, feed, and most other winter items. The value of the US dollar has dropped and caused crude prices to hit high levels not seen in years. These high prices of crude have driven up energy related products and raised questions about prices. FCA maintains the high quality of the fuel and propane we provide to our customers and that does not allow us to discount. Feed sales this fall have been a little slower, but bookings for the winter are up significantly. We have cut expenses where we can to maintain the efficiency and profitability of your company.

As a whole, your cooperative is financially very strong and ready to serve all of our members and customers. Your suggestions on how we can serve you better are always welcomed. In the New Year, the FCA employees and directors wish each of you and your families a full measure of health, prosperity and good will.

## Petroleum Department- Paul Dudley

The Farmers Cooperative Association Petroleum Department would like to wish everyone a very joyous holiday season.

Many of you know the information below, but there might be some that might find the information interesting and help them understand crude oil and energy product pricing.

### Facts and Figures

A 42 gallon barrel of crude oil provides slightly more than 44 gallons of petroleum products.

One barrel of crude, when refined, produces about 19 gallons of finished motor gasoline, and 10 gallons of diesel, as well as other petroleum products.

Products made from a barrel of crude oil in gallons.

Diesel.....	10.04 gallons
#1 diesel fuel, #2 diesel fuel	
Heating oil.....	1.24 gallons
closest to #2 diesel fuel	
Jet Fuel.....	3.91 gallons
Heavy Fuel Oil.....	1.68 gallons
(residual)	
Oil & Other products...	6.80 gallons
LPG (propane).....	1.72 gallons

Gasoline..... 19.36 gallons

**Total Products.....44.75 gallons**

Today, some refineries turn more than half of every barrel (42 gallons) of crude into gasoline.

So as you can see, when you start with a barrel of crude, the refinery process breaks down that barrel into many different products, each having their own supply and demand pricing. Supplies can range from shortages to over supply. Individual refinery utilization varies from week to week, going from the upper 80%'s to the middle 90%'s at times, and this influences the supply and demand of refined products as well.

This information is based on data from the U.S. Energy Information Administration (EIA)

In last December's newsletter, I asked the Farmers Cooperative Association customers to guess where crude oil would close on 12/11/10 and customers called into the FCA office to guess where the close would be.

Bob Vergnani won with a guess of \$80.53. Congratulations to Bob! He won a \$25.00 gift card from FCA. The price of crude oil for that day was \$87.79. (This was Friday's close 12/10/10).



Energy Products  
Gasoline Diesel and Lube Oils

**ROADMASTER XL**  
PREMIUM HIGHWAY DIESEL FUEL

**RUBYFIELDMASTER**  
SOY-ENHANCED PREMIUM DIESEL

**FARMERS  
FCA COOPERATIVE  
ASSOCIATION**

*Everyone at the Farmer's Cooperative Association would like to wish you and your family a very joyous Holiday Season and Thank You for your continued support.*

## NEW AND EXCITING SERVICE FOR FCA CUSTOMERS!!

FCA HAS THE ABILITY TO EMAIL BOTH INDIVIDUAL TICKETS AND MONTHLY STATEMENTS TO CUSTOMERS WHO PREFER TO GO ELECTRONIC.

JUST CONTACT THE FCA GENERAL OFFICE AT 682-4468.

### FCA Country Store—Jim Oswalt

The recent cold snap has brought in a busy December for us here at the FCA Country Store. We are prepared for the rush and have a great supply of cold weather supplies on hand. Several of these items have been featured in our monthly specials that can be viewed on our website. We attempt to feature items each month that are of value to our membership.

While shopping for your family, you might also consider some items for your pet. We carry kennels, dogloo's, insulated dog houses, carriers, heaters, beds, treats, chews, training aids, supplements, toys and so much more.

The FCA Country Store carries a variety of pet foods and welcome you to come in and talk to our staff about the virtues of each brand for your specific pet.

December is also a great month to check the tread on your tires. If you have any questions concerning your tires or need a quote on a new set, please stop by and talk with one of our tire hands. Lee Boyd is our Tire Sales man and he would be happy to look at your current set of tires or talk to you about options for your car or truck. If you have special needs, or just a flat, give Lee a call and he can assist you.

We appreciate your patronage here at the FCA Country Store and work diligently to bring our member/customers a great value and variety in the items that we stock. We hope that the Holidays are special for each and every one of you. Thank you for your support and patronage. We hope you will continue to choose the FCA Country Store for all your farm, ranch and work needs.



**The store you own, control,  
and share the profits from!**

## YOUR COLD WEATHER HEADQUARTERS!

**COME IN AND CHECK OUT OUR  
LINE OF INFRARED HEATERS!**

They'll help you stay warm and save money on your heating costs this Winter.



# BOGS<sup>o</sup>

## MINNETONKA MOCCASIN



## POWER SERVICE<sup>PS</sup> Diesel Additives



## Feed and Grain Elevator- Vic Richards

Hi, Merry Christmas and Happy New Year from the FCA Elevator staff!

It has been a busy time of the year for the elevator with bulk feed deliveries both coming in and going out. The new Muggli feed out of Miles City, MT. is doing quite well, we have the 3/8" in stock and the bin for the 3/4" will be in by the 10<sup>th</sup> of December with the 3/4" cake coming soon afterwards. We are selling truck loads directly from Miles City or deliver smaller amounts from our 1<sup>st</sup> St. location. As in the past, the elevator is selling the CHS Payback feeds. We can order a variety of livestock cake from 14%-38%. We also have calf creep, both medicated and non-medicated, whole corn, cracked

corn, oats, and wheat midds. Most of these feeds come in both bulk and sacked for your convenience. The elevator has a variety of supplements for most all of your livestock needs including Smartlic Tubs, QLF liquid feed, Payback minerals, and protein blocks.

We have a great selection of stock tanks and corral panels and gates. Also, we are now handling Linn Pipe Supply continuous fence, gates, and round bale feeders. As in the past, we handle animal health care products for both cattle and horses.

Thanks to everyone for their business in 2010 and hoping 2011 is a great year!



### Continuous Fencing

In addition to the wide selection of gates, posts, wire, and other fencing products, FCA has added a line of continuous fencing. The new product is the Linn Post and Pipe's continuous fencing. They are offered in 20 ft sections and in various heights ranging from 4-7 horizontal bars. All are at competitive pricing. You can call the FCA elevator today to get pricing for your new fencing needs



We now carry Muggli Alfalfa Cake in bulk. Call and ask about our special winter prices at the elevator. 307-682-4772

**3/4" Range Cake (Estimated at 20% protein) - 40% Alfalfa, 20% Barley, 15% Canola, 10% Peas, 15% Wheat**

**3/8" Calf, Sheep, Horse Pellets (Estimated at 15% protein) - 50% Alfalfa, 30% Barley, 20% Corn**



**A Partner in your Rural and Urban Ranch Family**

1206 S Douglas Highway  
Gillette, Wyoming 82716

Phone: 307-682-4468  
Fax: 307-682-4846  
[www.fcagillette.com](http://www.fcagillette.com)

**The Business Partner You Own**