

Shelby County Co-op Chat



Special points of interest:

- Meet the new Shelby County Co-op CEO, Denny Frey
- Petroleum OIL pre-pay offer
- New Building for the Crops West Branch
- New customer gas/diesel location at SR 9 and US 52 ~ United Energy

Dates To Remember...

November 2 ~ Election Day

November 11 ~ Veteran's Day

November 25 ~ Thanksgiving Day
(offices closed)

December 11 ~ Employee Christmas Party in Shelbyville

December 18 ~ Annual Stockholder meeting: 7:00 am at Occasions

December 24 ~ Christmas Holiday observed
(offices closed)

December 31 ~ New Year's Holiday observed
(offices closed)

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Proudly Serving Shelby County and the Surrounding Counties since 1928

In With The New

After 14 years of solid guidance and successful leadership, General Manager, Louis McIntire departed for a new adventure with Mercer Landmark, an Ohio based cooperative.

Denny Frey of Seymour, Indiana is the new General Manager/CEO of Shelby County Co-op as of September 2010. Prior to Shelby County, Denny was a sales representative for Texas Liquids, a liquid propane supplier.

Denny brings to Shelby County 10-years experience in the wholesale propane industry in addition to 8-years as assistant general manager at Jackson Jennings Co-op, a southern Indiana Cooperative.

Denny is excited about the new opportunities awaiting him at Shelby County Co-op and feels his

experiences and expertise will add to the strong financials and assets Shelby County Co-op has developed over the past several years.

Denny and his wife, Debbie, will continue to live in Seymour while he adjusts to his new position and surroundings at the Shelby County Co-op.

Denny and Debbie have 4 grown boys, 3 grandsons and 2 granddaughters. When he gets time, Denny enjoys sports, golf, carpentry, water skiing and family time.

When asked about his goals for the future of the Co-op, Denny says, "I would like to leave a legacy with Shelby County Co-op equal to Louis McIntire. I would like to take our Co-op to new levels of services and patronage refunds, mentor leadership with our employ-

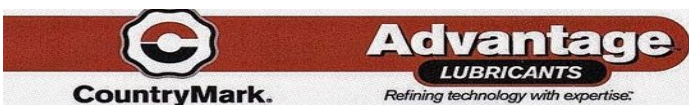
ees, create a family environment in our workplace, while becoming involved in the Shelby County community. I strive to balance my family and career and to be fair and successful."

The Board Members and employees at Shelby County Co-op are excited to have Denny on board and look forward to his new perspective for the future growth of our company.

Stop in and say HI to Denny next time you are in Shelbyville!



Petroleum Department and CountryMark Partner to Offer Savings



Shelby County Co-op is proud to announce our first ever pre-order CountryMark Advantage Lubricants sale. Any Advantage Lubricant ordered before January 16, 2011 will be discounted by 10%. Deliveries will be made by March 15, 2011. Pre-pay is also an available option if or-

dered and paid on or before December 31, 2010. The fine line of CountryMark Advantage Lubricants are available in bulk, totes, 55-gallon drums, 5-gallon pails, cases of 2.5-gallon jugs and cases of quarts.

Whether your equipment is down on the farm all day or

logging long highway and country miles, CountryMark's proprietary line of lubricants help you to extend drain intervals, maximize economy, reduce wear, lower downtime risk, while running stronger and longer.

Pre-order forms are available from your Shelby County Co-op and Fairland Oil Petroleum Sales Representative or at the

Shelby County Co-op Petroleum Office.

As always, 100% American-made CountryMark fuels and lubricants are available through your member-owned Shelby County Co-op. We continue to thank you for your patronage and business.

Harvey Favors
Petroleum Manager



Original building with wood-braced walls to separate the bays



3' x 4' windows on the back side for each bay



New concrete reinforced walls and metal entrance wall guards

New Addition to Old Building for the West Branch

If you have been out to the Co-op Crops west branch recently, you may have noticed a shiny, new addition to the property.

After putting on a 30 x 61 addition to the west side of the dry chemical storage building in 2008, the renovation of the remaining space was long overdue says Carl Clapp, crops manager for the West and Main branches.

The original 60 x 80 section of the building was built in the 1960's. In the 1970's, a front section with wood wall separators was built adding additional storage capacity.

With the new construction this August 2010, the original 60 x 80 storage was reinforced to

include 12-foot high concrete walls. Each wall has a 16-inch footer and additional rebar in the concrete to assure no cross contamination when the bay is filled to the rafters with dry chemicals such as potash, ammonia sulfate, DAP, MAP, Triple and Urea. Each bay opening has pole guards at the entrance and will include stainless steel mechanisms on the new garage doors.

New concrete floor was poured increasing the new construction to 5,490 square feet.

The bay on the east end of the building is 10-feet larger than the bays in the middle section. The new bay to the west (the potash bay) is the largest as well as having an automatic

garage door opener.

The openings on the back wall of the building are 3-foot by 4-foot so an auger will fit in each of the 6 bays allowing for a complete fill of the bay without any contamination

The potash bay is capable of holding 1000 ton of dry product while the other bays 4 bays hold 200 ton. The far east bay holds 300 ton.

The cost of the project including new electrical throughout was approximately \$236,500.

This is the 3rd building project for Crops Manager, Carl Clapp, since becoming manager of the crops west branch in 2001 and crops west/main branch in 2008.

NEW DIESEL & GAS SITE TO OPEN SOON!



Scheduled to open November 2010 is a new joint-venture between Shelby County Co-op and Harvestland Co-op!

Located on the northwest corner of State Road 9 and US 52 on approximately 3-acres of the 10-acres owned is a new unattended 24-hour access gas station.

The site will offer CountryMark Premium on and off road Diesel fuel, E-10 Gasoline, E-85 Gasoline and Diesel Exhaust Fluid (DEF). In addition, the site will have a loading facility for the Co-op Petroleum department bulk trucks.

The joint venture is a 50-50 ownership split between the Shelby County Co-op and Harvestland Co-op.

A Grand Opening is being scheduled for November ??, 2010, to include Co-op personnel and Government officials.

U.E. FUEL CARD AVAILABLE

For the new SR 9 and US 52 United Energy site, most major credit/debit cards will be accepted.

In addition, a "United Energy Fuel Card" will be available through the Commercial Fueling Network (CFN).

Benefits of the Fueling Card include:

- * As a member of Shelby County Co-op, all fuel purchases made with the card will qualify for patronage benefits
- * Your account will be issued

and carried locally by the United Energy group.

* The card is accessible to other CountryMark stations as well as the other 40,000 national locations that accept CFN Fueling Cards.

* Card purchases will be billed with a monthly statement.

* CFN network has many fleet management tools available such as vehicle maintenance reports, transaction & gallons per transaction limits, immediate lockout of cards, online access to your account 24/7, over 40,000 sites nationwide and much more!

To receive an application or more information regarding the United Energy charge card, contact Shelby County Co-op, Fairland Oil or Harvestland Co-op.

Shelby County Co-op Employees would like to wish LP service tech, Rick Wilkinson, and Crops office manager, Sue Redelman best wishes for a speedy recovery from recent surgery



DID YOU KNOW...

The Indiana Motto "The Crossroads of America" was adopted in 1937 by the Indiana General Assembly

