

weather report

20°

noon
Thursday
Today

- Sunset, 5:07 p.m.
- Saturday**
- Sunrise, 6:52 a.m.
- Sunset, 5:08 p.m.

Midday Conditions

- Soil temperature 23 degrees
- Humidity 68 percent
- Sky partly sunny
- Winds northwest at 19 mph
- Barometer 29.74 inches and rising
- Record High today 72° (1934)
- Record Low today -13° (1989)

Last 24 Hours*

- High Wednesday 25°
- Low Thursday 2°
- Precipitation —
- This month —
- Year to date .54
- Above normal .11 of an inch

The Topside Forecast

Today: Partly cloudy and cold, high near 9 with wind chills between -9 and -19. Low around -4 with wind chills between -12 and -21.

Extended Forecast

Saturday: Partly cloudy, high near 12, low around 0. Sunday: Mostly sunny, high near 19, low around 4. Monday: Partly cloudy, high near 21, low around 4. Tuesday: Partly cloudy, high near 23, low around 6.

(National Weather Service)
Get 24-hour weather info. at 162.400 MHz.
* Readings taken at 7 a.m.

local markets

Noon

- Wheat — \$4.29 bushel
- Posted county price — \$4.46
- Loan deficiency pmt. — 0¢
- Corn — \$3.86 bushel
- Posted county price — \$3.64
- Loan deficiency pmt. — 0¢
- Milo — \$3.63 bushel
- Soybeans — \$6.28 bushel
- Posted county price — \$6.29
- Loan deficiency pmt. — 0¢
- Millet — \$7 hundredweight
- Sunflowers
- NuSun crop — \$14.25
- Pinto beans — \$19 (new crop)
- (Markets by Mueller Grain, Sigco Sun, Frontier Equity Co-op and 21st Century Bean. These may not be closing figures.)

inside today

More local news and views from your Goodland Star-News



Cowboys beat Oberlin

Junior Aaron Deeds wrestled an opponent at the league tournament in Hoxie on Saturday. The Cowboys won a dual last Friday with the Oberlin Red Devils, 37-27. See photo, story on Page 9a.

Company opens in Edson gym

By Pat Schiefen

The Goodland Star-News

Two men recently moved their toner cartridge remanufacturing business, Siram, from Denver to the Edson School Gym.

The reason for the move was a cost reduction so the company could remain competitive with China, said Ben Bohannon. The overhead in the industrial park where they were in Denver was terribly expensive so they decided to look for a different location.

Bohannon, president and Jeff Rey, vice president, run the company.

Rey has moved from Denver and lives in Goodland. Bohannon still lives in Denver but spends Monday to Thursday in Edson.

They started the company in April, 2006, and used the time in Denver to work the bugs out of their product.

Bohannon said he came to Colby with his grandfather to go to a funeral and his grandfather suggested he start a business in western Kansas.

The men brought the gym from Jeff Soper on Monday, January 1. Soper purchased the gym for \$50,000 in January 2005 from the Goodland School District. Soper was going to run a flea market and do Internet sales of storage items.

The two said they had three 30-foot trucks and made nine trips in a week to get things moved from Denver.

Bohannon said they did not want to be unable to produce a product for any longer than absolutely necessary.

Rey explained that Siram remanufactures laser and ink jet printer cartridges for computers. They take a used cartridge, clean and repair it and refill it with toner. The company does not split the cartridges so the cartridges are as close to original equipment manufactured as one can find.

Businesses generally use laser printers while homes use ink jet printers, he said. Rey said they do cartridges for most brands of computers including Dell, Hewlett Packard, Cannon and Lexmark.

The two men are no strangers to the toner cartridge industry.



Rey



Bohannon



An employee for Siram worked at his station on printer cartridges that the company remanufactures in their facility at the old Edson School gym. The company refills, cleans and repairs cartridges. The company does wholesale and retail sales.

Photo by Pat Schiefen/The Goodland Star-News

Bohannon and Rey have been in the business for 14 to 15 years.

Bohannon is in charge of sales and manufacturing and Rey is an electronic engineer. Bohannon has more experience in laser printers and Rey in ink jet printers.

Bohannon grew up in San Diego, Calif., and went to college at San Diego State. He moved to Denver in 1995, starting a business and selling it before starting Siram.

Rey grew up in Chicago and went to ITT Technical Institute. He went to work for Bohannon eight months before he sold his first business and started Siram.

Siram does wholesale work for companies in the U.S., Europe, Japan and Dubai, said Bohannon. Click2ink.com is the retail end of the business on the Internet. The company also buys empty cartridges.

"We want to make our company

as efficient as possible so money can be put into building the company and research and development," said Bohannon. "We are very pleased with the quality of people who are applying for jobs."

Bohannon said in Denver applicants for production workers could not read and write well enough to fill out an application. Almost everyone — between 80 and 90 percent — he has interviewed here has at least a high

school diploma or the equivalent.

He said, "We are going to pay super competitive wages. At the present time we have 10 employees and are looking to add more. We will need people in sales, engineering, machinists, shipping and warehouse."

Bohannon said he plans to look at everyone who applies.

"We plan to fill our positions from people in the area," Bohannon said.

Co-op merger plans, finances explained

By Pat Schiefen

The Goodland Star-News

Around 100 people attended the informational meeting about the merger between Frontier Equity and Co-Ag Wednesday night at the Goodland Elks Lodge.

Voting will take place from 6 to 8 p.m. on Wednesday, Feb. 7, at the Goodland Elks and 3 to 5 p.m. (Mountain Time) at the educational service center in Oakley. It will take a two-thirds majority of the members voting from each cooperative for the merger to pass. If approved, the merger would take place on Thursday, March 1.



Cowan

General Manager Brad Cowan of Frontier started the meeting and then turned it over to Greg Daughhettee of Lindberg and Vogel, an accounting firm from Hutchinson.

The boards of directors and employees from both companies attended the meeting.

Lindberg and Vogel did a Pro Forma Financial comparing the average performance of both companies for the last two years. Daughhettee said the last year was good but the one before was not so good.

He said his firm compared the two companies with a conservative approach using expenses rather than

revenue. Doing the comparison he said there was a lot of similarities between the two.

Frontier's trade area and Co-Ag's did not overlap but butted up against each other. So the two were not direct competitors, Daughhettee said.

Frontier had \$49 million in sales and Co-Ag \$47 million. The revenues for storage and drying and application were similar as well as personnel, fixed and operating expenses.

The crops for Frontier were more stable in bad years because of the amount of irrigation. Co-Ag performs better in good years because of better facilities. Frontier handles more fall crops but Co-Ag handles more wheat.

There are 150 employees be-

tween the two companies with one general manager and would use an income statement approach.

A man asked what the difference was in long-term debt between the two companies.

Frontier has \$4.2 million and Co-Ag \$2.7 million. Daughhettee said Frontier's debt was around \$2 million before its last acquisitions of facilities and investment in the Goodland Energy Center.

Terry Berthoff, general council for Kansas Farmers Services Association, explained why the two companies were merging.

"You have a unique opportunity to form a cooperative that can play a significant role in northwest Kansas," Berthoff said.

Someone asked where the annual meeting would be held. Cowan said "We haven't really thought about it but Colby is probably the most central."

All of the board of directors from Frontier that were present stood and said why they favored the merger.

"The merger would be a good thing," said Brent Linin, president of the Frontier board. "It would spread out risk from crop failure over a larger area."

"The business would be able to buy fertilizer, chemicals and tires in a larger quantity, getting a better price, and help create marketing opportunities for farm products."

"Please come and vote," Cowan said.

Low bidder awarded old U.S. 24 paving contract

By Tom Betz

The Goodland Star-News

Resurfacing of old U.S. 24 across Sherman County should begin in mid May the commissioners were told Wednesday after awarding the contract to APAC Paving of Hays.

APAC was the low bidder on the project at \$4,174,965 for option 2. Jerol DeBoer, engineer from Penco Engineering of Plainville, who is handling the county asphalt road projects said all the bid papers and

figures were in order after the bid opening last Wednesday.

APAC's option 1 bid at \$3,994,383 was for a mill and asphalt overlay of all of old U. S. 24, and Option 2 is for the same mill and asphalt overlay, but includes some subgrade work on a stretch west of Edson.

There were three bids Western Engineering \$4,362,645, Venture of Great Bend, \$4,185,150 and APAC, \$4,174,965. There was a difference

of \$10,185 between the APAC and Venture bids.

DeBoer said he had talked to a representative from APAC on Tuesday who said they expect to begin work on the county road by mid May. DeBoer said the latest they can start is July 30. He said the contract gives the winning bidder 70 work-days to complete the job.

Curt Way, public works manager, said APAC has a contract to do paving in Thomas County, and it will

depend on when that is completed before they can move over to do the Sherman County work.

Way said there may be some more alternatives that might go beyond the present options on old U.S. 24. He said there might be some additional subgrade work that could be done because the projects have come in under budget so far.

DeBoer said the city projects appear to have come in about \$130,000 under budget, and the contract for

old U.S. 24 is about \$800,000 under budget. He said the estimate for Eight Street is the question. He said the County Road 14 project is estimated about \$2 million and he is estimating \$500,000 for the one mile on Road 16. He said these add up to \$12.8 million, and the total would be over budget unless the county cuts back on Eighth Street.

Way said with the traffic expected