



## *When Tomorrow Is Too Late*

BY MILT HANDCOCK, GENERAL MANAGER • 605-224-5935 OR CELL: 605-295-1023



Whether we like it or not, the scope and pace of the business of agriculture continues to increase. Technology connects us to a world market and enables us—and those competing with us for resources—to make decisions and transactions at a speed

and volume we couldn't have imagined even a decade ago.

We understand that the markets aren't local anymore. For example, the tsunami in Japan can raise fertilizer prices \$50-\$100 per ton. The drought in Russia can spike wheat prices by \$3-\$4 and affect the fuel market. In this volatile environment, you can't afford to wait until tomorrow for the information you need to make vital decisions.

That's the reality behind the tagline you've seen on this newsletter and will be seeing throughout your cooperative—Tomorrow's Answers Today. Our staff is committed to the goal of answering your questions before you even ask them. We want to anticipate what's ahead and help you take advantage of the opportunities change offers.

Thanks to our connection to CHS, we can do just that. As a world leader in the agricultural industry, CHS is a tremendous source of business intelligence. Because CHS is on top of market trends, we are too, and can help you know what's coming and remain ahead of the curve.

### *Working with you, for you*

The agriculture industry is evolving rapidly, and by industry I mean everything from your field to the exporter who sends your crops to China. We're committed to working beside our farmers and ranchers to help you use our resources to make your operations even stronger.

In order for us to do that, we need to become your strategic partner. We have to understand your operation and your unique goals, and be involved in your planning process at every level. I believe we have the people in place today who are willing and able to help you increase your profitability, and who can—with confidence—answer questions you may not have even considered yet.

We look forward to the challenge and the privilege of providing you with Tomorrow's Answers Today. ▶

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*[www.midwestcooperatives.com](http://www.midwestcooperatives.com)*

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# Get the Most From Every Acre

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You battled Mother Nature to get your crop in the ground this spring. Soon, it will be time to take the next step in the fight to produce your best possible crop. That's where our NutriSolutions® tool and MAX-IN® products come in.

You've done everything right on the front end, providing the fertilizer according to the soil test to enable your crop to perform. But, the cool temperatures and high moisture conditions we've seen this spring can inhibit plant uptake of essential nutrients or, in some cases, remove those nutrients completely from the root zone.

NutriSolutions uses plant tissue sampling to determine what your growing crop needs are early in the season while there's time to address any deficiencies. We'll take the sample for you, send them to a lab for testing, and interpret the results. We can then address any deficiencies and enhance yields using foliar-applied MAX-IN nutrients.

Not only can we put your fertility back in balance, but NutriSolutions also gives us an opportunity to evaluate your total fertility program. We can determine if you're getting good nutrient uptake and whether you need to be applying more nitrogen or phosphorous in order to reach your yield goals. With

these commodity prices and the good moisture we've received, this isn't the time to take your foot off the gas. Let us help you get every bushel you can from every acre.

## *Extra eyes on your fields*

Tissue testing can pick up on problems the eye can't always see. But keeping a close eye on your fields is pretty important, too. Make sure you're scouting for disease and insects not only in your sunflowers, but in your corn and wheat, as well.

If you need some extra eyes, we have an agronomy team who can scout your fields. If you're a Midwest Cooperatives customer, we offer basic pre- and post-application scouting services at no charge. That's hard to beat.

## *Thinking ahead*

Even though it seems early, this is the time to be thinking about the fertilizer needs of your winter wheat crop. We already experienced some issues with product availability and the logistics of getting fertilizer here this spring season. Knowing what your needs are as far ahead of time as possible will help us serve you better going into this winter and spring of 2012. Take a minute on the next rainy day to put a pencil to paper and determine your fall needs. Contract now to make sure we've got your inputs when you need them. ▶





## *It's Hard to Beat Free*

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There's just something attractive about the word "free." Midwest Cooperatives is offering free storage programs for corn, spring wheat and winter wheat. Call me or your location manager for details on the programs.

Weather will be the big factor providing direction for the markets until the last day of June. That's the release date for the planted acres and quarterly stocks report. Last year, this report marked our market lows, and the previous year our market highs. The report will be a very important direction-setter.

With that in mind, now that your crops are in the ground, this

is a great time to stop in and talk through your marketing plan. A marketing plan is simply a more strategic way to make sales. You want to look at sales that make sense, and whether the market is bullish or bearish, there is never anything wrong with making profitable sales. You don't have that option in a lot of industries these days, and agriculture is one great exception.

Remember, we are a Country Hedging branch, so we offer a full range of marketing programs and contract options. Give us a try.

### *Carrier change?*

Don't forget that you can receive grain bids from us via text message or email. Let us know if you would like to sign up. If you've been receiving messages from us and your contact information has changed due to the switch of Alltel and AT&T, please let us know your new information. ▀

## *See Us for Financing*

BY RICH HENDERSON, FINANCE MANAGER • 605-224-5935 OR CELL: 605-295-3503 • [RICH.HENDERSON@CHSINC.COM](mailto:RICH.HENDERSON@CHSINC.COM)



I'm a relative newcomer to Midwest Cooperatives, so I wanted to begin this article with a short introduction. I grew up in Lincoln, Neb. and worked as a commodity trader before spending the past 11 years in the banking industry. I worked on the East Coast for a number of years, so it feels good to get back to the Midwest.

I started here in October, and if I haven't met you, I'm looking forward to doing so. I've really enjoyed getting out with the agronomists as they visit their customers.

### *You've got options*

Inputs are always a significant seasonal expense, and we're able to offer several in-house input financing options for

Midwest Cooperatives customers.

This year, we have new financing programs available for our feed customers. Our focus on the feed side is on those of you marketing pairs and backgrounders. Our objective is to help you bridge the gap between bank financing and the actual cost of getting animals in and out.

It's a simple application process, and we usually have an answer for you within five to eight business days. I'll meet with you on your turf to discuss your options and handle the application process.

As a final reminder, we can also put together a monthly budget billing program for home heating. Now is the time to sign up. ▀

*www.midwestcooperatives.com*

## *Bring It In, Move It Out*

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It has taken awhile to get the growing season cranked up this year, but with temperatures beginning to edge closer to normal and spring planting nearing an end, we can start focusing on the wheat harvest, now only a few weeks away.

Construction at our Onida location was completed at the end of May, making our third dump pit operational. Harvest traffic patterns won't change significantly. There will now be a second line by the elevator. Though we hope we don't have to use it a lot, our new 5,000-bushel-per-hour dryer is in place and ready to go.

We've been moving a lot of grain and we have plenty of rail lined up, so we're ready for your incoming wheat. As always, as harvest gets underway, stay in contact with us for the latest on storage space.

We've recently upgraded our locomotive in order to handle unit trains more efficiently. Our old engine has been moved to Pierre, and we've received a significantly more powerful unit that will be able to handle more rail cars on the hill outside of town.

On the agronomy side, we're happy to welcome back Jesse Frost, who has returned to us as agronomy operations manager. Right now, we're seeding sunflowers hot and heavy and handling post-emerge spraying on corn.

Whatever your need—whether grain, agronomy or energy—we're here to help. Call on us this production season. ▀

*Our new 5,000 bushel dryer in Onida is ready should we need it this fall.*

