ATTENTION

SOUTHWEST GRAIN PATRONS

NOTICE

SOUTHWEST GRAIN

ANNUAL MEETING

WEDNESDAY, NOVEMBER 11, 2015

ASTORIA HOTEL – 363 15TH ST. W.
DICKINSON, NORTH DAKOTA

REGISTRATION: 3:30 -- 4:30

GRAIN & TRANSPORTATION UPDATES:
Presented by Jim Bobb, Marketing Manager 4:30 -- 5:00

ANNUAL MEETING 5:00 -- 6:00

MEAL TO FOLLOW
We are in the month of October 2015 with this newsletter and we have completed yet another fiscal year and the results are right on budget. Typically in a crop year that look good overall. Winter Wheat supplies in 2015 is in the bins or bags or pole barns or wherever it would fit and it sounds like it was a good harvest in terms of yields in spite of the commodity values being in the tank. The wheat harvest was more normal this year and certainly went better than last year. The crop quality was very good as compared to last year’s harvest. It is probably a little lower protein level on average, but the range of protein was quite wide this year due to early rains, good yields and maybe a little less fertilizer applied due to close to target as of generating the best test of yield and this year was good overall. As expected, grain movement has been slow since harvest as producers wait for any kind of price rally to flow as stated the outlook for this year is not great in the foreseeable future due to adequate to surplus supplies globally. This may be the year to sell any rally and sell what you can get delivered. The wheat that is held in the country is at a high volume for this time of year and delaying movement will cause the pipe to plug as we go into crop year 2016. During spring wheat harvest, which happened in August of this year, we had a record movement over of 8 million bushels, but since then it has been steady but slow in volume. Rail freight on the BNSF has also seen quite a slowdown with the slowdown of oil shipments and has been good for Ag movements so far. It has been several weeks since we were full and could not dump grain on a daily basis, so rail volume is adequate at this point in time. With big carry over bushels in all major commodities, it is possible that rail logistics will slow down if and when the grain wants to move. The overall demand for grain has been tempered by lack of export demand and ongoing quality issues from last year’s crop, as it relates specifically to wheat.

The overall commodity prices are another factor that will limit movement of grain as the values drop in relation to lack of demand and a continuing strong US dollar. Our grain handling fees on the BNSF has also seen quite a slowdown with the oil shipments and has been good for Ag movements so far. It has been several weeks since we were full and could not dump grain on a daily basis, so rail volume is adequate at this point in time. With big carry over bushels in all major commodities, it is possible that rail logistics will slow down if and when the grain wants to move. The overall demand for grain has been tempered by lack of export demand and ongoing quality issues from last year’s crop, as it relates specifically to wheat.

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In general, the market is in the process of showing signs that the market is ready to stabilize and, in general, the commodity prices are expected to remain steady for the near term. However, it is important to note that the market is highly volatile and can change significantly from day to day. Therefore, it is crucial to have a good understanding of the market conditions and the factors that are driving the commodity prices.

The regional manager’s report provides a comprehensive overview of the current market conditions and the factors that are driving the commodity prices. The report highlights the key trends and developments in the market and provides insights into the future outlook for commodity prices. It also includes key statistics and data that can help traders and investors make informed decisions. Overall, the report is an essential resource for anyone interested in the commodity markets.
Mineral Promotion Ends October 31St

As the season changes and autumn begins, farmers are thinking about fall work, selling calves and keeping back feeders. We have creep feed, Hi-EN 14 and Head Start to help put weight on your calves. We also can set you up with our feed consultant, Heather Brown, to balance a ration that works best for the needs of your calves and cows. As the grass gets more mature, we have Forage Pro 40 liquid feed for extra protein along with SmartLic tubs that have the protein in them that you could be looking for.

Our mineral promotion will go on through the end of October. We are planning on having a producer meeting on January 21st. We will have a few speakers and we will be serving a meal that evening as well.

Our agronomists, James and Brooke, are gearing up for next year’s sales, doing some soil testing and are available for all your crop input needs. Stop and see them or call with any questions. They will be happy to help.

Lyle Hochhalter, Manager
New England Elevator

Get On The List

Greetings!

Well, other than a few windy days, Mother Nature has been pretty nice this fall. I’m sure we will pay for it later, but hopefully it holds for fall harvest.

We did manage to get a few acres of winter wheat in the ground with a nice rain to get it going. With that rain, the weeds are continuing to grow, and looks like a fall burn down will pay big for spring planted crops, especially for cheat grass control.

We are also experiencing a lot of interest with our Yieldpoint precision ag options. We now have computers for zone sampling in two soil testing pick-ups, one in Lemmon and one in Dickinson. We can use yield data, satellite imagery, Veris maps, or a combination, to build zones maps. These in turn can be used to soil sample and to build prescriptions for variable rate planting and/or fertilizer applications. Please call with questions and to get on the list for soil testing and Veris mapping before freeze-up.

Thanks for your business and stay safe.

Rick Poehls, Manager
Lemmon Agronomy

Seed Plant News

Jim Hauck

Hello from all of us at the Dickinson Seed Plant. Well, it’s hard to believe that 2015 is almost over and it won’t be much longer and we will be singing “Jingle Bells”. But before we do that, there are a few things that need to be done! The first thing in line is weaning calves. We currently have a good supply of weaning tubs. We have StressLic 22% w/ Bio Mos, StressLic and FlexLic. For bulk feed, we do have Head Start OTC 200 pellets, which will help not only for weight gain, but will help with any respiratory issues as well.

Cattle markets have softened, but if you are wanting to background, we also will be getting Hi-En 14 pellets in bulk. Along with Ranger 20 cake for your cows, we do have supplements to compliment the feeds you already have on your farm. Please stop in or call to see what makes the most sense for your needs.

In the seed world, we are starting to procure spring wheat seed for 2016. As of now, we have certified Barlow, certified Sy Lingman, certified Jenna and certified Soren. We are also looking to get certified Glenn and certified Elgin. We will have common Hytest oats seed as well.

We recently finished cleaning winter wheat and are currently cleaning spring wheat. We will clean durum when and if there is a demand. If you are going to want durum cleaned, please call and we will get a list going. We will then set up a time frame on when to clean, most likely in February.

Please welcome our newest employee, Lori Plucker. She will be working in the driveway, loading feed and seed and will be helping out in the office. Lori is from Worth- ing, South Dakota, graduated from Lennox High School and loves barrel racing and team roping. She has one fur kid, Gunner, 3 1/2 years old and two wonderful nephews, Dalton and Kylah. Our plan is 14. Lori is a former 4-H horse leader and enjoys helping children with their horses.

Above all, thank you for your business and be sure to attend the annual meeting in November.

Lori Plucker

From The Board Room

It is time again for the annual meeting for your cooperative. This is your time, as patrons, to determine the direction of your cooperative by the selection of your board of directors and advisory board members. It is important that you participate in this process. The official notice will be in this newsletter with location and agenda.

Construction projects are continuing on schedule with the fertilizer plants in Lemmon and Killdeer. Our plan is to have these plants ready for spring planting.

This has been a very good year for SWG financially. The bushel handle was excellent and the bottom line was very good for the year. This should equate to good patronage returns to you, the patrons. As a reminder to patrons that have turned age 70, apply for the full patronage that you have earned with SWG-CSH. If you need assistance, contact the administrative office for help.

Harlan Klein
The row crop harvest is about to begin and looks to be a very good one. Always put SAFETY first and have a successful and safe harvest.

Harlan Klein, President
SWG Producer Board

Vomitoxin Testing

Grain movement has slowed down in October because row crop harvest has started. We are still randomly checking failing numbers on loads. We also have been checking some loads for vomitoxin, which is done by NDGI. So the trucks being tested at Boyle might have to wait for the results before dumping. The Dickinson Terminal has a vomitoxin tester so they can check the loads before dumping.

The maintenance crew has been doing the outside repairs while the weather is good because we know it will be getting cold soon!

I do have a fishing report: it has been slow in September but should start picking up as the weather cools. Have a great fall season and “happy hunting”.

Kevin Lien, Manager
Boyle and Dickinson Terminals

Find Your Name and Win a $40.00 Credit to Your SWG Account!

We have randomly selected a name from our patron list and it is a name that no one has won before in this newsletter.

By the time you read this, we will have a winner and an additional $40.00 credit will be added to the account. Each time winning ($20.00 credit to account) is not claimed, credit will increase by another $20.00 in the next issue of the Grain Reader. You could be the next winner. It could be YOU!

Call Vi at 701-483-2971 between 7:00 a.m. and 2:00 p.m. and give her your name and tell her where you found your name.

Winner must respond within three weeks of date of this newsletter.

Lori Plucker, Manager
Dickinson Seed Plant
Beef Cows: The Cheapest Mineral Isn’t

Caitlin Pearson

about the cattle prices and the ques

even BIGGER issue that we need to

and getting them the essential nutrients.

moving 40,000 times a day?? HA!

think about? Can you imagine your jaw

Fun Fact: Did you know that the av

erage cow has more than 40,000 jaw

Consider the fact that weather can be a

Consider the fact that weather can be a

that working cattle at breeding, vaccination

that working cattle at breeding, vaccination

water, energy, protein, minerals and vitamins. In

ways of cattle that don’t provide the best

In many cases, cattle producers buy ‘cheap’

ignoring the fact that the availability

in fresh forages. Rumen microflora synthesize

as the trace minerals include cobalt, copper,

importance to remember, however, that the most

intake, 1992; NRC, 1996). Macro minerals include

calcium, phosphorus, potassium, magnesium,

by cattle exposed to sunlight or fed sun-cured

proteins, minerals and vitamins. In cattle, the

also have a hay sampler we loan out if

20,000 pounds rather than days, and a ton of

are all co-factors in the cow’s energy producing

are 10 to 20% as absorbable as the

because the weather will be under a load, or

for the cow with the weakest transmis

Thursday, we will be 21 days before she can

Supplementation costs, reduce the average

Producers could reduce energy and protein

Call Heather To Help With Your Feed Needs

Heather Brown

years, or do I ride out the market and see if

Let’s help you with that decision and throw some

our Head Start product, calves will be

 podem and are often expressed as a percentage

of the diet. Trace minerals are considered to be those

at concentrations less than 100 ppm (McDow-

macro minerals include calcium, phosphorus,

are described as those required at concentrations

greater than 100 ppm of the diet and are often

expressed as a percentage of the diet. Trace

minerals are considered to be those required at

concentrations less than 100 ppm (McDowell,

1992; NRC, 1996). Macro minerals include calcium,

phosphorus, potassium, magnesium, sulfur, and

calcium and sulfate, chloride, or organic

in more complete rations. Newborn calves

in sulfate form. It is important to remember

and their ability to improve the entire

management of the cow herd, allows the cow to take advantage of improve

ments in body condition throughout the summer

mer, and fall, and improves her ability to

Still, this doesn’t even take into account the

number of calves that are born weak, or the

fact that the quality of colostrum is impacted by

nutrition. Why not feed a mineral mix that

improves the entire management of the cow herd,

and calving ease of the mother, improve her

ability to rear calves, and improve performance

of the calves. In general, trace minerals are

important nutrient is the one that is missing or

deficient, and in the case of nutrient imbalanc

there can be more than one! Magnesium and

the trace minerals copper and manganese

are

Call Heather To Help With Your Feed Needs

Heather Brown

Fun Fact: Did you know that the av

age cow has more than 40,000 jaw

movements a DAY?!

Happy fall to everyone out there! I

hope to bring a fun fact to you in every

newsletter. Isn’t that number crazy to

think about? Can you imagine your jaw

moving 40,000 times a day??? HA!

Satisfying the needs of your cattle

and getting the essential nutrients is

so important. As our temperatures

start dropping, nutrition gets to be an

even BIGGER issue that we need to

deal with. How ‘bout them cattle price

es?!! (Catch my sarcasm??)

Right now, everywhere I go, I hear

about the cattle prices and the question

of every visit is “Do I sell the calves

col the cow at weaning, like I have for

Francis L. Fluharty, Ph.D.,
The Ohio State University
Adapted by: Kim R. Hager, MS, PAS, CHS NUTRITION

The major nutritional requirements are: wa

ter, energy, protein, minerals and vitamins. In

many cases, beef producers do a good job of

providing adequate water, energy and protein.

However, many beef producers buy ‘cheap’

minerals, ignoring the fact that the availability

of the minerals in the oxide form in many of

these mixes are only 10 to 20% as absorbable

by the animal as the sulfate, chloride, or organic

or chelated forms (when minerals are

in organic or chelated forms (when minerals are

in selenomethionine) (Spears,

2000) in more expensive mineral mixes. The

advantage of more available forms of minerals

are seen when stress increases.

Consider the fact that weather can be a

stress, whether it’s extreme heat or cold, and
FROM LEMMON …

As I look out the window at the passing trucks loaded with sunflowers, it is apparent that the fall season has arrived. If you are like me, you probably have a hard time prioritizing all the unfinished things needing to be done before winter.

The small grain harvest went well in our trade area and, in general, the crop was better in terms of yield and quality. Each year, we seem to have a different quality issue to deal with on at least one crop and for wheat, this year, it was vomitoxin that was creating some challenges. Fortunately the sunflower crop quality is far better than last year and should make it easier to market the production. We are very pleased with the benefits the new elevator have brought. Many producers have commented on how nice it is to dump on a larger pit. The picture of the fertilizer project was taken from the roof of the new elevator and gives you a good view of the progress. We are excited to see the value that this project will bring to our patrons and business.

I thought I would include a picture of our hotdog feed that we partnered with Farmers Union Insurance of Lemmon on. We served about 400 hotdogs to the community during the Homecoming Pep Rally on Main Street to celebrate Coop Month and to promote community support.

I would like to close by thanking our patrons and employees on another great year in Lemmon. With all the different products and commodities that we work with, it can be challenging to everyone and takes a tremendous amount of cooperation and communication, so thank you all very much. Whether you are working, hunting or playing, remember to be safe!

Ben Hetzel, Manager
Lemmon Terminal

Meet Meg

Meg Johnston
Happy fall everyone!

After working with Jim & Brian in the Marketing Department for a few months, they decided to let me officially introduce myself to all of you! My name is Meg Johnston. I am the new Grain Merchandiser and Marketing Assistant working in the Taylor (Administrative) office.

I grew up in Bend, Oregon and completed my Bachelor of Science degree at Oregon State University in Agricultural Business Management with Minors in Animal Science and Natural Resource Economics. I took a two year Agricultural Associate position with CHS at their headquarters in Minnesota, where I spent time in crop nutrients, grain merchandising and hedging, and then came out here for my country co-op rotation, and just didn't leave!

As many of you know, I have been working on rolling out some new media and marketing options for Southwest Grain. One of my tasks was to help launch the new CHS Southwest Grain website, which is now off and running. Most of the kinks have been worked out, but if you see any changes that should be made, or concerns, please let me know!

We have started text messaging and e-mail programs that you can sign up for on our website to get cash bids, terminal updates and energy or livestock updates. Those are just a few of the services we have been rolling out. There are many more options available and we are working on putting some more out there.

Along with the website and marketing programs, I have been working on live view cameras for other SWG locations, hedging classes and back office access. If I haven't already had the chance to say hi or meet you in person, I am at the Boyle Terminal and can't wait to get to know everyone!

Meg Johnston
Marketing Assistant
Boyle Terminal
Meg.johnston@chsinc.com
701-483-6212

Check Out MyCHS

Happy end of October everyone! Would you like to be able to view your CHS Southwest Grain account information from your smartphone, tablet or computer? With MyCHS you can! MyCHS is a new program that you can sign up for on our website to get cash bids, terminal updates and energy or livestock updates. Those are just a few of the services we have been rolling out. There are many more options available and we are working on putting some more out there.

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Meg Johnston
Marketing Assistant
Boyle Terminal
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701-483-6212

or computer? With MyCHS you can! MyCHS is a new program that you can sign up for on our website at www.chs-southwestgrain.com. Click on the blue MyCHS icon on the home page to get started. MyCHS gives our Southwest Grain patrons the ability to view specific account information, like contracts, bushels left on DP, individual invoices and account balances. This is a great business management tool and a way to track your transactions with Southwest Grain. If you have any questions about signing up for MyCHS, please contact Meg Johnston at meg.johnston@chsinc.com or call 701-483-6212.
Make Sure Your Nurse Tanks Are In Compliance

As I write this, we are expecting to get our first frost in the next day or so. It looks as if all the corn and flowers are far enough along so the freeze will come at just the right time.

We have been busy this month with maintenance on buildings and equipment, so our spreaders should be ready to go when you are.

Spring will be here soon and I would like to remind you that now is a good time to make sure your anhydrous nurse tanks are up to compliance before the spring season arrives. If you would like, we can make an appointment to come to the farm and help you go over the annual inspection sheet and get anything repaired that needs to be done. If you need tires, hoses, or any valves or parts for the tank, just give us a call and we can take care of that for you. We also offer to do minor repairs to nurse tanks for you if you would like.

We have a good selection of mineral and protein tubs on hand, so make sure to get them out in the lot so the cattle can get to them. If you are looking to background your calves, we can do a feed ration for you. It is not a bad idea to have us do a water and hay analysis so we know where the minerals are. Southwest Grain can get all that done for you.

Quite a few soil samples have been done already and I would like to have you call early enough to give us time to get it done yet this fall. We will get out there right behind the combine if the ground is not too hard. We can also get you on the schedule right away for next spring. It is more important than ever to get the right rate with the commodity prices where they are. Please call us if there is anything we can do to help you.

We want to remind everyone to take the extra time to be safe out there this season, and as always, thanks for your business.

Larry Doerr, Manager
Reeder Elevator

Elgin Update

As we get to the end of October, we still have all of the sunflowers out and most of the corn. The weather has been warm, and somedays on the hot side, so a lot of the fall work is getting done.

Small grains are starting to move as the farmers are making some room for the row crops. Most of the winter wheat has been planted for this fall as well.

Ranches are busy trying to wean off their fall calves and get them on feed. Fortunately the weather has been working with them so they have been able to get their calves worked.

We still handle a full line of vaccines and animal health products. We are offering $1.00 off on all mineral through October, so stop by now and stock up.

Andy is busy soil testing so get your maps in if you want him to test your soil this fall. It is also time to start thinking about all of your seed needs. Stop by and talk to Andy or myself.

Remember to call Karen (701-584-2944) for all your propane needs so that she can get you on a route.

Until next time, think ‘SAFETY’!!!

Bruce Schatz
Elgin Elevator

changes at Killdeer

I would like to take this opportunity to welcome Samuel Forstie to our team. (Or as we call him, “Sam, the new guy”). Sam is originally from Phoenix, Arizona. He enjoys the outdoors, hunting and fishing. Sam and his wife, Kaisa, have two sons, Dylan, 2 and Dustin, 1.

I would also like to thank Kathy, Wendy and Sam for the extra efforts this past season and especially putting up with me! Thanks a lot guys!

Also, thank you to our customers. In this small community, you are what keeps us going. Thanks and be safe!

Dean Schmeling, Manager
Killdeer Station

Gaylen Lennick
Fall Seed Bookings
Coming Soon

Hello from all of us at New Salem.

Well, harvest has been very good as far as the weather and yields are concerned. We are seeing some vomitoxin issues in this area but are trying to work through it. I am certain we will be seeing it all year, so we will have to keep testing for it as long as this year’s crop is out there.

Keep in mind when it goes to the feed side of things, we do custom mixing and rolling to meet all your feed needs. Give Kristine a call (701-843-7555). She is here Monday, Wednesday and Friday and available by phone other days. Also for feed testing and rations, as well as vaccine needs, give her a call. She will be glad to help.

If you are looking for soil testing this fall, give Tanner or Marc a call here at the elevator. They will be glad to help with that, along with any fertilizer or chemical questions you may have. Watch for fall seed bookings coming soon.

As always, we do appreciate your business and look forward to serving you in the future.

Thank you to all my employees for the extra effort and hours during harvest. Good Job! I appreciate all of you.

Until next time, stay safe and have a Blessed holiday season.

Gaylen Lennick, Manager
New Salem Terminal

Safety Corner

Grain Bin Safety:
Always a Top Priority

It’s no surprise that the farm can be a dangerous place. Handling large machinery and fast moving equipment can lead to accidents without the proper safety precautions, but one serious threat to farmers often appears unsuspecting, a grain bin.

In 4 seconds, an adult can sink just above knee deep in the suction of flowing grain, and in just 20 seconds, the person can be completely engulfed by the grain.

Quick Tips for Grain Bin Safety

• In order to eliminate incidents, eliminate the reason for entering a bin.
• If possible, work from the outside of the bin.
• If entering is necessary, never enter alone.
• Turn off and lock out all the powered equipment associated with the bin, including augers used to help move the grain.
• Wear a body harness with a lifeline, and secure it outside the bin.
• Always have an attendant at the bin opening.
• Use an oxygen meter to test the air quality and oxygen availability before entering bins.

Amanda Aman
Safety Specialist
Boyle Terminal
RICHARDTON UPDATE

I hope that this article is finding you well, and that the earlier harvest combined with fair weather has given you a chance to try and catch up from the hustle and bustle of the summer. As you move through fall, please keep Calvin in mind when you are considering your cow’s ration for this winter. We can do feed sampling and put together rations to make sure you are supplying your herd with everything they need to start next year’s calf crop out on the right foot.

We have not seen a big run on fall fertilizer with the drier conditions we are experiencing, but it has given us an opportunity to get some fall soil testing done. If that is something that you have been considering, please get in touch with Andy and line up a time to squeeze those in before Mother Nature shuts us down. We do have our seed programs set up, and I know how much everyone likes talking about next year’s seed while they are still harvesting last year’s, but do give us a call if you have some interest in seeing what we have to offer.

When you start looking to prepare your equipment for winter storage, and do some of the seasonal maintenance on it, please let us know if there are any lubricants that you need. We have a good supply of many commonly used products in smaller packaging, like fuel treatments/stabilizers, oil, grease, antifreeze and much more. We can get larger quantities, or less common products, if we know what you are looking for.

As I was preparing to write this article, I took a moment to look back through some of my previous articles. I found that there was one life theme that I consistently mention in nearly every article and I intentionally omitted it from this one. Take a minute to glance back through and see if you can figure it out. I will give the first customer that calls me with the right answer a $25 gift card to the restaurant of their choice. Thanks for your patronage and, as always, if there is anything that we can do to make your operation more efficient, please let us know! Joshua Reisenauer, Manager, Richardton Ag Retail Center

Fall Supplementation Is Important

Fall supplementation of your cow herd is important when grazing low quality forage, whether it is dry pastures or crop residue. As forage quality becomes deficient, energy and protein both become critical factors. Choices available at SWG include SmartLcIC tubes and CHS range products. Stop in to inquire about what will work the best for your program. With any program that you chose, it’s very important that you provide a quality free choice mineral.

In Belfield, we will try to have all the animal health supplies that you need for your fall vaccination program. If you’re looking for something specific, just ask and we will try to find it for you. We are a licensed veterinary dispensing pharmacy, so give us a call and we’ll tell you what we need from you and your veterinarian, so that you can pick up your products at the Belfield elevator.

As you bring the calves into the feedlot, please stop in or call for your weaning feed and feed lot supplementation. Our CHS Nutrition Consultant, Heather Brown (701-320-8947), will gladly talk to you about your wants and needs or handle any questions you might have. Even though this year is not over, it is not too soon to start planning for next year’s seed purchases. Talk to Ben, (701-260-9128), about locking in some of the popular varieties of seed that you are planning to plant in 2016. Thank you for your past patronage and we look forward to having the opportunity of serving you in the future.

Mark Baar, Manager
Belfield Elevator

Agronomy Reminders

As our season winds down, I was wanting to throw a few friendly reminders your way. First thing is to thank everyone for your hard work this last year. We couldn’t do what we do, without you doing what you do. I feel it was mostly successful, and with the exception of commodity prices, everyone was pleased when they finished harvesting (so far).

The second thing I wanted to make sure everyone was thinking about was their residue left on fields after harvest. I know most of our small grain acres ended up being harvested very close to the ground which can leave a heavy mat of trash directly behind the combine. These areas may need some management. We saw many issues this spring, and spring ‘16 is not going to be any better.

Devlin has been busy soil testing, and if you have not contacted us for those needs, we would appreciate you doing so. We WILL NOT be doing spring soil testing. Time and man power just does not allow us to get this done in a timely manner, but we have PLenty of time right now to do it this fall.

We had to say good-bye to our two fantastic interns a couple months ago. Kaitlyn Dix and Kelli Evans were unbelievable help and gave us the opportunity to offer some services to our customers that I have always wanted to. I also appreciate our customers who were patient with myself/them when we took a little extra time to capture an opportunity to learn something. I am quite confident that they loved it here so much they will both be back next summer. ☺

We also said farewell to Matt Kramlich who accepted a position with a supplier of ours. They are beyond lucky to have him, and we are going to miss his knowledge and work ethic, but I wish him the best of luck!!

The last thing I wanted to bring up is that fall is a FANTASTIC time to take a few hours to look over your NH3 nurse tanks. If you would like, call me and I will come look at them for you and let you know what needs to be updated before next year. We hate NOT being able to fill a tank in spring because of something that is out of compliance, and I know everyone loves having it too!!

Thanks again for your business. I appreciate and enjoy working with all of our customers here in Lemmon.

Maria Reede, Agronomist
Lemmon Terminal
**What Is Top Tier Gasoline?**

Hello to everyone from all of us in the Petroleum department. What beautiful weather we are currently having! It makes it hard to think that winter is just around the corner. If you have not thought about your winter fuel supply, it might be a good time to think about changing over to our winter products. The following is a breakdown of our Premium winter product and a blending chart if you would rather go that way.

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**Better Diesel Fuel for a Business that Demands Efficiency**

Cenex Winterized Premium Diesel Fuels deliver the serious weather protection your diesel engines need — while optimizing power and engine performance. Unlike typical winterized diesel fuels, they contain an advanced performance additive package that provides better protection against cold-weather problems. With this additive package, Cenex Winterized Premium Diesel Fuels increase starting capability, provide better fuel flow, and offer better cold weather performance.

**Cenex® Winterized Premium Diesel Fuel Specially Formulated for Extreme Winter Conditions**

Three options to choose from to meet your needs. Use the chart to the right to get a detailed comparison.

**Cenex® Wintermaster®**

With an operating temperature of -35°F and cold filter plugging point (CFP) of -29°F, you can count on Cenex Wintermaster for the most extreme conditions.

**Cenex® Roadmaster®**

Seasonally Enhanced

Cenex Seasonally Enhanced Premium Diesel Fuels are formulated for moderate climates and provide excellent shoulder season flexibility. Cenex Seasonally Enhanced products offer a CDP of -25°F.

**#1 Diesel Fuel with Cenex Premium Diesel Fuel Additives**

Use it to blend your Cenex Premium Diesel Fuel additive into your #1 diesel to give you the minimum additive performance to improve efficiency in lower temperature environments.

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**Grain Division Report**

**Jim Bobb**

As late fall harvest approaches, the finish line and early winter is forced upon us and most producers normally like to move some production to market. Prices have dropped to levels not seen for eight years, and the bearishness in the major production crops has spilled over to all crops. The US harvested the least of soybeans and corn found ideal harvest weather and better yields than expected. Soybeans fortunately have exports as China made purchases just prior to harvest. The magnitude of purchases by the Chinese sparked a futures rally that drug all grain futures higher. The past ten days most of these gains were taken back and corn and wheat futures have sunk back to the lows. What will it take to get a rally in wheat? I believe a rally will occur, first from lack of producer movement. Other possible factors are; world weather problems and weakening of the US dollar, just to name a few. Export demand on wheat has met USDA expectations but not enough to compensate for 2015 production and carry-out.

The 2015 local wheat crop, of all three classes, had less quality issues than the 2014 crop, but has issues enough to leave buyers like the Japanese. When I say this, I need to explain that the Japanese buy 14.0 spring wheat, which we have, but with 8 parts per million (ppm) vomitoxin. In a normal year our vomitoxin levels are .5 ppm. The 2015 crop averaged 1.5-2.0 ppm and in some cases much higher. US domestic millers will take wheat up to 2.0 ppm. Ergot surfaced in some cases much higher. US domestic millers say this, I need to explain that the Japanese demand from buyers like the Japanese. When I say this, I need to explain that the Japanese demand from buyers like the Japanese. When I say this, I need to explain that the Japanese demand from buyers like the Japanese. When I say this, I need to explain that the Japanese demand from buyers like the Japanese. When I say this, I need to explain that the Japanese demand from buyers like the Japanese. When I say this, I need to explain that the Japanese...