

The Grain Mill



Southwest
Grain

MAY 2024

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CONGRATULATIONS



Brian Fadness, Kevin Lein and Delane Thom

We all reach milestones in our lives. Kevin Lien has reached one of those milestones that we all look forward to. After over 30 years with Southwest Grain, Kevin retired on April 2, 2024. Kevin joined Southwest Grain in December of 1993 as the location manager in Richardton. When the Dickinson Terminal was acquired, he be-



Brian Fadness and Kevin Lein

came the location manager there. Most recently he oversaw the operations of both the Boyle Terminal and Dickinson Terminal. Kevin began his career in the grain business in 1981. He completed about 42.5 years in the grain elevator industry! Congratulations Kevin and wishing you and Terri all the best in your next adventure!



FARM SAFETY

**Be Careful of Farm Machinery
moving on roads during Springs Work**

GRAIN DIVISION REPORT

Options to External Contract

Existing Delayed Pricing Contracts are set to expire on May 31, 2024. Invoices will be created to bill your account for service fees due. You will have an option to extend your contract. If you want to do this, please inform the location that holds your contract.

To extend your contract, you must come in or call before 2:00pm Friday, May 31, 2024, to do two things. First, pay your service charge through May 31, 2024. You can bushels to pay this charge. Second, you will need to sign a new contract for the bushels rolling forward. The service charge for spring wheat, winter wheat, and durum will be \$.06/bushel/month. Only existing delayed pricing bushels being renewed will be allowed into this program. All contracts will have an expiration date of May 31, 2025.

Please let the location that has your delayed pricing bushels know what your



Brian Fadness

intentions are by 2:00pm on Friday, May 31, 2024. If we do not hear from you the grain will be sold according to the contract agreement.

Brian Fadness, Manager
Grain Division

FROM THE BOARD ROOM

Good morning fellow producers!

Here we are closing in on another Memorial Day holiday! Cinco de Mayo and Mother's Day have come and gone ...with the wind! Ouch, who is over these awful winds we have had all spring?? Gosh, I am sure there are some among us who do not recall having such horrific winds day after day for so many weeks. We sure do hate to complain, since we have not had to deal with flooding and tornados like our neighbors down south. Prayers for everyone effected by these terrible storms and volatile weather.

The tractors and planters have been busy for all of us getting the 2024 crop in the ground and getting a jump on spraying weeds that can grow in any conditions. Many of you are also very busy calving and lambing right now. We could all use some good moisture, but we must be thankful we have not had to deal with spring blizzards. Oh darn, hope I did not just jinx us!

SWG and all the staff have been working tirelessly helping patrons with soil health nutrition needs, spraying needs, along with seed, and all things needed for getting your operation ready and planted. They are also busy helping with your cattle and calving needs and have the feed and supplements your herd requires to grow healthy calves. Branding events are



Shane Sickler

in full swing and will continue for the next several weeks, as we pray for beneficial moisture to keep our pastures green and ready for summer grazing.

I, along with all the SWG board, would like to thank all the patrons for your business and for continuing to call on and put your trust in the staff of all the SWG locations around the area. The staff all work hard to help you optimize your operations. Please remember to give those individuals a "thank you" as you make your way through this spring planting/calving season.

I hope everyone enjoys a break in the action over the Memorial Day weekend! Remember to stay safe, healthy, and thankful for all your loved ones! And always take care of each other!

Shane Sickler
President, SWG Producer Board

REGIONAL MANAGER'S REPORT



Delane Thom

We are in the month of May 2024 with this newsletter, and we completed six months of operations, or the first half of fiscal year 2024. Everything was setting up to be what looked like an early spring due to the mild and open winter, but some recent and welcome rains have put it back on schedule. There is more seeded in April this year compared to last year, and we need to remember the blizzard on April 12th last year, which dumped several feet of snow across the area. The recent moisture is certainly welcome and will give us a good start on the 2024 crop year. It feels like we are somewhere around 50% planted looking at total acres, and close to done with wheat and moving on to corn and canola. We will do what we always do: Just get it done and move on.

Grain movement is steady with the current commodity markets trading in a volatile but lower range due to the impacts of inflation to the economy, global conflicts, speculation, and supply and demand. Rail freight has been a bit of a challenge despite the mild winter, but also seeing stronger export demand. Hopefully the freight markets will get, and stay, caught up as we clean out bins in anticipation of the 2024 crop.

There is still a fair amount what is now "old crop" grain to move in the

country. We need to get a crop in the ground and look for market opportunities or storage space for that volume. Our grain handle for the first 6 months of fiscal 2024 (Sept 1, 2023, thru Feb 28, 2024) will be up significantly, by over 8,500,000 bushels or about 61%, year over year. Spring wheat accounts for most of that increase but other notable volume increases came from Corn and Soybeans. The bottom line is, the market demand is still adequately supplied, so until demand improves for both exports and domestic uses, we are in a range bound pricing pattern, i.e., up one day and down the next two days. Grain ending stocks will be a bit lower, but still adequate for the short term. Keep an eye on new crop 2024 values as there may be some opportunities to lock in some nice sales to cover the input costs.

The crop inputs prices are steady once they reset from historic highs last year and they appear to be adequately supplied at this mid-point of the 2024 planting season. Having supply on hand is still key this year with some of the logistics issues that still exist. How well a crop cash flows is highly dependent on yield potential, so doing what is right for the crop will give you the best chance of profits. With the calendar showing May, and the fact that we will get in the fields a little later than we earlier thought, we are still in a good position overall. The trade flows are still different than what a few years ago looked like but the global supply of inputs is finding its way to the end user. Keeping the products you need on hand is important in today's market, and do not forget about looking ahead to next year.

Refined energy products (gas, diesel, propane) are in good supply in our region and globally. Energy prices are extremely volatile like everything else that affects agriculture. Looking ahead supply is still important. We

have come off the highs that were a result of the Russia/Ukraine conflict from over two years ago. Recent pricing is steady overall.

The input side of the business is in good shape with a good supply of fertilizer products on hand and on the farm. Employee shortage and ability to find new hires is a concern no matter what business you are in. Early indications were that supply would be affected and a lot of customers made decisions early and took supply home when it was available. Fundamentally the business is sound and feeling good after six months of the new fiscal year under our belt. Product is in a good position, and the recent minor rain delays allowed for recharge in a timely manner. Grain margins are normal to strong and grain volume is good as we continue to move various qualities of wheat, corn, soybeans, and sunflowers to market.

Feed sales have again shown a good and sustainable increase year over year as we continue to offer and develop new feeding programs and markets for our customers to help them be more efficient and profitable. Watching the recent cattle markets, bred heifer and bull sales this time of year would indicate that there is still a lot of optimism in the cattle industry. With the recent moisture event, at least there will be green grass as it warms up and we should have some hay to make in June. Having a good balanced ration for cows at calving can help offset any of the weather challenges that we get every year.

It is time to be thinking about getting pairs on grass. Making sure your vaccination and nutrition programs are up to par is critical at this stage of the game. Check with your nearest SWG Feed Sales rep and work with them to understand your plans. They will help you make the best decisions for your operation. We can solve some problems with nutrition, but if animal health products are needed, we have a full line available at most locations. If you have a prescription from your vet that needs to be filled, we can accommodate that at all our locations that handle animal health products. We have knowledgeable staff that is continually training to service your animal health needs. Our partnership with West River Vet Clinic in Hettinger will prove to be invaluable as we work thru this process. We will fill VFD prescriptions at all our locations and have the training in place to maintain the necessary records to comply with the FDA regulations. Let us know what you need, and we will do our best to make it available when you need it.

In the safety world, there is always

work to do around safety and compliance. Thank you to our employees for making safety a part of the culture and for maintaining our level of compliance excellence. Safety is something that we take seriously and will continually work on to get better. Safety at the farm level is something that should not be taken for granted. Take the time to stop and think about what might happen or could cause an accident. These things are avoidable if you just stop and think about safety first. During the busiest times of the year especially, it should be talked about daily and each of you should have a plan in place.

The patronage payments were sent out a few weeks ago. Electronic payments were issued in February for those who have signed up for ACH and the balance were sent in a hard copy check in March. Patronage rates will cycle with the commodity markets, so it is important to look at them for a longer period to time and not just one year. This business, like farming and ranching, is not a one-year deal. We are in this for the long haul and will be here to help our customers remain profitable on the farm and ranch, because without that, nothing else really matters.

This is an ongoing reminder related to equity retirement. Any requests for equity retirement, either for age or estate, require a form to be filled out as these requests are not automatic. You can contact our central office, and we can help you with the necessary forms to get this done. Also remember that the age requirement is currently at age 70, so please plan and get the request submitted. Talk to your relatives, friends, and neighbors who are out of the area, so they are aware of the process. They simply need to call us, and we will check on the equity balance, see if it is eligible, and send the necessary forms for the request.

As always, thank you for your continued support of the cooperative system, and for putting your trust in our people locally and our company. The coop system needs to focus on efficiency and doing what is right for the customer. The success of your cooperative is not about any one person or event, but a true team effort. Please feel free to contact us with any questions, suggestions, or concerns. Sometimes the little things are what matters and communicating those helps us get better.

Remember "Do it Safe by Choice." I will leave you with this quote:

"Opinions are the medium between knowledge and ignorance."

Delane Thom

SOUTHWEST GRAIN

The Grain Mill is published by Southwest Grain for its patrons. Address correspondence to: Kayla Erickson, 3645 98th Ave. SW, Taylor, ND 58656 kayla.erickson@chsginc.com

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3645 98th Ave. SW	1-800-736-0450	
Taylor, ND 58656	701-483-6212	
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305 1st Ave. SE	701-575-4386	
Belfield, ND 58622		
P.O. Box 1288	701-483-2971	
Dickinson, ND 58602-1288		
P.O. Box 40	701-584-2152	
Elgin, ND 58533		
P.O. Box 68	701-483-0021	
Gladstone, ND 58630		
302 Mirror Lake Road		
Hettinger, ND 58639	701-567-2408	
P.O. Box 120	701-764-5514	
Killdeer, ND 58640		
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Lemmon, SD 57638		
P.O. Box 220	701-579-4496	
New England, ND 58647		
P.O. Box 0		
New Salem, ND 58563	701-843-7555	
502 Railroad Ave.	701-853-2302	
Reeder, ND 58649		
P.O. Box 70	701-563-4318	
Regent, ND 58650		
Drawer F	701-974-3831	
Richardton, ND 58652		

Grain Terminals

Boyle		
3645 98th Ave. SW	1-800-736-0450	
Taylor, ND 58656	701-483-6212	
After Hours Business Personnel	701-483-6201	
Dickinson		
1519 W. Broadway	701-483-6781	
P.O. Box 1288		
Dickinson, ND 58601		
Lemmon		
201 2nd St. E.	605-374-3301	
P.O. Box 239		
Lemmon, SD 57638		
New Salem		
103 S 3rd St.	701-843-7555	
P. O. Box 0		
New Salem, ND 58563		
Agronomy		
Dickinson Agronomy		
1722 Hwy 22 S.	1-877-832-7433	
P.O. Box 1288	701-483-4552	
Dickinson, ND 58602-1288		
Lemmon Agronomy		
201 2nd St. E.	1-877-655-3354	
P.O. Box 239	605-374-3301	
Lemmon, SD 57638		

Feed Plant

CHS Nutrition	
4855 GTA Drive	701-483-1277
Dickinson, ND 58601	

Petroleum

Dickinson Petroleum	
1722 Hwy 22 S.	701-483-5157
P.O. Box 1288	
Dickinson, ND 58602-1288	
Lemmon Petroleum	
201 2nd St. E.	605-374-3318
P.O. Box 239	
Lemmon, SD 57638	

Propane

Elgin	701-584-2152
Hettinger	701-567-2408 Ext. 411
Lemmon	1-605-374-3318
New England	701-579-4496
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February 2024 Grain Mill winner was from Taylor, North Dakota
Deran Lefor was awarded a **\$40.00** credit to his SWG 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 Mill.

Read your newsletter . . . We will award \$20.00 to this issue's winner. It could be YOU!

\$20.00

We have randomly selected a name from our patron list and hid it in this newsletter.

FIND YOUR NAME AND WIN A \$20.00 CREDIT TO YOUR SWG ACCOUNT!

Call Kayla at 701-483-6212 between 8:00 a.m. and 5:00 p.m.

Energy At A Glance

Interesting Note: “&” What is this? It’s called an “**Ampersand**”. It is Latin and means “and”. It is called a logographic type of symbol. The term is referred to as “and per se and”. Sounds confusing. I agree. But interesting fact is that it is considered the 27th letter of the Alphabet. Got you there! Now go tell a friend as we all learned something today!

And now onto Energy. At a glance:

- **Propane** – We just started summer fill for our propane customers in the region. We will start with those customers who are at the lowest % and work our way up from there and by area. Please be patient as we go. We will also be having our traditional deferred billing. So if you get filled this month, you will not have to pay until the August 2024 billing cycle. We are also installing and doing service work as we go. We have plenty of new tanks in stock should you need a 500- or 1000-gal tank for your new house, shop, or barn.
 - **Diesel and Gas** – With all the talk before spring, you would have thought supply would be limited and prices would be high. We are seeing the opposite. We are seeing flat prices, with some weeks posting loses. We have seen contracting on diesel in the future flat to a small increase. Not what was predicted. It seems to hold that fuel in the tank today is better than waiting or paying the price game for tomorrow. Call the office for more details.
 - **Lubricants** – The oil sale is now behind us, but the need to change and service equipment does not stop. Supply of grease and oil products is better than we have seen in some time. Shipping times have gotten much better as well.
 - **Fertilizers** – We have for years carried 50 lb. bags of fertilizer. This is a very popular item, and we sell three different blends along with bags of Gypsum. Our Fertilizer blends are as follows.
- 32-10-10** Great for greening up grass and yet supply the roots with nutrients for growth. This is our most popular blend.



Jared Bookhardt

19-19-19 A more balanced blend for trees, shrubs, and establishment of a good root system.

46-0-0 Only for the brave of heart with super green up fast. Be wary, you must apply H2O (water) within 24 hours or your grass or plants could suffer fertilizer burn.

Gypsum 50lb bags of new supply and vendor. More for your money than in the past.

Note: most 50 lb. bags cover 12,500 square ft of area.



Thank you for your patronage and feel free to call the office with any questions you may have.

701-483-5157

Farmers Backbone of Society

“Farmers are the backbone of any society, feeding the nation and ensuring a sustainable future.” -author Unknown

“Our greatest weakness lies in giving up. The most certain way to succeed is always try just one more time.” -Thomas Edison

The moisture we got the last few weeks has been a blessing. With that moisture brings green grass and the lush pastures. Feeding Pasture 21 with mag will give that cow the extra mag she needs as these pastures green up.

Fly season is right around the corner. We carry Minlic with altosid to help with your fly control. We also carry loose mineral with altosid

Creep feeding season will be here before we know it. Give us a call to schedule your creep feeding needs.

We have seed wheat left if you are still wondering what to plant as the sea-



Suzie Reuther

son gets shorter and shorter. We have Torgy, Ascend, and Dagmar available.

“AGRICULTURE is the most healthful, most useful, and most noble employment of man.” -George Washington

Suzie Reuther, Manager
Hettinger Elevator

Greetings from Southwest Grain in Lemmon

Now that we are into May, the spring agronomy season is in full swing. Our agronomy team, including operations personnel, applicators, and agronomists, are working hard to keep up with the demand this spring. We have had relatively good rainfall in our area in April. This rainfall is welcome but the rain along with the CONSTANT WIND and frosts have caused some delays in custom application. Despite these challenges we have covered a good number of acres. If you have any spraying or spreading needs, please contact Michael Van Beek or Marla Varland. They do a good job of taking your orders and getting the correct products on your acres.

Lemmon has loaded two unit trains over the last three weeks. This has created space in the elevator. The focus for most growers right now is spring planting but don't forget about the marketing the 2023 crop still remaining in the country. There will likely be a large amount of grain marketed in June/July to make room for the 2024 crop. This could put a strain on grain facilities that are trying to handle old crop while still maintaining room for fall harvest. If you plan on marketing grain this summer, please contact Tanner Johnson to get some of those bushels contracted.

The feed side of the business has transferred from the fall/winter feeding



Brannon Peterson

season to calving time needs. Creep feed booking has started. With the historically high price of calves, now is the time to book your creep feed and lock in the best price possible. We also have a large selection of vaccines and animal health products for your spring vaccinations. One new product carried this year is Clarify fly control tubs. Clarify is a different mode of action which provides a broader spectrum of fly control than just horn fly control. For any of your feed or animal health needs please contact Sarah Thompson.

Thanks to all of you for your business. We appreciate you letting us serve your needs and remember to stay safe this spring planting season.

Brandon Peterson
Location Manager
SW Grain Lemmon

Allow Us To Help You



Mark Baar

A lot of calves have hit the ground in the last couple months with some nice weather. Plans are made for spring planting. With some cool weather and showers, farmers are ready to get in the field. With rain delays on field work, producers are getting ready to move cows out to the range before working or branding the calves. Make sure you

give us a call or stop in for all of your branding supplies.

When the cows and calves are out on pasture, make sure you have creep feed out. We will maintain good supply of calf creep this summer. Also, with all the green grass out there, do not forget about grass tenty. We will have a good supply of smarlic tubs with mag and hi-mag mineral in the warehouse. For the producer fighting flies, we will have smarlic tubs and Payback mineral with IGR and Clarify.

The last couple months we were busy cleaning grain for seed. We clean spring wheat and oats. Call us to set up an appointment.

On the fertilizer side, we increased the size of our blender. We will try to keep our bins full for the spring rush. Stop in and let our agronomy teams help you with all of your spring planting needs.

Mark Baar, Manager
Belfield Elevator



Be Careful of Farm Machinery moving on roads during Springs Work



Drew Hopkins

New Operations Manager

Hi, I'm Drew. I am the new operations manager for the Richardton location. I have a strong passion for the agriculture world and wanted to go back to my roots growing up on a ranch in Oregon and I am excited for this new career. I am from Dickinson and have been in North Dakota since 2012 working in the oil field industry. Before coming to North Dakota, I was enlisted in the U.S. Army as a UH-60 Blackhawk crew chief from 2007 to 2012.

I am a family man. My wife and I are raising our two boys, Jonny and Cash. I love hunting and fishing. There are very few places better than North Dakota for that amazing experience! I hope to help our local community with all their farming needs! Come in on Tuesdays for fresh doughnuts and coffee at your local Richardton Southwest Grain! I look forward to meeting you.

Drew Hopkins
Operations Manager
Richardton Location

New Face, Same Great Place

After 40 plus years in the grain business Kevin Lien has decided to hang up his work boots. His career took him from Regent to Dunn Center, to Richardton, and to the Durum and Taylor terminals, where he ended his career. Kevin saw a countless number of good and bad harvests. Let's wish Kevin a happy retirement, where now he will basically live on the lake. With that being said, I have accepted the role of Senior Manager overlooking the Durum and Taylor terminals. Most people have already met me as I have been the second man since 2012. I started at the Taylor terminal July 2009 and before that I was with the North Dakota Grain Inspection sampling grain from different elevators. Going forth we will continue to strive for the best.

Spring is here and planting season is upon us. Fertilizer trucks and NH3 tanks are busy next door, and the Taylor Terminal is starting to slow down. We are loading as many trains as we can and are trying to stay on the empty side to save room for the big push of emptying bins before harvest. As we slow down, we will plan to shut down for a day or two so we can put up our new probe and go through the dust system and put all new dust socks in it before the busy harvest season hits. With the spring here, hired hands will start showing up, some old and some new ones. If you have new workers that have never been to the elevator, please let them know how the probe works and to wait for a pit assignment by the fertilizer plant. Explain to them how the light system works for dumping. Let them know if they have a change to a card or need a card to pick up the phone in the red box by the probe. This will help the new drivers as well as help the workers in the elevators. Also, to touch on the subject of the new probe going up, I would like to discuss drivers not paying attention while being probed. We have had six drive-offs with the probe still in the truck, either here



Christopher Scherr

or at the durum terminal, in less than a year. This has resulted in broken chains or the pins that go to the probe. Almost every one of the drivers I talked to drove off all said the same thing: That they were not paying attention and were on their phones. This usually takes about 30 minutes to one hour to fix depending on the severity of the break. The last one we fixed was at the durum terminal the beginning of April. It took a little over 3 hours and was taken to a machine shop to be fixed. So, with that being said, we will have to start issuing a repair bill for the probe if it keeps happening. So please try to stay off your phone while you are being probed!

Taylor Terminal unloading hours are still the same: 6:45am to 4:45pm. We understand that sometimes things happen, and you will not make it by 4:45pm. If you know you will be a little late, please call the driveway at 701-483-6201 and let the guys know. They have a shutdown procedure and letting them know beforehand helps so they keep the equipment on. It takes ten minutes to turn it back on if you show up late. As harvest approaches and things

get busy, we will change our unloading times accordingly. We will send a text out and put it on our website to keep everyone updated. If you are not enrolled in the text messaging program, I urge you to sign up for it. It is free and lets you know if we are full or shut down and you can also have the bids sent to you throughout the day. If you are interested in this, please call the administration office, and talk to Kayla. Dickinson Terminal hours are 8am-5pm. If you have any questions or concerns on either Terminal, you can reach me at 701-260-8854 or contact Ray for any Dickinson Terminal questions.



Jim Etzel

We have a new employee at the Taylor Terminal, Jim Etzel. Jim was born in Germany and grew up in northeastern Montana and Williston. Jim started with Southwest Grain in October 2023. Prior to Southwest Grain, Jim worked various oil field jobs in North Dakota and Wyoming. Jim enjoys riding motorcycles, playing pool, tinkering on engines, and exploring caves in his free time. If you see Jim around, make sure you say hi.



Tyler White

We also have a new employee at the Dickinson Terminal, Tyler White. Tyler grew up in Washington till grade school then moved to North Dakota and graduated from South Heart High School. Tyler started at the Dickinson Terminal in August 2023. Some of Tyler's hobbies are reading, playing video games, and he would like to get into motorcycles. His favorite color is Blue. Make sure you stop in and meet our new employees and introduce yourself.

Thank you for your support and everyone have a safe harvest!

Christopher Scherr
Senior Operations Manager
Taylor Terminal/ Dickinson Terminal



We never know the importance of a farmer/rancher until we lose one!

Thank You Dickinson Rural Fire Department



Nikita Lorenzen

The Dickinson Rural Fire Department received one of the CHS Seeds for Stewardship Grants in the amount of \$10,000!! This grant will be going towards purchasing new fire shelters for

the Dickinson Rural firefighters. Fire shelters serve as a barrier between a person and the fire should they become caught and need to use it. We want to thank the Dickinson Rural Fire Depart-

ment for all hard work they put into keeping our community safe!! Thank you!!

Nikita Lorenzen
Safety Manager

PAYBACK



Get ready for fly season with Payback[®] Mineral & Altosid[®]



Visit our new website that includes information about IGR feed-through fly control (Altosid[®] and ClariFly[®]) and featured Payback[®] beef mineral products fortified with Altosid[®].

WWW.CENTRALLIFESCIENCESTRAINING.COM/PAYBACK

Tell one Farmer/Rancher this week. THANK YOU!

Liquid Fertilizer Plant in Elgin



Jeremy Imhoff

Greetings everyone from everyone here at the Elgin Southwest Grain location. It looks like spring is trying to get going. If the weather would just cooperate with us a little bit so things can get going. This winter was a little easier than the last one we had, and we have a good start on moisture to get everyone going. Let's hope Mother Nature decides to be nice and allow us to get this crop in the ground in a timely fashion.

With that said, we are ready to serve you with all your spring planting needs. Elgin is pleased to announce that we now have a liquid fertilizer plant. We have worked hard over the last four months to make this a reality and we are ready to serve all your needs. We are full of all dry fertilizers and our blender is ready to make any mix you want. Just a little refresher we carry Urea, Mesz, AMS, and Potash on hand. We also offer delivery of dry fertilizer to the yard or field. In addition to that, we have four anhydrous plants in the surrounding area to serve you too. The locations are: one right at the Elgin airport, one right outside of Leith, one North of New Leipzig, and one South of New Leipzig along the Highway 49. The supply chain seems to be opening a little more all the time and we are back to normal now with supply of chemicals and fertilizers. Another service we do now offer

is custom spraying. Caleb Becker has joined our staff as our applicator. With the liquid plant now, we can offer a wide range of things when it comes to spraying and applying liquid fertilizer. If you have any questions on that or anything dealing with spray or seed, please stop in or call our agronomist, Ashley Roth, to answer any of your agronomy questions.

To be honest, a lot of people are still calving yet. We have a large variety of ear tags and vaccines on hand. We have a large variety of protein and mineral tubs along with our different minerals in bags. FYI, we still have bulk calf creep and cow cake here on location for pick up or delivery to the farm. We will have creep and tubs available for bookings for the summer months. If you are interested in booking any tubs or creep, you can give Kristine Koeplin a call, or call us here, and we can help you with any questions. If you are looking for any millet or sorghum your haying needs, we have that available too. One last note, we also have some varieties of net wrap on hand to assist you when it is time to roll up some bales.

The last thing I will talk about today is that it is getting to that time of year for summer fill for your home heating needs. I know a lot of us are still using our furnaces yet, but a person always must look ahead. We will be starting summer fill at the end of May. If you have questions, kindly please feel free to call in and ask Karen. We have a large assortment of oil, grease, and DEF on hand. We have them in package sizes of quarts to 55-gallon drums. Please stop in and check it out.

Lastly, it will be a shotgun start to get the crop in. Everyone please stay safe and have a great spring, and remember we are here to help you!

Jeremy Imhoff, Manager
Elgin SWG

Good Inventory of Smartlic Tub

As I write this, we received a bit of rain, but it mostly seems it has gone around our area. We could definitely use some moisture. The wind each day will dry it out fast. With the freezing temperatures each night, this has been one of the coolest Spring seasons for a long time. At any rate, I think planting is well under way and seems to be going well. Our location has been busy with filling Anhydrous tanks and blending fertilizer with not much time to do anything else.

Again, the Anhydrous nurse tanks came in this year in good shape, as far as compliance goes. We did not have to ask anyone to purchase new valves or hoses and slow down the springs work to get them changed. Thank you for that.

Reeder SWG has a good inventory of Smartlic tubs containing Clarify. That will greatly control flies in your cattle. Mag tubs and salt blocks containing garlic are in good supply also.

Creep feed season is upon us. The good news this year is the price has come down \$60 or more.



Larry Doerr

So, with the good calf price, the creep feeders make more sense now than ever. Call us to get on the program.

We are looking forward to another good spring season and the employees here at Southwest Grain are ready to help. We also can deliver the product to the farm for you. Just give us a little notice and our people will get you what you need during this busy time.

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

Thanks again and stay safe out there.

Larry Doerr, Manager
SW Grain, Reeder

3 Things to Improve Fly Control

- 1) CONSUMPTION – If the cattle are not eating the mineral how are the additives in the mineral supposed to help the animal? (I'll refer you to Sarah Thompson's article for more information on this)
- 2) PUT IT OUT EARLY – A lot of the times once spring has sprung things get busy and the IGR does not get out as early as it should. It is recommended to have the IGR out 30 days before the last freeze of the winter and to have the IGR out 30 days after the first freeze of the fall. Now we all know this varies from year to year, so be in touch with myself or your SWG location and we can work on this together to make sure you get it out when you should!
- 3) CONSISTENCY – The more you use IGR, the more fly control you will see year after year. It is not a program to use once or for a month and quit, be-



Heather Dykins

cause again, if the cattle are not eating it, how is it supposed to help?

It is that simple. Mineral is your lowest cost investment when it comes to giving your cattle what they need to thrive. Let us help you!

Have a safe and happy spring!

Thank you for your continued business.

Heather Dykins
CHS Nutrition Consultant
701.320.8947

FlaxLic: The Block Everyone's Talking About

FlaxLic now has a U.S. Product and Process Patent for elevating Lipid Blood Levels in Livestock.

Here's What They're Saying

FlaxLic® is an all-natural supplement containing a high level of Alpha-linolenic acid, an omega-3 fatty acid. Fatty acids are used by cattle for energy, cell membrane structure and integrity and regulating hormones. This unique supplement is the first low-moisture block to contain a high level of ALA beneficial for optimal performance.

In addition, FlaxLic is highly fortified with essential vitamins and minerals. This block is produced using a state-of-the-art, patented process that provides a unique 24-hour feeding system.

Get your herd ready for breeding season!

888-571-3421 • smartlic.com

Item	Control	Linolenic Acid
5-10 mm follicles on day 5	1.6	1.4
5-10 mm follicles on day 15	1.8	3.4
Max diameter of 1 st dominant follicle, mm	13.3	15.6
Max diameter of prevolovulatory follicle, mm	17.0	18.3

Larger follicles >>> greater estrogen

Group	Cycles During First 60 Days Post-Calving, %
Control	~1.8
FlaxLic	~2.8

Southwest Grain, working hard to help you grow value... today...and into the future.

Greetings from the employees at Regent

We are busy cleaning wheat for seed. Now that the road restrictions have come off, we are transferring grain to the terminal. We still have some varieties of seed wheat left, give us a call if you need some to finish up seeding. Haying will soon be here, and we have twine and net wrap. For grass mixes, we have millet, sorghum, and food plot seed. For the ranchers, we have Smart Lic tubs to supplement your cows. If you need a specialty feed, we can have it here in a short time. Nadine has a good supply of animal health products, prescription meds, and due to the scare of anthrax last year, we have a good supply of anthrax vaccine for a preventative. If you need a new water tank, we have 1000-gallon poly tanks. If you have a need for something I did not men-



Terry Hartman
tion, give us a call. Thanks for your patronage.
Thanks
Terry Hartman, Manager
Regent Elevator

Minerals Exceedingly Important

Cattle overeating mineral or maybe not eating mineral at all...

These are two things I hear often throughout the year. Surprisingly enough, consumption rates correlate to the phosphorus levels in the forage and feedstuffs. As we go into the Spring/Summer grazing, the green grass is high in phosphorus. If we provide cattle a high phosphorus mineral (i.e., Ultramin Elite 12-12+) they will likely back off their intake and potentially stop eating it all together. This halt in consumption does not mean they are getting everything they need from the grass; it simply means they are not craving phosphorus. When we start to dry out and the grass turns brown, usually producers start to notice cattle eating mineral again once. This brown grass has very little phosphorus in it, so cattle begin to seek phosphorus out again. If you leave a low phosphorus mineral out in the Fall/Winter, your cattle will likely eat you out of house and home trying to get enough phosphorus to meet their needs. Unfortunately, cattle can only absorb so much at a time, so the excess minerals and vitamins gets wasted along with your money.



Sarah Thompson

sumption rate consistent and provide adequate trace minerals and vitamins.

Trace minerals like Zinc, Copper, and Manganese directly affect many functions in the body, like vaccine responses, hoof health and integrity, disease prevention, and reproduction rates are just a few.

Who could not use a few more cattle bred and a few less hoofrot cases to treat?? Let's work together to get more calves born at calving time and less health challenges to fight!

Contact your local Southwest Grain to find the mineral that would fit your herd best.

Sarah Thompson
Feed Consultant
Lemmon Terminal


Recommendations for Spring/Summer Grass Conditions:

While grass is lush and green, we recommend providing a Ultramin Elite 12-3+ or 12-6+, depending on where you are located. This will help cattle keep their con-

Payback® Ultramin Elite™ Minerals...

- Contain Zinpro® Performance Minerals® at research recommended levels of Zinpro Availa 4 at 7 grams
 - For improved immunity and reproductive performance especially in artificial insemination, embryo transfer, and heat synchronization programs
 - To overcome loss of production due to sulfates, molybdenum and iron in water and forages
- Are fortified at 1.5 to 2.0 times the NRC trace mineral recommended levels to meet cattle requirements at low consumption rates
- Contain organic cobalt, copper, iodine, manganese and zinc
- Contain added magnesium to aid in the prevention of grass and winter tetany
- Are highly palatable and contain no bentonite
- Contain Diamond V Yeast® for improved digestion and predictable consumption
- Contain Xtra-Dry® for improved weather protection
- Additive options include: Altosid IGR (fly control), Bio-Mos®, Bovatec®, CTC, Rumensin®
- Custom formulations available upon request

Payback® Ultramin Elite™ Minerals with Zinpro® Availa® 4 form the foundation of productive feeding programs. Zinpro Availa 4 is a combination of highly available zinc, copper, manganese and cobalt which contribute to the overall health and reproductive performance of beef cattle.

Payback® Calf Creep benefits:

- High protein content for structure and muscle growth
- Advanced high fiber formulation that complements pasture forages
- Chelated copper, zinc and manganese for improved trace mineral status and immunity
- Excellent palatability for improved consumption rates
- Calves will be 70 to 100 pounds heavier at weaning and will eat almost 40% less grass



SMARTLIC SUPPLEMENTS
Arthur Krebs

FLAXLIC
Improved Growth & Semen Quality in Yearling Bulls!

Metric	Control	Flaxlic®
Daily Feed Intake (lb)	~18	~16
Daily Gain (lb)	~1.5	~2.0
Feed Efficiency (%)	~10	~15
Normal Sperm (x10 ⁶)	~1.5	~2.5
Sperm Motility (%)	~40	~60

Kansas State University Research

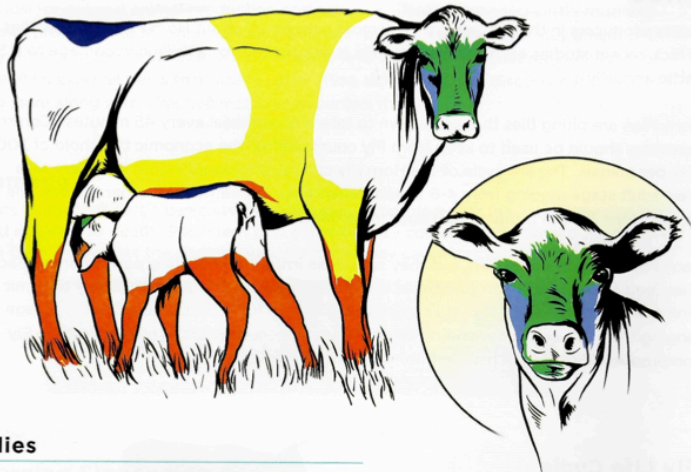
Nutritionally Engineered® for Animal Performance and Feed Efficiency

smartlic.com

Fly Control

What type of flies are irritating your cattle? The picture shows the types of flies and where on the cattle each type of fly is regularly found. The Horn Fly is usually found along the back, shoulders, neck in the early morning and evening hours. During the heat of the day the Horn Fly moves to underneath the animal to the belly, legs and udder. **The Horn Fly feeds facing downward.** The Face Fly is a non-biting fly that feeds on body fluids around the nose, eyes, and

Common Locations of Flies on Cattle



Flies

- Horn Fly (*Haematobia irritans*)**
 - #1 problem fly in the U.S.
 - Contribute to weight loss up to 50 lbs/head
 - Disease vector
 - Lays eggs in manure
 - Completes life cycle in 2 weeks
- Stable Fly (*Stomoxys calcitrans*)**
 - Contribute to weight loss up to 50 lbs/head
 - Disease vector
 - Can take 2-3 feedings per day
 - Lays eggs in mixture of feed, hay and manure
- Horse/Deer Fly (Various species)**
 - Painful bite
 - Contributes to weight loss
 - Disease vector
- House Fly (*Musca domestica*)**
 - Transmits bacteria and viruses
 - Major source of irritation and fly worry
- Face Fly (*Musca autumnalis*)**
 - Feeds on body fluids
 - Transmits bacteria that may cause pink eye
 - Congregates around wounds, eyes & nose

The **Stable Fly** is primarily found on the **legs, feeds facing up**, 1 to 2 times per day. A small number of Stable flies causes a problem, with the economic threshold is one animal with more than 5 Stable flies.

Are blind quarters and mastitis an issue? Horn flies can cause big problems for cattle and cattle producers not only spreading pink eye, causing foot rot problems; horn flies can also have a major impact on mastitis in the beef herd and can be the primary source for the spread of this destructive disease in herds. In untreated herds, horn fly infestation can reach 4,000 flies per animal. The biting insects feed on the blood of cattle, up to 40 times per day. When flies reach a point of overwhelming numbers, cattle are forced to use high levels of energy to fend flies off; instead of putting their energy into production or growth and reproduction. Poor reproductive performance and calf development are two of the major issues. Studies show horn fly infestations can reduce weaning weights by as much as 25 pounds, reduce growth rates in replacement heifers by up to 14% and reduce daily gains in yearlings and stockers by 0.2 pounds per day. In addition, feeding and grazing patterns are also negatively affected, which can result in significant weight loss and poor cattle development.

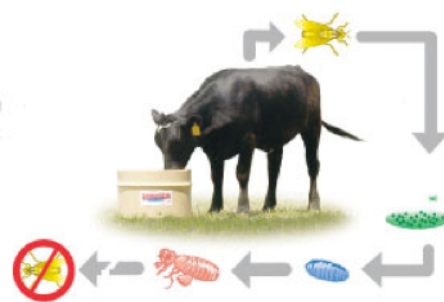
The economic impact of the horn fly problem has been shown to cost the cattle industry estimated \$1 billion per year. Horn flies tend to have a bigger impact on mastitis in heifers. Research has showed as estrogen levels increase there is a correlation in the horn fly irritation as well. The horn flies feed on the end of the teat causing irritation which scabs over. Then the bacteria (*Staph aureus*) that causes mastitis can grow. Horn flies feed from cow to cow, spreading the bacteria with them. The bacteria enters the teat and moves upward into the quarter, damaging the tissues that produce milk, eventually leading to blind quarters. Front quarters are more often affected as flies spend more time on the front over the rear quarters because the tail constantly swatting at them. Foot rot and pink eye are economically damaging as animals affected by one or both conditions can have negative effects on weight gain, weaning weights, reproduction, and milk production. While it is important to properly treat both conditions, it is equally imperative, if not

more important to focus on prevention. There can be many causes for both foot rot and pink eye, however fly control is vital. While on summer pasture often flies are the primary problem, and foot rot or pinkeye are the result of improper fly control. We can help you to build a program using supplements with Availa 4, IGR, insecticides, and garlic to maximize the fly control for your herd.

One of the first steps is to collect samples of the water as well as the grass to check for any antagonists. Antagonists are a substance or even an excessive amount of another nutrient which blocks the actions of a vital nutrient. Depending on the results of the samples, we properly formulate supplements with optimal trace minerals using Zinpro® Performance Minerals. Zinpro® Performance Minerals are unique and not all chelated trace minerals are the same. Zinpro® amino acid complexes deliver zinc, copper, manganese and cobalt in a form which is more available to cattle. This organic form, known as Availa® 4 of these trace minerals is able to override any antagonists in the animal's diet when properly formulated and balanced. Zinpro® Availa®4 has research proven results when fed to cattle throughout the year at **7 g per head per day**. Using Availa®4 improves health, performance and profitability and promotes breeding bull fertility and soundness.



- 20% Improved Conception**
- **28 lbs Increased Weaning Weight**
 - **50% Decreased BRD treatments**
 - **30% Decrease in Foot Rot**
 - **22% increase in progressive sperm motility**



The best fly control is a minimum of two different fly control modes, preferably three modes. What this means is

using one form through feed called Altosid® or ClariFly® IGR to control horn flies and face flies by breaking the cycle. Female flies only leave the host (cow/calf/bull/heifer) to lay their eggs in freshly deposited cow manure. Altosid® and ClariFly® IGR passes through the digestive system into the manure, where it breaks the life cycle by keeping the horn fly larvae from developing. Ultimately preventing adult flies from emerging from the manure. The IGR (Insect Growth Regulator) in Altosid® or ClariFly® IGR mimics naturally occurring insect biochemicals which are responsible for insect development to interrupt the horn fly life cycle, instead of through direct toxicity. Because of this Altosid® or ClariFly® IGR is effective at very small concentrations, no known horn fly resistance, and has no effects on beneficial insects such as the dung beetles. Altosid® or ClariFly® IGR is available through several supplements such as: SmartLic IGR tubs, Payback Ultramin Elite mineral + IGR, Payback Liquid Feed + IGR. The best time to start feeding Altosid® or ClariFly® IGR in your feed supplement 30 days before overwintering flies appear in the spring, which is typically when average daily daytime temperature is 65 degrees F. In my opinion, it is never too late to start Altosid® or ClariFly® IGR. Even though you may not see the most benefit of adding IGR to your supplement this

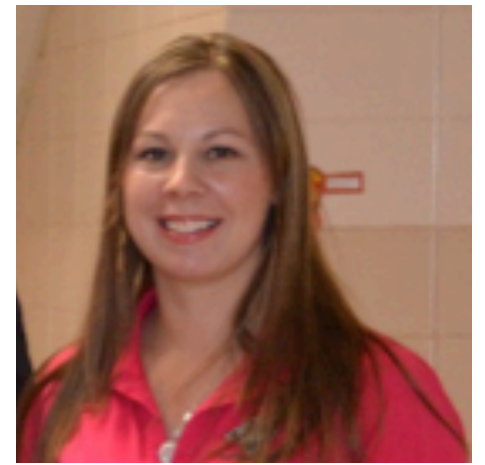


year, starting it will help for next year. It is important to keep feeding Altosid® or ClariFly® IGR for 30 days after the first frost in the fall, which is usually mid to end of September. This helps to prevent horn fly larvae from overwintering giving you a jump start on the next fly season.

In addition to Altosid® or ClariFly® IGR, it is also necessary to use a mode which kills or repels the adult flies. There are many options available such as: back rubbers and cattle oilers, dust bags, fly tags, topical pour-on, air gun and capsules (VetCap). When it comes to using these methods of fly control it is important to properly rotate between drug classes of these products. A proper rotation between drug classes for example is rotating between Permethrin, Organophosphates and Macrocylic Lactone. Be careful when using a generic product as it could be the same or similar active ingredient and still be in the same drug class, which is not a true rotation and could lead to resistance problems.



The third mode available at most Southwest Grain locations is the Payback Salt with Garlic. Contact your local SWG to see if they have Cobalt salt with garlic or Trace Mineral EDDI with garlic. These two formulas can be offered in a block form or loose bag salt. It is important to remember this mode of action is not



Kristine Koeplin



fly control and does not replace fly control such as Altosid® or ClariFly® IGR. As the cow/calf consumes the garlic, the garlic will build in the blood system and deter the fly.

Using garlic is a **fly repellent**. Think of garlic like us using mosquito spray to repel mosquitoes. Garlic will not kill adult flies, nor will it break the life cycle. Instead, it is best to use garlic in addition to the two modes of fly control. Also keep in mind, currently there is no proven research on the benefits and effects of garlic. There is only trials and a lot of unknowns currently regarding garlic use in livestock. Use garlic as an additional step to your fly control program, not a replacement.

If you have questions about proper rotations or fly control, contact myself or your feed and animal health consultant at the nearest Southwest Grain location. We can help you to create a plan that works for your operation using multiple methods of fly control with proper rotation. New Salem and Elgin will continue to have the SmartLic Availa®4 IGR



tubs available and loose IGR mineral this summer. Keep in mind fly control will never be 100% (or no flies at all) but with consistent implementation, the flies can be controlled to a minimal level that does not cause as many problems for the cattle, especially reducing the incidence of foot rot and pink eye. Maintaining a fly control program will help limit populations to less than 200 flies per animal. **Always remember the 30-30 rule to start Altosid® or ClariFly® IGR: 30 days before fly emergence and keep Altosid® or ClariFly® IGR: 30 days after first frost.** A strong fly control program is the cornerstone to keep cattle comfortable while on summer pasture. Have a safe spring!

Thank you!

Kristine Koeplin
Livestock Nutrition &
Animal Health Specialist
New Salem & Elgin
701.866.2827

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