

The Grain Mill



Southwest Grain

AUGUST 2024

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SWG ANNOUNCES SCHOLARSHIP WINNERS



Brock Ehlis will attend Bismarck State College, Bismarck, North Dakota to study Farm and Ranch Management. His future plan includes continuing in the family farm operations as a sixth generation. During his time at New England High School, he participated in FFA, football, basketball, and track. He also enjoys farm work and hunting. Brock is the son Elliott and Tara Ehlis of New England, North Dakota.



Braden Schlatter is planning to attend North Dakota State College of Science, Wahpeton, North Dakota to study Diesel Technology. His goal is to work at a local dealership as a mechanic. Braden is the son of Terry and Torri Schlatter, Glen Ullin, North Dakota. He participated in FFA, FBLA, Science Club and Acalympics.



Teyvn Lutz plans to attend Northern State University, Aberdeen, South Dakota to major in accounting and minor in Ag Business. She would like to become a CPA and provide financial advice to producers. During school, she was involved in FFA and participated in service projects in her community. She is the daughter of Jason and Ronette Lutz, Lemmon, South Dakota. Teyvn graduated from Lemmon High School.



Shannon Gebhart is the daughter of Travis and Renae Gebhart, Meadow, South Dakota. She is a graduate of Lemmon High School in South Dakota and has enrolled at Bismarck State College, Bismarck, North Dakota. Shannon plans to major in Nursing and hopes to work at a small-town clinic and continue ranching with her family. She has been an active member in FFA and a South Dakota Junior Beef Ambassador, and enjoys working at her local nursing home.



Kierra Wiesinger is the daughter of Robert and Jocelyn Wiesinger, Bentley, North Dakota. She graduated from Mott-Regent High School, North Dakota. Kierra plans to obtain a degree in Financial Technologies at Bismarck State College, Bismarck, North Dakota. With this degree, she hopes to return to a rural community where she can work in finance. Kierra has been involved in 4-H and FBLA and helping around her family farm.



Emma Bock is the daughter of Eric and DeeAnn Bock, Belfield, North Dakota. Her plan is to attend the University of North Dakota, Grand Forks, North Dakota to study Psychology in the Pre-Med Program. Emma graduated from South Heart High School, South Heart, North Dakota. She has held offices in FFA and participated in 4-H. Emma hopes to use her medical degree in a rural community one day.



Samantha Fitterer graduated from New England High School, New England, North Dakota. She will attend Southeast Technical College, Sioux Falls, South Dakota to major in Veterinary Technology. Her future plans include working at a local vet clinic and having her own herd of cattle. She has been involved in FFA and 4-H and enjoys riding horse and baking. Her parents are Doug and Janelle Fitterer, New England, North Dakota.



Abby Talkington is a Belfield High School graduate. She is the daughter of Shane and Amanda Talkington, Belfield, North Dakota. She will attend Dickinson State University, Dickinson, North Dakota where she will major in Ag Business and Marketing. Abby has participated in 4-H, sports, and was a group leader for Junior High Ag Day. She plans to use her education to stay active in agriculture and be a part of her family's ranch.

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Southwest Grain's Education and Support Committee is proud to announce the winners of their 2023 scholarships.

Eight students received \$1,000 each on behalf of the Southwest Grain region.

All winners demonstrated a personal goal to contribute to the benefit of rural America. Application requirements included average or above average grades, leadership in agriculture and an essay explaining how applicant or applicant's family is involved in agriculture and what cooperatives mean to them. Southwest Grain strongly supports the youth in their region and would like to wish the winners the very best of luck in obtaining their career goals.

'CONGRATULATIONS' to all!!!

Dani Pierce, SWG
Committee Assistant

REGIONAL MANAGER'S REPORT



Delane Thom

We are in the month of August 2024 with this newsletter. We have finalized the first three quarters of fiscal 2024, as of May 31, 2024. We made it through the spring planting season without any significant issues. It was a little bit different start than last year with the April snow. With the spring starting a bit later and a bit drier than we expected, the crop was planted in good order and the moisture that followed was welcome. As of this writing we have experienced some higher temperatures but overall, it has been a good growing season. The crops look as good as we have seen for a while. The moisture this season has been good, although spotty in most cases, it came at the right time and was beneficial to most crops. Commodity values have dropped dramatically since harvest of last year as the supply is ahead of any demand at this time in every commodity. The world events continue but the weather events have been minimal compared to prior years.

Planted acres appear to be shifting a little with some acres changing due to timing and commodity prices at planting time. Sunflower acres, for example, are estimated to be down 25 – 30%, while canola and durum acres are up. Our grain handle for the first three quarters of fiscal 2024 is up considerably compared to last year though it is hard to predict what the new crop grain quality and production will be with the variable weather we are experiencing. The winter wheat harvest has progressed well into the Dakotas, with reports of good yields and lower to normal proteins. Quality is excellent overall on the acres that are harvested. The harvest season will be drawn out this year as the planting progress during spring planting was scattered. Crops in general look good. Ethanol demand has been good, so that

is friendly to corn. Soy oil and canola oil in renewable fuel is in extremely high demand. This is friendly to soybeans and canola. Wheat has shown an increase in ending stocks to use ratio with a good amount of grain still remaining in storage. Depending on what the current crop year yields are, the ending stocks could increase yet again this year. The strength of the US dollar continues to impact the exports of US grain to the world. There will be a period of continued volatility as the markets figure this out, as the markets always do.

At the end of May (third quarter), SWG was ahead of budget and hoping to finish the fourth quarter of the fiscal year strong. Even though grain volume is up and margins look good, last year the input side of the business had much weaker margins. This was due to early positioning of fertilizer and the markets turning extremely soft into the spring planting season. This year the margins on inputs, and fertilizer specifically, are much better, and more normal. Due to the more open and warmer winter last year, the energy business has shown good demand with better crop conditions and home heat seemed to go on forever. Depending on the crop maturity, grain drying will be up in the air until we get later in the harvest season. It looks like this year will be a year to fill the hay yard in most areas as the hay crop looks to be very good.

The crop inputs values tend to follow the grain markets and were more normal coming into the spring season. It did soften slightly, but nothing like last year. Supplies were good throughout the planting season. Refined energy products are still in adequate supply and demand continues to increase across the nation as Domestic travel continues to increase year over year. That alone is a good sign that people are getting back to normal, but it does drive some near-term demand for energy products. Inflation affects all of this to some degree.

Feed and Animal Health sales have remained strong even with the better conditions of pastures and hay crop. During the good times, it is still important to keep livestock herds maintained and healthy. Check with your nearest SWG Feed Sales Rep and help them understand what your needs are, and we will be happy to help. A strong mineral program and water monitoring is always a good management practice when cattle are on grass. Water quality is less of a concern this year but as we enter a dryer time of year, monitoring water is so important. When and if, nutrition is not the total solution, remember to get your animal health

products from your nearest SWG location. If you have a prescription from your vet that needs to be filled, we can accommodate that at our locations that handle animal health Rx products. We have knowledgeable staff and good working relationships with several of the local veterinarians that allows us to service all your animal health needs. We will fill all VFD prescriptions at all our locations and have the training in place to maintain the necessary records to comply. Let us know what you need, and we will do our best to make it available when you need it. Cattle prices remain strong as the cattle numbers are trending lower due to weather conditions. With the fall being drier, it will pay to add extra pounds to your calves, as the cost of gain is good enough that it will pay well at sale time.

As it relates to Safety and Compliance, we continue to update and maintain our facilities. We also are staying on top of ongoing training for our employees to create a safety culture that is good for both the company and our owners. We are continually educating our staff on safety and a host of new compliance issues. It seems like when we get one thing covered, another pops up to deal with. The safety and health of our employees and customers will be an ongoing process as we figure out how to continue to work and remain healthy. We have a good group of local Safety Specialists that are working on safety all day, every day. Their intent is to become more proactive as we promote Safety and Compliance. Thanks to our employees for making Safety and Compliance a part of the culture and for maintaining our level of excellence. Safety at the farm level is something that should not be taken for granted. As we approach harvest and haying season for 2024, everyone needs to pay attention to doing things the safest way possible. Grain bin confined space entries are a focus for the industry now and should also be a focus on the farm. Bins are getting bigger and grain is stored longer, which can lead to bridging. This is a main factor in con-

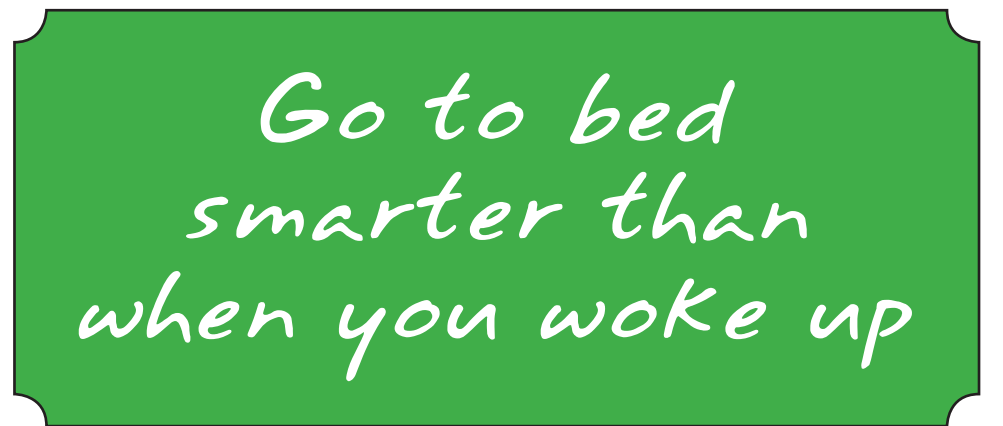
fining space incidents. Taking chances never really works out well. Working safely should be talked about daily and each one of you should have a plan in place. If you do not have the time to do it right the first time, what makes you think you will have the time to do it over?

Another ongoing reminder related to equity retirement, any requests for equity retirement either for age or estate require a form to be filled out. You can contact our main 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. Please plan ahead and get the request submitted.** Talk to your relatives, friends, and neighbors who are out of the area to make them 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. Age 70 retirements should be submitted, as always. As CHS approaches the end of the fiscal year, they will review those applications and will retire what they are able. Another question I get frequently is, "do I have to request my equity to be retired when I reach age 70?" The answer is no. You can request it any time after age 70, but if you do request at age 70 and continue farming, you can then request it every 5 years thereafter. Estates still come first. Remember to contact us if you have questions.

As always, thank you for your continued support of the cooperative system and for putting your trust in our people and your company. 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.

Remember "Do it Safe by Choice." I will leave you with this quote: "Go to bed smarter than when you woke up."

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@chsync.com

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Administrative Office		
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	
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New Salem, ND 58563		
502 Railroad Ave.	701-853-2302	
Reeder, ND 58649		
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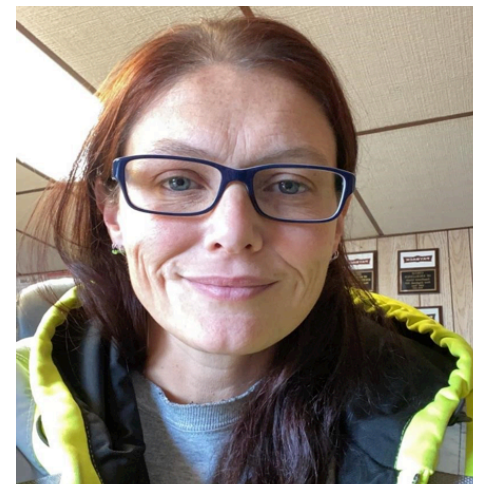
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Boyle		
3645 98th Ave. SW	1-800-736-0450	
Taylor, ND 58656	701-483-6212	
After Hours Business Personnel	701-483-6201	
Dickinson		
1519 W. Broadway	701-483-6781	
P.O. Box 1288		
Dickinson, ND 58601		
Lemmon		
201 2nd St. E.	605-374-3301	
P.O. Box 239		
Lemmon, SD 57638		
New Salem		
103 S 3rd St.	701-843-7555	
P.O. Box 0		
New Salem, ND 58563		
Agromony		
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	
Richardton	1-800-289-1032	
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Things Going on at New England

We have room for Spring Wheat and Delayed Pricing is available here also. We have some sales going on with Animal Health, Smartick Tubs, and mineral. In the past we have had people pick up fertilizer in the fall but as of right now this will not be possible here. The blender has another short and we are waiting on parts from Berger Electric to get this fixed. Please just call ahead and we can let you know if this is fixed. This year I would like to have **ALL RENTED CREEP FEEDERS RETURNED!!** We cannot do maintenance on them if people do not bring them back, which is getting harder and harder.

Chelse Clevenger, Manager
New England Elevator



Chelse Clevenger

May 2024 Grain Mill winner was from New England, North Dakota. Arthur Krebs was awarded a \$20.00 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.

FROM THE BOARD ROOM

Hello fellow producers!

Well, 2024 is laying down a year of surprises. The fields got planted and the crops started growing. We were pampered along in June with timely rains, and most often in large amounts of rain, and plenty of sunshine. Things moved along to make it a bumper crop in most areas. Then came July... specifically the second week... Extreme heat and some ND wind that put the cereal and canola crops into a fast pace of maturity. This made a clear line between early seeding and late seeding.

In the past week combines started rolling through the fields and getting some real data for yield, weight, and protein. Fields in the areas that had a good storage of moisture from last year may end up being the better crops. One thing that's also making a statement is what you seeded in those fields the last two years or if it's new breaking. This will show the yield change. Overall, though, the crops look good in most of the SWG producer areas. Unfortunately, there is a small area that did not get the beneficial rains a lot of us did. There are areas in southwest ND dealing with poor crops, little hay, and water problems for pastures. This is something a lot of producers struggle with throughout the

years. With not having significant snow fall and then no real good rains, we see creeks and dams start to dry up. We all have different dreams of needed moisture at different times of the year. All we can do is hope we have Mother Nature on our side... and many prayers said too.

Now with combines setting in yards ready to hit the fields, or maybe already started on harvest 2024, most everyone is anxious to get back to work. We continue to pray for some needed moisture for the beans, corn, sunflowers, and other fall crops. They could all use a drink from the heavens again. I hope this happens soon and everyone can get back to getting their crops off in good condition.

With the hot and sometimes windy days we had, it sure shows the history of some fields. With this stress, there are fields that were broken open 20 some years ago that now show a definite line where it joins a field that has always been in small grains. The summer heat also always brings those dang pesky flies that put so much stress on the horses and cattle. I am thankful for the cooler days we have had this first part of August. It is a relief for the cattle to not bunch up as much and now move around more to graze.

As we move through this farming season, unfortunately the prices are not anything we appreciate. The big downward move this spring makes a person wonder which commodity was the better choice. Hopefully, wheat may have a come-back later this fall or early winter. With that, storage is always a struggle as well. With our uncertain yields and the price movements we will have to strategize moving grain to the markets. SWG locations are working to stay ahead of harvest pressure by getting locations ready for the incoming 2024 crops. Unfortunately, the railroad is not always cooperative.

At our board strategic planning in July, we continued working closely with CHS in meeting our future needs and expansions. This includes storage needs as we deal with producers choosing different commodities to plant in their rotations on their individual farms.

SWG and all the staff are committed to help with any harvest needs and will be there for all your fall planting, fertilizing, soil testing, etc. needs as well as cattle needs for our area livestock producers. Do not hesitate to call on the experts we have working for all the producers with your questions and needs going into the fall season. Pumpkin



Shane Sickler

spice is just around the corner!

As we look to starting, continuing, and finishing up harvest and getting cattle moved to better fall grazing, let's remember to be safe, especially around all the moving equipment. We all have days when things do not go as planned or breakdowns happen, so stop and take a breath. You will get it done! Be sure watch those "littles" closely as they want to be a part of the harvest and cattle experience!

Remember take each day to find something to be thankful and grateful for. And always take care of each other!

Shane Sickler President,
SWG Producer Board



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It's not just another tub; it's SmartLic.

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Questions? Feel Free To Call

Hello everyone from the Elgin Southwest Grain location. I hope everyone's summer is going well. On a personal note, I think it is going way too fast. We are into August already! Where did the summer go? It did not help that the spring drug out this year and we were late on a lot of things getting in. After all the early rain that we received, it has now gotten drier and warmer than usual. This is putting some stress on the crops and hay supply. Hopefully we can get a few timely rains yet to finish strong.

Well, onto business. With hay making in full swing, if you are in the need of any net wrap for baling this year, we offer 3 different sizes of net wrap. These are: 64x7000, 64x8000, and 64x9000. These are the Pritchard brand. When you are done making all that hay, and you want to know what kind of feed value you have in it, just give Kristine a call. She will come out and probe the bales and send it in to find out. You can also collect the sample yourself and drop it off at the elevator and we can send it in for you too. I know flies are a big problem this year and we have products available to help beat those little suckers. We offer an array of IGR lick tubs, IGR loose mineral, garlic salt blocks, garlic loose salt, and sprays to help combat those pesky flies. If you have any questions on these products, please feel free to stop in or give us a call to answer any of your questions. I know with the rain this year pastures are in pretty good shape. But now with things drying out, we have bulk creep available for the calves, and yes, we still offer delivery if anyone is interested. If some of your pastures are getting thin and you are looking to stretch your feed, we offer Ranger 20 cow cake to help with that. We carry that year-round in bulk or in a 50lb bag. Later this fall we will be carrying dry distillers in bulk to be picked up at the location or delivered.

I know that grasshoppers are not a problem like they were last year, but they are still around along with some other bugs and



Jeremy Imhoff

weeds. The Elgin location now offers custom application of fields for weeds or insects. If your fields are past the time that a ground sprayer can get in the fields, we can get it done by an airplane too. Just give us a call or stop in at the elevator and talk to Ashley. She can take care of whatever the situation calls for. Also, we will be offering fall burn down custom application if anyone is interested in that.

Finally coming into harvest time, it is time to service all the harvest equipment. Just a little friendly reminder that we have a good selection of Cenex oils, lubricants, and grease available to make the equipment run correctly for you during harvest. We have a good selection of oils in 2.5gal jugs and a small selection of oils in 55-gallon drums. If you are looking for any bulk fuel or any bulk oil, you can always contact our Lemmon or Dickinson location and they can assist you with that. We have just completed our propane summer fill for home heat. If we missed you, or you were not on the list, please give us call, and we can still fill you up before the snow flies. I hope everyone has safe and plentiful harvest this year.

Jeremy Imhoff, Manager
Elgin SWG

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



Payback® Head Start Benefits:

- Complete package of protein, energy, trace minerals and vitamins
- Consistent formulation and performance
- Excellent choice for early weaning calves
- Feeding program transitions calves to homegrown feedstuffs
- Highly digestible fiber sources
- Optimize dry matter consumption for reduced cost of gain
- Pelleted concentrate eliminates sorting and digesting upsets
- Proper nutrition to assist animal's natural immune response
- Reduce number of sick calves
- Respiratory, Cocci medication optional



Heather Dykins

Head Start and the "Why" behind it

Most of you have probably heard of our weaning product called "Head Start". This is a 28-day program that is jammed packed with Availa 4 trace minerals (helps decrease death loss by 20% and increase ADG by 0.10 lbs), two kinds of yeast for digestion, and highly digestible fiber. Plus, it can also include an ionophore (Rumensin/Bovatec) for cocci prevention and increased feed efficiency and many decide to add CTC to prevent that nasty pneumonia at weaning time.

With Head Start we can get calves gaining 3.5 lbs/day within 2-3 days of weaning. Instead of dealing with those calves walking around the pen, bawling, breathing in the dust for 10-14 days and losing weight before we get them to start gaining weight.

I bet now you are wondering "Well what does it cost?" The Head Start 28-day program is about \$42-\$45/head.

The best quote I hear when on this program is "**once you start it, you will never wean without it again!**" It is that good!

Contract period, aka best price period, is the end of August to beginning of September. So, let's not miss this opportunity for you to have the healthiest calves you have ever had!

Do not forget about September Mineral Promotion Month

Contact myself or your local SWG and we can help you out!

Thank you for your continued business – you all make my job the best!

Heather Dykins
CHS Nutrition Consultant
701.320.8947

New Manager at Richardton

Hello, my name is Jeff Fisher. I am the new location manager for the Richardton SWG location. Here is a little bit about myself: I grew up and graduated from Baker, Montana. I went to college at Dickinson State, where I played football and threw in track. While I was still in college, I had the opportunity to start working at Southwest Grain. In total, I have worked at Dickinson Agronomy for eight years. While working at Agronomy, I have operated a spreader, soil tested, helped load grain trains, loaded fertilizer, and delivered chemicals, feed, and fertilizer. I look forward to meeting and working with you and to MAKE RICHARDTON GREAT AGAIN!

Jeff Fisher, Manager
Richardton SWG



Jeff Fisher

Supplementation Required

As we enter fall, we look at options to extend our grazing. You may have pastures with dried down grass, corn stalks, or something else that you would like to utilize for grazing this fall and winter. For many of these options the forage is dry and lacking vitamins, minerals, and protein. It is high in lignin too. The lignin makes it very hard for cattle to break down and utilize it. These types of forages require protein, mineral, and vitamin supplementation. The protein and trace minerals feed the rumen bugs which helps break down and digest that rigid, woody forage. Without active and healthy rumen bugs, the fiber cannot be fully digested, and it will pass through the cattle in their manure. Have you ever noticed your cattle's poop start to stack up and not spread out like a normal cow pie? If so, that is the fiber passing through undigested. The cattle can ingest it but not break it down to utilize it. If this goes on too long, you will start to notice your cattle losing condition.

Let SWG help! There are many options for protein, mineral, and vitamin supplementation during the late grazing season and winter months.

Smartlic: Nutritionally engineered tubs to meet all of your cattle's needs.

- a. Variety of protein tubs to fit your needs
- b. Include the daily minerals and vitamins
- c. Labor saving
- d. Help utilize area of the pasture that they would be less likely to visit

Payback: Three different products to provide protein and minerals to your herd.

- Opti-Pro Range 80 chelated is a loose mineral
 - a. Free Choice Mineral with 80% Protein



Sarah Thompson

- b. Safe slow-release Urea
- Payback Liquid Feed
 - a. Forager Liquid designed for grazing
 - b. Lick tanks for free choice feeding
 - c. Pouring bales prior for feeding or grinding
 - d. Increase palatability and nutritional content
- Payback Cake Products
 - a. Provide extra protein and minerals
 - b. Use to replace forage
 - c. Payback cake is a great way to fill in the nutritional gaps

It is our goal to help our livestock producers effectively utilize what feeding products you have and to ensure the health and longevity of your cattle and operation.

Contact your local Southwest Grain with any needs or questions for your Farm & Ranch

Sarah Thompson
Feed Consultant
Lemmon Terminal

Hello from Hettinger

We are looking for help. We are looking for someone with a CDL, the ability to lift 50 lbs., and some computer knowledge. Southwest Grain has great benefits from insurance to profit sharing. If you are interested or know someone that might be interested, head to CHSInc.com and apply under the careers tab.

Harvest will be here soon. We will have room for Spring Wheat. We are planning to take corn this fall. Please give us a call before you haul.

Mother nature has not given us an over abundance of rain this year. This has turned the pastures brown, and therefore creep feeding is something you should think about. This will help not only the pastures, but also to add weight added to your calves before you sell them.

Flies, Flies, and more Flies! We have all your fly control needs from the pasture to the yard. Back rubbers, oil, pour-on's and sprays, CV-80 for the barnyards, and tempo for the yard. We carry Smartlic tubs and loose mineral with fly control. So, there is no



Suzie Reuther

need to be buzzed by those nasty flies. Stop by and pick up your fly control needs today.

Our Fiscal year ends in August. Thank you for your patronage this past year and we look forward to doing business with you in the months and years to come.

Suzie Reuther, Manager
Hettinger Elevator

THANK YOU FARMERS/RANCHERS



SWG Petro Department

Interesting Note: Did you know **30-Gal Drums** are disappearing? Due to mar-



ket/manufacturing usage and supply chain/staffing, the production and use of 30-gal drums is on the decline. So much so, most of the major oil companies, including Cenex, are slowly running out of inventory that is not getting replaced. To this day we have a small supply, but 6-8 months from now, we will be out as well. 55-gal drums, bulk, 2.5-gal jugs, quarts, and 5-gal buckets are the sizes that will be available. No matter if we like it or not, this is a reality coming at us shortly.

Energy at a Glance:

- **Propane:** Summer fill has pretty much ended now and tanks in the country should be on the fuller side moving into fall and winter. If you still have not been filled up, call your location, and get on the list today.
- We will be offering winter propane contracts. This will be coming out shortly for both residential use and drying of crops. Call your location to inquire on

these contracts. We will be calling those who have contracted in the past to see if there are any needs.

- Another wonderful program we have for those with a tight budget is "Budget Billing". This is a nice way to spread out your propane and heating fuel financial needs through a monthly payment option. Visit with your local service rep about all the beneficial propane programs we have just for you.
- **Propane Monitoring:** this is becoming very popular. At no charge to you, we are able to place a cell phone monitor on your tank and keep you full. The goal is to ensure you do not run out of propane. With a link provided, you can see your tank level from anywhere in the world. Our drivers are watching your level too and making sure you do not run out of propane. It seems to always happen at the most inopportune times though!
- 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:** Gas and Diesel prices are much more volatile than 10 years ago. Markets can, and do, move up and down .10-.15 from one day to the other. This happens more frequently than in the past. Fuel contracting options are a way to navigate these volatile markets, but one must be ready to take them on short notice. Never contract 100% of your needs! As the markets move, this could mean 100% in the wrong direction. We suggest 60%-70% is a safer option and does not leave you so exposed should the market turn the other way. Currently futures still show December to February as the best times to take product or to fill tanks for Spring. This can always change, so check with the Petroleum department for current market conditions and outlooks.

- **Lubricants:** Starting traditionally in November through the end of February is SWG oil sale. Barring anything strange happening, that will be the case this year. This is the best time of year for prices and availability, so think about this for topping off or filling your bulk oil, hydraulic, and shop tanks on lubricant products.

- **Equipment:** We have a good supply of both Fuel and LP tanks in stock. From 500-gal to 2000-gal is standard. We are also selling a good number of 300-gal tanks for those smaller bulk products like gas or clear fuel for the Hobby farmer or for convenience of avoiding going into town. Supplies on tanks come and go, so call today to get the most current availability and prices.

- **Fuel Pumps & Accessories:** Fuel



pumps are a big part of our SWG Petroleum store. We sell many every week. These are the top-of-the-line,



Jared Bookhardt

heavy duty, contractor grade fuel and gas pumps. They range from 15-35 gpm and 12v to 115v versions. They also come with a 5-year warranty. This is unheard of in the world of equipment. If you have an old Gas Boy, now Fillrite pump, or are having issues, come stop by our store in Dickinson or request them at your local location. A strong working fuel pump keeps peace of mind when you need the fuel in your equipment.

- **CES:** For those who have not met them or know, we have two new sales staff for the SWG Energy department. **Mary Schaan** and **Dalton Soehren**. Natives of the Killdeer and Dickinson areas, these two will be able to help you with your questions on Fuel, Lubricants, and Propane! They will also be able to help you with any contracting questions, so please call today and ask for Mary or Dalton!

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

Jared Bookhardt, Manager
701-483-5157

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

Greetings from Southwest Grain in Lemmon

At the time of this newsletter, winter wheat harvest is wrapping up and spring wheat is just beginning. The winter wheat was very good with yields reported as high as 80 bushels and the quality was relatively good. The initial spring wheat reports have been promising as well. Recent rains have delayed things a bit on the spring wheat, but they were badly needed for the corn and sunflowers showing signs of drought stress. The upcoming forecast does show warmer and dryer conditions. Hopefully we will be able to get this wheat crop off in a timely manner with no quality issues.



Brannon Peterson

Canola harvest is also approaching quickly. Southwest Grain Lemmon will be handling canola. It looks like canola yields could be high again this year. Canola prices are stronger than most other commodities and canola could provide a good economic return for growers. Our local area has been predominantly sunflowers in the past, but canola is taking more acres the last few years. That trend will likely continue with the yields we keep producing.

Lemmon will be going to a harvest schedule with grain being dumped on the weekends. Our location is relatively good on space going into spring wheat harvest. Hopefully we can load trains throughout harvest to keep temporary storage to a minimum.

Fall spraying season will soon be upon us once this wheat is off. It can be a hard decision to spray in the fall when commodity prices are as low as they are now. Please consider a fall burndown if

possible. Resistant kochia is becoming a bigger problem everywhere in our trade area. A fall burndown can prevent kochia from going to seed this fall and provide dividends in next year's crop. Mike and Marla can help you with any of your fall burndown needs.

Creep feed season is in full swing now that we are into August. Lemmon is bringing in several semi loads per week. Strong calf prices should produce a good return on creep feed this year. Please contact Sarah Thompson to schedule any creep feed or other feed deliveries.

On behalf of Southwest Grain Lemmon, I wish everyone a safe and productive harvest season.

Brannon Peterson
Location Manager
Southwest Grain-Lemmon

Hello from employees at Regent

Harvest is here! Hopefully the weather starts to cooperate so this crop can be harvested. We moved most of our spring wheat to the terminal, so we will have space for harvest. We have a delayed price program available. For the Ranchers, we have a good supply of animal health products, and also have prescription drugs and fall vaccines. We have a good supply of Smart Lic tubs too. If you're worried about your water not being good, we have a tester available. Have a safe harvest. Thanks for patronage.

Terry Hartman, Manager
Regent Elevator



Terry Hartman



Harvest Full Swing



Harvest should be in full swing by the time you are reading this. Winter wheat harvest is done and looked great! There was really nice color and average protein for winter wheat. When I talked to producers about how it was running, everyone agreed that the yields were good. We saw a little bit of new crop spring wheat. This spring wheat has surprisingly high protein but lower test weight on the early planted stuff. We are trying to get the elevator empty for harvest, but it is becoming difficult with the amount of binned grain coming in and the poor performance from the railroad. We plan on running longer harvest hours and weekend hours at the Boyle Terminal, depending on the room situation. We will constantly keep an update on the trains and room via text and the website. If you do not have the text updates, I recommend calling the office and asking Kayla to sign you up for free.



Christopher Scherr

It is ready for full swing harvest. Hours will change there as well for harvest depending on the room situation.

We have a new employee at the Boyle Terminal. Let's welcome Marquis Vaughn-Erickson. Marquis graduated and played football for New England. Marquis worked for Beach Co-op agronomy before coming here. He likes to hunt, fish, and online game. Make sure you stop in and say hi.

Any questions or concerns, please feel free to contact me. Thanks for all your patience and continued business with us. Have a safe and bountiful harvest.

Chris Scheer
Sr. Operations Manager,
Taylor/Dickinson Terminal

Hello from Belfield



Mark Baar

before harvest. We spent time getting things ready for harvest by cleaning out all the bins making room for this year's crop. Belfield hopefully will have a good harvest if the severe weather stays away.

We have a good supply of twine and net wrap on hand along with animal health products, salt, and mineral. We have calf creep B68 on hand for all of your creep feeding needs. Calf creep is a cost-effective way to fill the nutritional gap between the calf's nutrient requirements and the pasture diet. We also have IGR products on hand along with dust bags, and back rubbers, and dust and sprays to help combat horn and face flies. If there is anything you need, stop in, or give us a call. Your business is always appreciated. Have a safe harvest.

Mark Baar, Manager
Belfield Elevator

It was a busy spring planting season and summer is moving along quickly. Winter wheat harvest will be underway soon. With how the heat wave at the end of July affected the crops, more rain will be appreciated

GRAIN DIVISION REPORT

New Voice

Harvest is upon us. Southwest Grain is doing what we can to keep space available. Hopefully the trains and cars we have coming arrive timely.

The harvest delayed pricing program for spring wheat, winter wheat and durum has a service fee of \$.08/bu./month with 15 days free, retroactive to day of unload if not sold in the 15 days and priced or pay your storage and roll by 5/31/2025.

You may have noticed a new voice on the phone when calling in to the grain marketing office at Southwest Grain or calling you to discuss your grain marketing ideas. That new voice is Caleb Hauck. Caleb joined Southwest Grain June 1, 2024, as a Grain Originator. Caleb comes from a farm and ranch in Forbes, ND and is a graduate of NDSU...GO BISON! If you are in the office stop in and meet Caleb. He will also be making phone calls and farm visits to help



Brian Fadness

with marketing your grain.
Stay safe and have a good harvest!
Brian Fadness, Manager
Grain Division

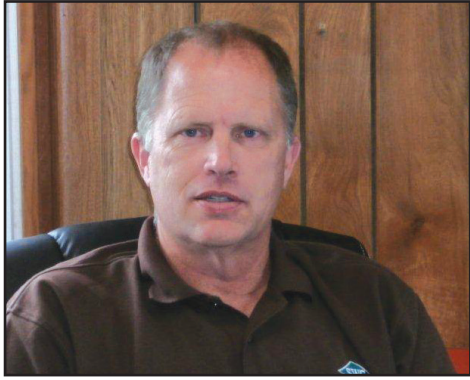


Caleb Hauck



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

Good Time For Creep Feed



Larry Doerr

Smartlic tubs with some sort of fly control. We can deliver any of that to you if you would like. Also, the protein tubs and stresslic tubs have been popular already as there is not a lot of quality grass left out there.

I wanted to say that with the grass situation like it is, it would be a good time to talk about creep feed for the calves. There are several reasons to put creep feed in front of your calves. Creep feed will stretch your grass, calves will eat up to 40% less grass, and they generally will be 70-100lbs heavier at weaning. With less stress on the cow, she can go into winter with a healthier body condition score. If the calf is eating creep before weaning, they will know what the feed bunk is all about at weaning and will start on feed faster therefore remain healthier. At about \$0.15/pound for creep, the cost to pound of gain ratio is way under a dollar. So, with today's calf prices, it just makes sense. We still have a couple of feeders here, and if not we will find something. If you are interested, just call and it is not too late to start. We have contract pricing on Head Start and Bull Challenger also for Fall and Winter. Cattle cake and Ranger cake are available in bulk. Just give us a call and we will get pricing for you.

All of our ultramin mineral is getting changed over to the Elite program. That will provide an improved trace mineral absorption and immunity. Check out the inventory of Ultramin Elite 12-6 and Ultramin Elite 12-12 minerals at Southwest Grain today.

We have entered another busy time of the year. Everyone should take that extra step to be safe out there. Thank you for your business.

Larry Doerr, Manager
SW Grain, Reeder

The entire trade area seems to show the effects of the lack of June and July rain and with the hot weather we have had. You could about see the pastures dry up as the small grains turned. This last week we got some pretty general rains that really made things look a little better. Of course, harvest time is here, so mother nature threw us a curveball and decided to cool things off by about 30 degrees. Maybe in the next couple of weeks it will get back to normal. We are interested to see what the canola does this year. It looks like it should be a great yield so far, but we just need to get it in the bin.

We are not seeing bugs in the sunflowers yet, but when you do make sure you contact us about lining up some chemical application for you. We can line up aerial spraying as well as ground application with our own equipment. We have insect control chemicals here for the yard, garden, and your crops. Give us a call to get you what you need for that.

If the flies got ahead of you again this year, stop in at Southwest Grain and see what we have for mineral, salt blocks, or



DESIGNED FOR
**PERFORMANCE &
RECOVERY, OR FOR
BREEDING STOCK &
GROWING YEARLINGS.**



Agriculture Word Search

M	E	H	C	Y	I	E	L	D	D	A	E	R	E
U	E	A	U	B	S	R	T	E	B	E	D	E	A
R	L	R	R	T	I	U	R	E	U	L	I	F	A
U	A	V	R	W	S	A	E	A	R	R	C	I	I
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- TWINE
- ALLEGIANT
- HERBICIDE
- HEIFER
- FORAGE
- DURUM
- HAYBALE
- YIELD
- ACRE
- BASIS
- HARVEST
- TRACTOR
- BUSHEL
- AUGER
- FERTILIZER

SAFETY..... Grain Bin Entry



Nikita Lorenzen

Flowing grain is dangerous and behaves much like quicksand. In four seconds, a full-grown adult can sink knee deep from the suction of flowing grain. In just 20 seconds, they can be completely buried.

Safety precautions to prevent grain-related incidents include:

1. Manage grain to prevent spoilage – The most common reason people enter bins is to

address problems associated with spoiled grain. To reduce the chance of grain spoilage:

- a. Maintain aeration equipment in working order.
- b. Check the structure to identify and fix roof leaks.
- c. Store grain at the correct moisture content and temperature to prevent grain from spoiling.

2. Work from outside the bin:

- a. If clumps or crusts develop in the grain, use a pole from outside the bin to probe or knock the clump free.
- b. Restrict access to bins, storage structures, and outdoor grain storage piles.
- c. Post signage and lock access doors so unauthorized persons, bystanders and youth cannot enter.

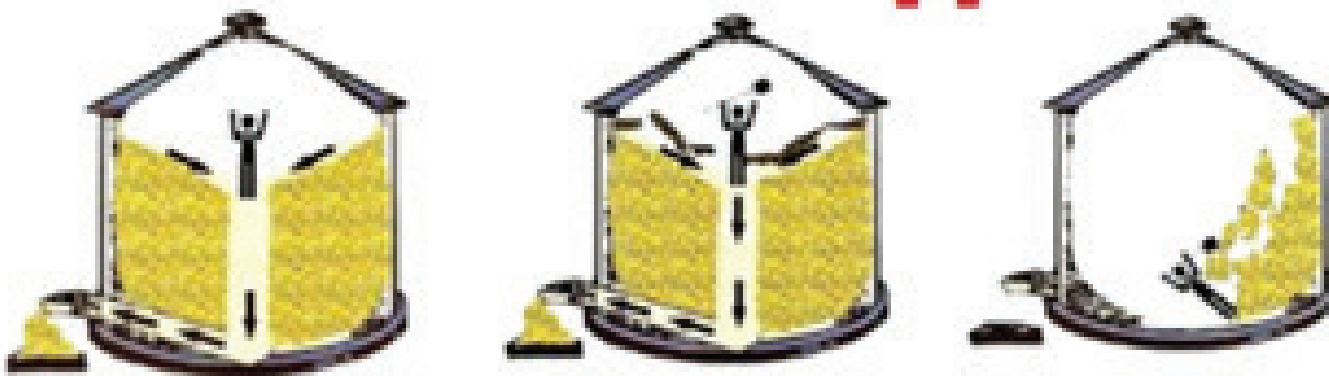
3. Create a safe environment on your farm:

- a. Provide training to your workers on the farm on the dangers of grain handling and what the safety precautions are.
- b. Have an emergency rescue plan in place.
- c. Shut down and lock out all grain handling equipment and turn off all power sources when not in use.

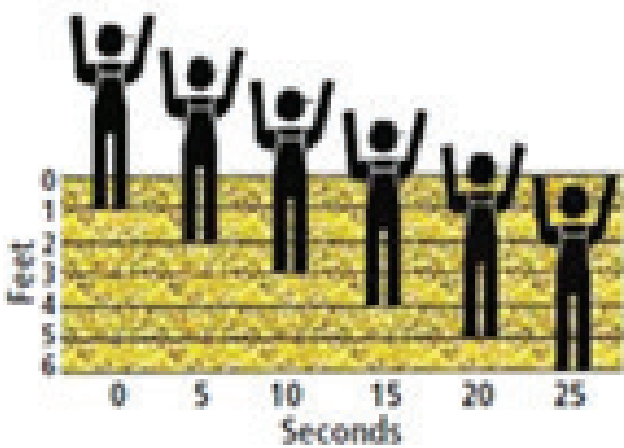
4. Take proper safety precautions if you need to enter the bin:

- a. Always visually inspect the grain bin or storage before entering it.
- b. **Never enter alone. Have at least one person in a safe position watching you and there to help in case something goes wrong.**
- c. Use fall restraint equipment when entering the bin. I know on a lot of farms this isn't the case, but a harness and lifeline can save your life.

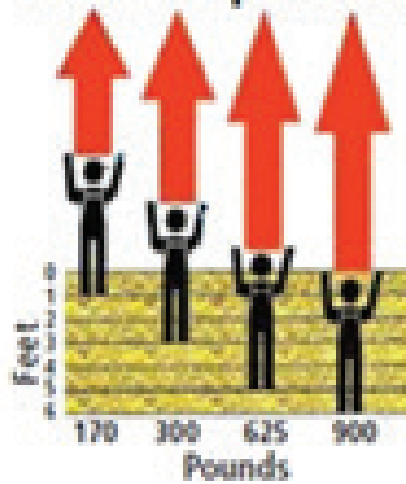
How does it happen?



How fast does it happen?



What does it take to pull out a 165 lb. person?



You can't save yourself!

Nikita Lorenzen
Safety Manager



Be sure to take time to watch the Sun Set