

FALL 2017

www.glacialplains.com

GPC

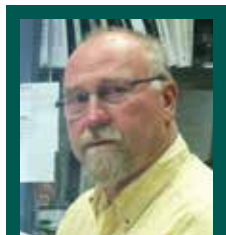
Glacial Plains Cooperative

Partners you can count on



Tour the WinField Answer Plot at Murdock any time. Contact your GPC sales agronomist.

Murdock Plot Yields Answers



LYNDON SKOGSTAD
Agronomy Manager

At this time of the year, you are probably looking at your fields and assessing their potential yields. As you do, note the strengths and weaknesses of your management strategies, including seed selection and placement, fertility program, and weed control strategy. Think about the changes you will make for next year's crop.

A challenge many growers faced this year was the difficulty of applying pre-emerge products on soybean acres. Frequent rains pushed planters out of the fields and kept sprayers from applying chemical before the seed cracked the ground.

Good planning and communication will help both you and your co-op be more efficient in future years. The sales staff at Glacial Plains Cooperative will contact you soon to evaluate this year and start the planning process.

A great resource to help you evaluate seed varieties and treatments is the Answer Plot at Murdock. You are welcome to tour the plot any time. Just contact your sales agronomist. He'll go through the plot with you.

Following the combine

GPC has a good supply of dry fertilizer in its sheds for fall application, and we've got a good start on purchasing NH_3 for fall use. Make your decisions as early as possible. Prices will be adjusted as we enter the season and need to buy more product.

Going forward, GPC will use booking contracts with terms and expiration dates. This will give us a better idea of when to bring in product and how much. We'll be more timely and efficient at sourcing competitively priced products and services when you need them.

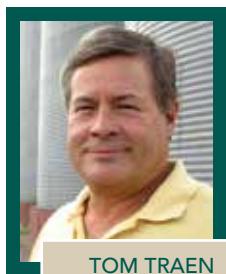
Thank you for your business. We look forward to partnering with you in the future. And remember: when you do business with Glacial Plains Cooperative, you are supporting a business you and your neighbors own, as well as benefiting the local communities we all live in. ♦

Benson – C-Store/Shop: 320-843-3999 / **Energy Office:** 320-842-5311 / **Agronomy Plant:** 320-843-4820 / **Grain Office:** 320-843-3285 /

West Elevator: 320-843-2563 / **Feed Store:** 320-843-3999 • **Clontarf** – 320-843-3949 • **Murdock** – Main Office: 320-875-2811 / **Fertilizer Plant:** 320-875-2810

• **Sunburg** – Elevator: 320-366-3456 • **Kerkhoven** – Elevator: 320-264-3831 • **Milan** – Elevator: 320-734-4435 • **De Graff** – Feed & Birdseed: 320-843-5364

Did You Know?



TOM TRAEN
General Manager

If you only do business at one or two Glacial Plains Cooperative locations, allow me to add to your knowledge of this farmer-owned company. I'll start with a few facts:

- GPC maintains 14.6 million bushels of licensed grain storage at five different locations.
- The first cooperative elevator in the area was Kerkhoven Farmers Elevator Company, established in 1907. That elevator is now a GPC location.
- GPC's biggest annual sales volume was recorded in 2013 when the co-op sold over \$198 million in grain and almost \$55 million in merchandise. The biggest net margin year, \$10 million, was achieved in 2014 when we returned \$6 million in cash to members.
- In response to volumes of regulations coming out of St. Paul and Washington, D.C., GPC now employs a full-time safety and regulations manager, Joel James.
- In GPC's first year of financing production agriculture, Aaron Vadnais has written over \$7.5 million in loans.
- GPC has sold crop insurance for the last 12 years.

GPC consists of seven departments

Our Grain Department – With elevators located in Benson, Kerkhoven, Milan, Murdock and Sunburg, this department offers storage, grain drying, on-farm pickup, brokerage and marketing advice.

Our Agronomy Department – This department, located in Benson, Murdock and Clontarf, has 34,000 tons of dry fertilizer space and received its first 65-car train of urea in June of this year. We are one of the few businesses in the area that still sell NH₃. With sales of fertilizers, chemicals and seed, along with application and the best in recommendations, we are truly a full-service agronomy business.

Our Vision Site – Located in Murdock, this is WinField United's largest U.S. research site.

Our Feed Department – The DeGraff feed mill provides grind and mix, and delivery of bulk and liquid feeds. We also bag feed in DeGraff and supply Milan, Kerkhoven, Sunburg and our Benson Country Store with bagged feeds. Beef, dairy, swine, poultry and many other feeds are available at these locations.

Our Energy Department – Located in Benson, this department delivers fuel, gas, LP, oil and antifreeze in bulk quantities. At Milan, we operate an unattended gas and diesel station. We also offer

LP contracts, safety checks and tank installation.

- By the way, did you know propane furnaces create a warmer heat than their electric heat pump counterparts? They also last 20 years on average, while electric heat pumps last an average of 12 years.
- Propane, when compared to other energy sources, is better for the environment. It is portable and can go anywhere at any time. It is distributed through 56,000 miles of pipeline to nearly 6,000 retail dealers nationwide.

Our C-Store – The Benson C-Store provides gas, diesel, DEF, kerosene and LP for vehicle use, as well as convenience foods and grocery items. The deli serves breakfast, lunch and dinner daily.

Our Shop – This facility, located in Benson, does alignments, tires, brakes, radiators, batteries, transmissions, exhaust and injector repairs, as well as classic car restoration. The tire truck is available to repair and replace ag tires in the field and on the farm.

Our Bird Seed Department – Last year, we made and sold about 8,300 tons of birdseed. That's 345 semi loads or 332,000 fifty-pound bags.

Now that you know more about Glacial Plains Cooperative, I hope you are proud of what you and your neighbors accomplish each and every year as you support this unique organization.

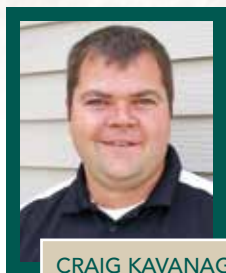
Thank you for your patronage. ♦



Manager Tom Traen presents a \$1,000 check from Glacial Plains (matched by another \$1,000 from CoBank) to members of the KMS FFA. Left to right are Logan Rozeboom, Hunter Petersen, Tom, Alexis Ost and Halle Walsh. Glacial Plains and Co-Bank believe it's important to support youth interested in agriculture in West Central Minnesota.



Markets Unchanged as Harvest Approaches



CRAIG KAVANAGH
Grain Merchandiser

In my last article, I mentioned how corn was range-bound for the last six months. Nothing has changed since then. The December corn range has widened slightly to a 40-cent trading range: \$3.75 to \$4.15. We managed to trade both sides of that range during the month of July.

During this period, the funds have gone from record shorts to longs and back to shorts. The only problem is, they got short at the lows and long at the highs, which is not the way you want to do things. Weather has been the main driving factor and creates a great amount of volatility. The markets react to each daily forecast like clockwork.

In its June 30 report, the USDA raised corn acres to 90.87 million and bean acres were guessed at 89.5 million. Many experts expected corn and bean acres to be split 50/50 at 90 million. Bean stocks were about 20 million bushels light of the average guesses, as well.

On lower acres and lower stocks, soybeans managed to bounce \$1.20 from June 30 to July 11. At 5.225 billion, corn stocks on the June 30 report were 100 million bushels over the estimates. Between the higher acres and the higher stocks, there was nothing friendly in this corn report. Yet, corn rallied 35 cents from June 30 to July 11 as it followed the bean complex higher. That created a great selling opportunity.

The monthly July 12 USDA report was next. This time, the Dakotas had major dryness. Ideas were tossed around about a one- to two-bushel drop in the national corn yield; however, the USDA has always been slow

to decline yields this early in the year. This time was no exception. They left the corn yields unchanged at 170.7 bu/A and beans at 48 bu/A. The reaction to that report was nearly a full retracement of the 35-cent rally in the corn market and a 50-cent pullback in beans.

As we have now worked through the month of July and into August, we have built more weather premium into the markets, as we try to define where our yields should be. We know we have pollinated much of the corn crop during the brunt of the July heat, which is never a good thing. There are many pictures on twitter of tip back and poor pollination. The Dakotas, Western Iowa and Kansas remain problem areas. Unlike last year, the growing season is far from perfect.

The Aug. 10 report should be more accurate, as it is survey-based, but it is still early. Experts are guessing corn yields from 160-170 bu/A. Any bean yield guess is too early to tell. August is the most important for weather, as we are setting pods. It will be December before we get an accurate answer on yields.

Harvest approaches, and Glacial Plains Cooperative's grain crew is gearing up for another great season. With the big carries in the market and the poor demand for old crop corn, storage will be at a premium this fall. Be on the lookout for our 2017 Harvest Policy. There will be a few small changes, but nothing too pressing. For information on our new truck program for hauling grain off the farm, please check Doug Kavanagh's article on page 8.

Have a safe and successful harvest. Give GPC a call if we can be of service. We are Partners You Can Count On! ♦

Proposed N Rule a Game Changer



DUSTIN SKOGSTAD
Agronomy Operations
Manager

The way things look at the state level, this could be the last year many fields in our area can have nitrogen applied in the fall.

A new nitrogen rule, proposed by the Minnesota Department of Agriculture, would

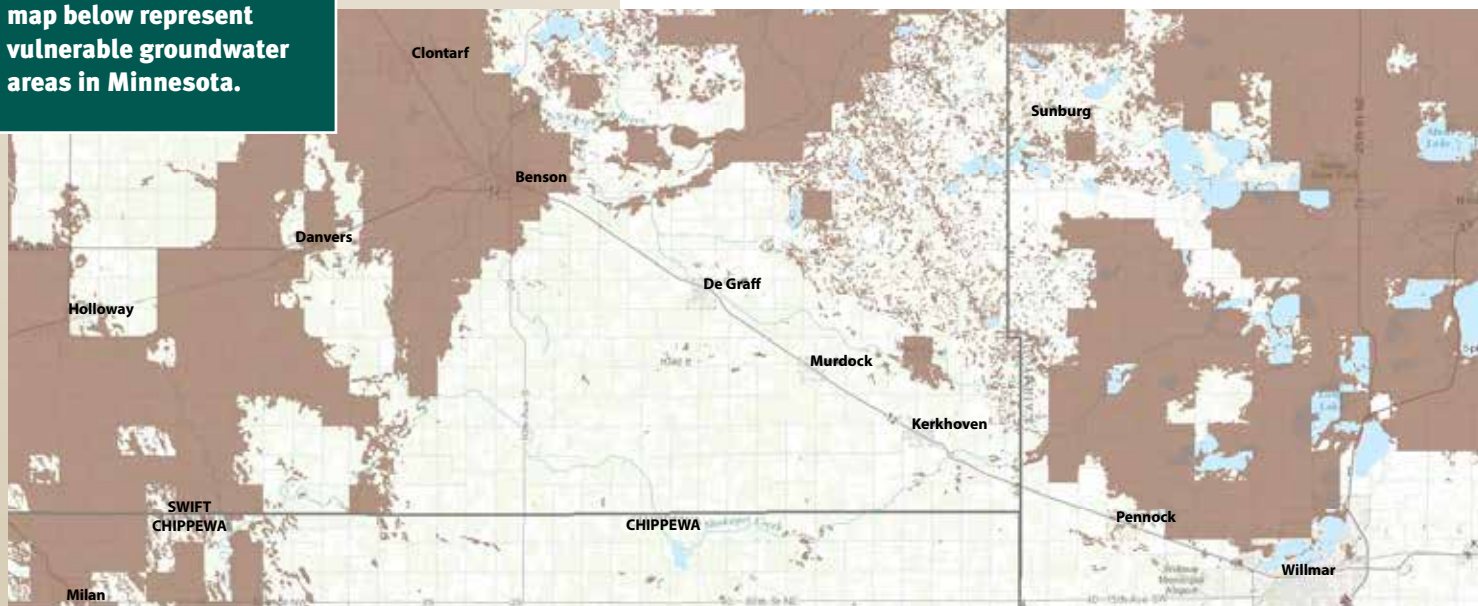
virtually eliminate the fall application of N on soils in vulnerable groundwater areas. *See shaded areas in the map below.* If this proposed rule becomes regulation, it will drastically affect how Glacial Plains Cooperative applies fertilizer for you.

We do not know the full extent to which it would affect the way you farm and the way GPC operates its agronomy services, but we do know it would be a sizeable challenge to spring-apply all of the nitrogen your crops need.

I encourage each of you to talk with your state representatives and let them know about your concerns.

To learn more, please check the Minnesota Department of Agriculture website: <http://www.mda.state.mn.us/nfr>. ♦

The brown areas in the map below represent vulnerable groundwater areas in Minnesota.



Proven in the Lab and Field



SHAUN STOTTLER
Benson Energy
Manager

Diesel fuel is diesel fuel, right? Wrong! Glacial Plains Cooperative can provide you with a premium diesel fuel that is not your typical No. 2 diesel fuel.

Today's diesel engines use high-pressure, common-rail (HPCR) direct-injection technology for significantly greater efficiency than conventional diesel engines. The high temperature and pressure these engines operate at can literally cook

typical No. 2 diesel, resulting in fouled fuel that can damage engine parts.

Cenex® Ruby Fieldmaster® Premium Diesel has been enhanced to provide optimal performance for high-tech engines, including those that need to meet Tier IV Final EPA emission standards. In more than 14,000 hours of grueling, real-world tests, Ruby Fieldmaster prevented injector fouling and filter plugging while delivering premium power and fuel economy.

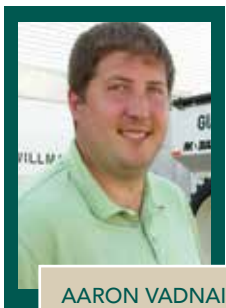
Compared to typical untreated No. 2 diesel fuel, Ruby Fieldmaster:

- Reduces downtime and costly repairs
- Improves fuel economy by as much as 5.0 percent
- Increases power by up to 4.5%
- Boosts lubricity by 10% to 15%
- Extends life of injectors and injector pumps
- Provides quicker, more efficient starts with a higher cetane number (typically, 47-49)
- Reduces maintenance costs
- Cleans up and prevents injector fouling in 2007 and newer engines

Please call Adam Wilbur, Benson Energy's certified energy specialist, at 320-557-5151, to help us help you become more profitable. ♦



Cut Costs by Ordering Early



AARON VADNAÏS
Financial Services
Manager

With commodity markets continuing to be depressed, everyone is looking for ways to save money. One big way to cut your cost of production is to plan ahead. I don't just mean you should plan what you will plant in 2018, but that is part of it. You also have to be proactive and book your seed and chemicals early, to reduce expenses and improve margins.

You may be frustrated at my suggestion that you sit down and make decisions earlier and earlier. The fact is, that's what your local cooperative is being asked to do by the processors and manufacturers.

Gone are the days when seed or crop protection companies will generate a pile of inventory and then try to sell it. These days, processors and manufacturers operate on a "just in time" basis, which means they will only make what they have orders for, and they want us to take it off their hands right away.

That's why they offer such deep discounts for early orders and why we're passing these discounts on to you, if you order early. Here's just one example of many programs being offered before harvest.

Monsanto is offering an 8% cash discount on early orders of DeKalb® and Asgrow® Seed, Acceleron® Seed-Applied Solutions, Monsanto® BioAg products and Monsanto Crop Protection for Corn and Soybeans. Can't pay cash? Here are Monsanto's terms if you finance your order through John Deere Financial and delay payment until November 2018:

- Order by Oct. 13, borrow at a fixed rate of 0% and you lose only 3% of the cash discount.
- Order between Oct. 13 and Nov. 21, borrow at a fixed 0%, and you lose 4% of the cash discount.
- Order between Nov. 21 and Jan. 22, your loan rate is still a fixed 0%, but you lose 6% of the cash discount.
- Order in season, your loan rate is now Prime 1, and you lose all 8% of the cash discount.

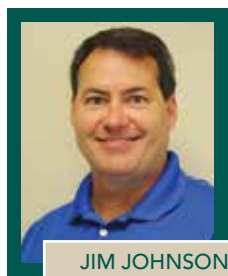
This program is just one example of many. Starting this month, WinField®, Bayer, BASF and others offer similar finance programs. We'll post them at www.glacialplains.com. Check them out. The bottom line is, if you're serious about cutting expenses, sit down with your agronomist and figure out what you need for 2018—before the 2017 harvest.

By ordering before you climb in your combine, you'll have the best chance of getting exactly what you want to plant. Best of all, you'll reduce your costs in this depressed market. ♦

CREDIT REMINDER

Glacial Plains Cooperative has been charged by your elected board of directors to closely enforce our credit terms, to protect the members' equity. Terms state that account balances are due by the 15th of each following month. If you do not pay your account by the 15th, you will be listed as a cash customer. To avoid this, ask your agronomist or call me at 320-875-2810 about optional financing through CHS, Farm Credit and John Deere Financial. There are ways to make sure you get your 2018 seed and chemicals for a good price, even if you haven't harvested your 2017 grain. ♦

Wondrous Weed-killing Technology



JIM JOHNSON
Clontarf Location
Manager

Spring fertilizer, seed, and pre-emerge crop protection products went on fast and hard this spring. Glacial Plains Cooperative's growers have a lot of planting capacity these days, WOW! I thought the employees at GPC agronomy locations worked well as a team this spring.

Crop protection strategies

Having a wide variety of crop protection products scattered across our three locations is helpful. GPC rarely runs short of products in-season, even on the weekends. Every year I get the question, "It's going to rain soon—do I keep planting or spray the fields already planted?" My answer . . . SPRAY. Go out of your way to get a pre-emerge chemical on every acre, especially the soybeans.

I'm becoming more of a believer in post-emerge products with a month of residual, even after a pre-emerge product has been applied. This year, we saw a certain amount of slow chemical metabolism right after the first post-emerge application to soybeans. Some of the pre-emerge products applied near the end of planting didn't get enough early rain to activate. Unfortunately, some weeds were able to break through.

Remember, August is still a great month to take note of weed control for all of your fields, especially the fields going to soybeans the following year.

New soybean solutions

This was the first year growers were able to plant and spray the Roundup Ready 2 Xtend® soybeans. Yes, we still have to manage off-target movement of dicamba as we did in the past. We currently manage the movement of Roundup® and other chemicals. We just don't notice it as easily due to the number of fields with tolerance

to Roundup, like Roundup Ready sugar beets, corn and soybeans.

Glacial Plains applied XtendiMax® on local fields this year. Remember, neither the XtendiMax nor the Liberty® chemistries will solve everything. We still recommend a pre-emerge followed by post-emerge product with residual on all fields.

The main comment I hear on the Xtend system is that you don't burn the soybeans after they are up. They look good and grow very well due to no burn.

Harvest will soon be underway. If they yield like they look, I can see more Xtend beans planted every year. All of the soybean breeding is for Xtend and Liberty Link soybeans. Therefore, there is a better chance of higher yields with these systems. New breeding equals better IDC tolerance for the Xtend beans.

Traited corn hybrids retreat

The selection of new corn hybrids for 2018 is not as great as it has been in previous years. We are seeing more VT Double PRO® (non-rootworm) hybrids showing up in the seed guides. Rootworm pressure has been quite low this year compared to previous years. Insects have their cycles and most of it is weather-dependent. In 2018, I wouldn't plant according to this year's insect pressure. In case rootworms come back, I recommend some rootworm corn in the ground verses depending on insecticide which offers less control.

The supply of corn seed has been getting better every year, which is a good thing if you want to plant specific products. Please call or send a text/email to your Glacial Plains agronomist, if you see a hybrid doing very well in your fields. If you order early, we will try hard to get you the seed and size you want.

The earliest seed discount we see offered, as of this writing, is Oct. 13 through John Deere Finance. It's earlier than last year and up one percent. Jump on it! ♦



Burndown Scheduled End of August

The Glacial Plains Country Store will host its annual Burndown Day, Thursday, Aug. 31, from 10 a.m. to 2 p.m.

A representative of Dairyland Laboratories, Inc., will be at the Country Store that day to check the moisture content of corn. Cut three-to-four stalks six-to-eight inches above the ground and bring them to the store for analysis. You'll have the results before you leave.

Throughout Burndown Day, Glacial Plains will have the silage inoculants you need and the staff on hand to talk about putting up good silage.

New creep feeders

The Country Store has a line-up of new creep feeders in the parking lot across Highway 12 from the Benson C-Store. These Patriot Creep Feeders feature spring-loaded gates, easy-open covers, and jack handles to crank the feed trough up and down.

Check the Benson Country Store for:

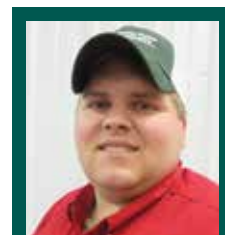
- **Fencing**—Our inventory includes gates, cattle handling equipment, chutes and feed bunks.
- **Protein Tubs**—For when the grass starts getting short, we stock a full-line of protein and stress tubs including Stockbusters 30, BGF 20 and HE 20.
- **Twine**—We carry the net wrap and twine you need for baling corn stalks, at all three locations: the Benson Country Store, GPC in Kerkhoven and GPC in Sunburg.

Winning show feeds

Your Glacial Plains Country Store offers a full line of show feeds. This year's county fairs and achievement days are behind us, dead ahead is the Minnesota State Fair and the Beef Expo is coming up in October.

Better yet, start now to prepare next year's project. We have the top quality nutrition you need for all species, and we'll return 50 cents per bag to your 4-H organization.

See Nathan at Benson, Steve in Kerkhoven and Jeff in Sunburg. ♦



NATHAN NELSON
Sales Specialist



RANDY SIMMONDS
Feed Division Manager



Ben Clark, Clark Dairy north of Murdock, with Champion Heifer at the Kandiyohi County Fair.



Patriot creep feeders feature spring-loaded gates and easy-open covers.



**Glacial Plains
Cooperative**

Partners you can count on

PRSR STD
U.S. POSTAGE
PAID
VISTACOMM

PO Box 47
Murdock, MN 56271-0047



Cooperative Adjusts Trucking Rates



DOUG KAVANAGH
Operations Manager

We understand the pressure to cut costs in this down economy. For this reason, Glacial Plains Cooperative has reduced our rates to haul your grain.

The rates (at right) have been reduced by approximately one-third and are effective immediately.

Can you haul grain with your own equipment for 5 cents/bu? That's our 0-5 mile rate for picking your grain up at the farm or in your fields and hauling it to the nearest GPC location.

At harvest, we'll need 48 hours advance notice to meet you in your field or at your bin-site. We'll truck your grain on a first come, first served basis—so the sooner you book the better.

GPC is owned by you and other agricultural producers

and operated for your benefit. If you aren't profitable, we won't be either. So, if we can help you during these tough economic times and keep your grain local, it'll benefit all of us.

Got a question about our On-Farm Hauling Program? Call me at 320-875-2811. ♦

GPC ON-FARM HAULING PROGRAM

<u>MILES</u>	<u>CENTS/BU</u>
0-5	5 cents
6-10	6 cents
11-15	7 cents
16-20	8 cents
21-25	9 cents
26-30	10 cents

Based on 15-minute loading time. Rates will increase 1¢/bu for each additional 1/4 hour required to load. Miles are one-way to the nearest GPC location.