

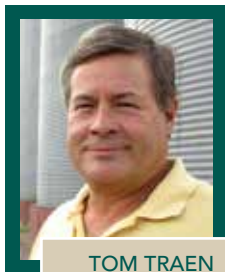
GPC

# Glacial Plains Cooperative

*Partners you can count on*



## Your Partner for the Next 100 Years



**TOM TRAEN**  
General Manager

With so much noise coming from every direction about politics and policies, riots and wrongdoings, low prices for commodities and high prices for inputs, it's hard to be very optimistic. But that's not what I hear at the meetings I attend.

Today's world population is about 7.5 billion people. By 2030, the population is expected to be around 8.5 billion people, and by 2050, 9.7 billion people. Of our current 7.5 billion people, about 2.5 billion are considered middle class. By 2030, it is estimated that the world will have about 4.9 billion middle class people wanting better diets consisting of meats, grains and vegetables.

This means we can expect significant and growing demand for corn and soybeans—all very good news for production agriculture.

With the middle class doubling in the next 13 years, does

that mean our corn and soybean yields need to double to keep up? Today we have a national average corn yield of about 175 bu/A. So we'd need an average yield of 350 bu/A by 2030. Hardly believable! Yet, I can remember growing up on my family's farm in southwest Minnesota and hearing my dad say he was very happy with a 100 bu/A yield. That was 50 years ago. Today my nephew is happy with 200 bushels, and some farmers are winning contests with corn yielding over 500 bu/A. So maybe, just maybe, we can get to an average 350 bu/A in the next 13 years.

We're headed in that direction. The major seed companies are spending billions in research and development to grow bigger yields, and year-by-year we're witnessing the results of those investments.

But here's another curious fact. Did you know that in 2014, Silicon Valley invested over \$2.3 billion in ag tech? In 2015, they spent over \$4 billion, and in the first half of 2016, they spent \$1.8 billion on agricultural technology.

*continued on page 2*

# Your Partner...

*continued from page 1*

What do they see? I think they're looking at winning contest yields coming in as high as 530 bu/A. Compare those contest yields to the current U.S. national average of 175 bu/A. Maybe those tech companies think they can narrow that 350 bu/A yield gap through technology. Literally billions of dollars are at stake.

In the near future, you'll be hearing a lot more about 3D, drones, robots, smart devices, satellites, sensors, the internet of things and some items we don't even have a name for yet. A lot of different companies will want you to try their newfangled systems to grow and manage the production of your corn. They'll talk about seed and fertility management, monitoring, record keeping, data transfer, operational workflow and modeling—a lot of noise.

At Glacial Plains, we are keenly aware of all this noise, and that some of it could potentially turn into real opportunities. Many will ask you to invest in their systems, and many will disappear. But a handful will be worth trying.

That's why it is more important than ever to rely on Glacial Plains Cooperative as your trusted business partner. It's our job to filter out the noise and to bring reliable information to your farm table. We have the resources to tell you when to save your money and when to push down on the pedal, economically, to improve your yields. In the future, getting the right bushels will be as important as getting the right price.

The roots of this cooperative go back over 100 years to when the Farmers Cooperatives of Kerkhoven, Murdock and Benson were formed. Be assured that those same cooperatives, now Glacial Plains, will continue to be the partner you can count on for the next 100 years.

Thank you for your business. ♦

# New Benson Agronomy Manager



LEIF CARLSON  
Manager  
Benson Agronomy

Hello. My name is Leif Carlson. I am excited to have been chosen to lead the Glacial Plains team at our Benson Agronomy Center.

I grew up on a livestock and grain farm north of Kerkhoven. My family raised corn, beans, wheat, oats, alfalfa, cattle and hogs. I graduated from KMS High School in 1985 and enrolled at South Dakota State University (SDSU). In 1989, I earned a degree in general agriculture.

After college, I came back to the area and farmed near Murdock for 26 years. Then, I decided to look into other agricultural positions. In January of 2016, I was hired as a field and pest supervisor at Lakeside Foods in Brooten, where I worked with farmers in sweet corn and pea production. This past October, I got a call from Glacial Plains Cooperative inquiring about my interest in joining the co-op. I decided I would be a great fit for GPC and the co-op would be a great fit for me.

I have been married for 26 years, and we have three adult children. My wife, Bonnie, works in Willmar for the state of Minnesota. Our oldest son, Tyler (25), graduated from SDSU with a degree in biochemistry and is a field scientist for SGS in Brookings, South Dakota. Ashley (23) also graduated from SDSU with a psychology degree and is a social worker for Lutheran Services in Okoboji, Iowa. Zachary (20) is a sophomore at SDSU pursuing an ag science degree. He also wrestles for the Jackrabbits.

In my first months at the Benson Agronomy Center, I have spent time getting to know people and attending meetings. Our agronomy crew has been getting equipment ready and booking chemical and fertilizer for the upcoming growing season. I look forward to a busy first spring continuing the tradition of great service our co-op offers its customers. ♦

# The Leader in Agronomy Services



DUSTIN SKOGSTAD  
Agronomy Operations  
Manager

Glacial Plains is ready to service your crop input needs.

In recent years, GPC invested heavily in the capital assets of its agronomy business. Our biggest investments have been the purchase of a successful fertilizer business at Clontarf and the construction of a dry fertilizer plant at Murdock.

The Clontarf purchase added great people, an excellent facility and a well-maintained fleet of equipment to our agronomy operations. Your cooperative now has 34,000 tons of dry fertilizer storage, five blending towers and seven automated mixers between our Benson, Clontarf and Murdock plants. We also have nearly 700,000 gallons of liquid fertilizer storage.

Looking ahead to the 2017 season, GPC has added an additional fertilizer

# Tell Us What You Need for Spring

Soon you'll sow the seeds that will become your next harvest. You need to ask yourself, "Do I have everything in place for the upcoming growing season?"

If you still have decisions to make, contact your Glacial Plains sales agronomists. They will help you develop a "by-the-field" plan that includes seed placement, fertility, pre- and post-emerge treatments of herbicide, fungicide and insecticide, as well as in-season nutrient needs.

Having a plan and communicating that plan with the GPC staff will allow us to put in place the products, manpower and equipment necessary to serve you when you need them.

Currently, we have in storage most of the fertilizers we anticipate spreading this spring, with a few tons arriving at river open. *NOTE: We think the river will open on-time or early this year, due to the mild winter.*

If you will need fertilizer, specifically nitrogen, be sure to communicate your needs before spring. Global demand is up and domestic production started later than predicted. Seed corn sales are running close to last year's numbers, so there doesn't seem to be a huge switch to soybeans. This will keep urea supplies short for the northern Corn Belt. China is also short on production and looking to import tons. The key to GPC having enough fertilizer on hand is to let us know what you, personally, will need.

## We're up-to-date and experienced

At Glacial Plains, we offer the most technologically advanced equipment and an operational staff as good as

any agronomy company. In fact, we're better than most.

spreaders to its fleet. This gives us nine dry fertilizer spreaders. Our newest machine is on a different chassis and has the ability to top-dress fertilizer in crops up to 3.5 feet tall. This will be a nice option for those wanting to add some in-season nitrogen to corn.

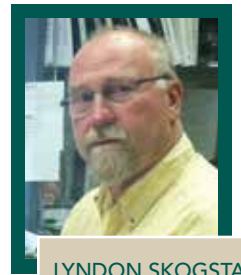
We've also added two more dry semi-tenders. GPC now has 10 semi-trailers and 10 straight trucks for dry fertilizer. We also have two 1,600-gallon delivery trucks, four 3,200-gallon trucks, and one tanker trailer for liquid fertilizer.

No one in this area has a more expansive and technologically capable fleet to assist your farming operation. No one! ♦

We've taken on the responsibility of having our equipment ready to blend, haul and spread when your call comes in. Our operators and tender drivers attend training sessions in the off-season to stay updated on new technology in the equipment they operate and new products they will apply.

When you call GPC to spread fertilizer or custom-apply chemical on your fields, you know it will be done professionally, by an experienced applicator who takes pride in what he does and does the job right.

That said, your continued support is very important to us and is much appreciated. ♦



LYNDON SKOGSTAD  
Agronomy Manager



**Glacial Plains applicators met with applicators from all over the U.S. in Sioux Falls for Raven Industries' Top Gun Training. At this event, they learned the newest technology in spraying and spreading. Pictured left to right: Tom Johnson, Mike Rosen, Eric Overlie and Tim Gallagher. Not pictured: Tyrel Swensrud.**

**Our newest spreader has the ability to top-dress crops to 3.5 feet tall.**





# Scrumptious New C-Store Foods



JANE SAULSBURY  
Manager  
Benson C-Store

The c-store has been trying some new items in our deli and we're getting fantastic reviews. For instance, our new breakfast sandwich on a pretzel bun with a split sausage is awesome! Come try it out!

Our soups have been warming our customers all winter

and keeping everyone full and happy. Have a bowl with a breadstick, and your meal is complete for under \$5. Check [glacialplains.com](http://glacialplains.com) or our Facebook page to see the soup of the day.

## Our unbeatable staff

I would like to take a moment to highlight the great staff I have here at the c-store.

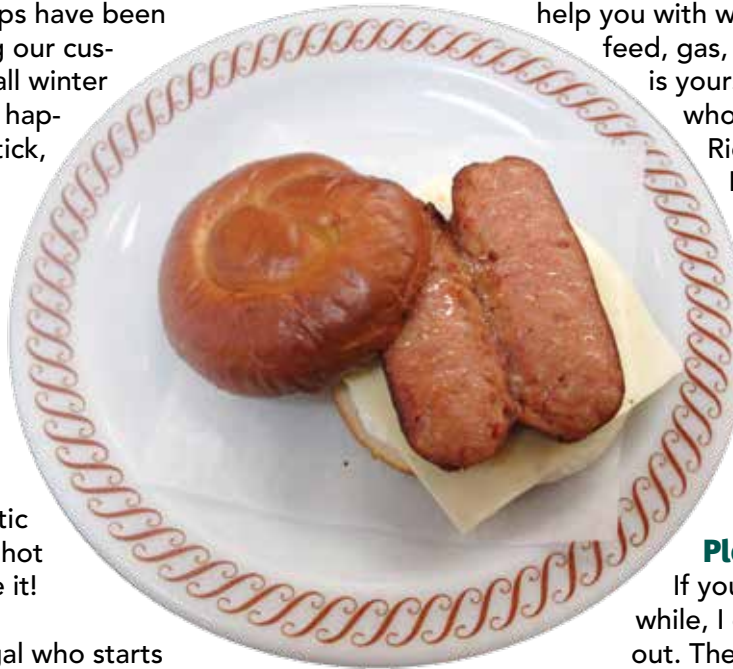
Candi in the deli does a fantastic job of keeping the food fresh, hot and made just the way you like it!

Jahanna is our early morning gal who starts

your day out with a smile, hot coffee, breakfast and whatever else you need!

Krista, Cheryl and Bailey are here during the day to make sure you get what you need and to help Candi in the kitchen.

Evenings and weekends, I have a group of kids who will help you with whatever you need: food, feed, gas, lottery, snacks—the choice is yours. They are Taylor Hippen, who is in her second year at Ridgewater; Samantha Arends, Kevin Johnson, Cole Vergin and Kamri Reinke—all seniors at Benson High School; and Jenna Smith and Morgan Tangen, who are juniors at BHS. Ryan Jensen, also a junior, works in the feed area and keeps the outside of the station neat and clean.



## Please come back!

If you haven't been here in a while, I encourage you to check us out. The store has lots of "Made in Minnesota" products, and we are always adding new items.

Remember, we are happy to pump your gas if you aren't comfortable doing it yourself. Come see us at the GPC C-Store on the north side of Benson. ♦

**Try the new pretzel bun breakfast sandwich at the Benson C-Store.**

## Early Planning Key to Farm Transition

If you are concerned about transitioning your farm to the next generation, continue reading. Through its 20-plus year relationship with Nationwide®, CHS Insurance is able to provide the "Land as Your Legacy" transition planning program to its customers and cooperative members. They'll connect you with an experienced advisor backed by a team of attorneys, CPAs and financial planners.

There is no cost to work with the team at Nationwide or your Land as Your Legacy advisor. Costs for legal documents, accounting fees and insurance policies (if needed) would be paid by individual producers only if they decide to implement certain elements of the transition plan.

If you are interested in attending an introductory free seminar, please call Terri in Murdock (320-875-2811) or your local GPC office to get on our seminar notification list. ♦



**These wacky c-store employees welcome you. Front row, left to right: Bailey, Kamri, Morgan, Jenna and Candi. Back row, left to right: Samantha, Kevin, Cole and Ryan. Not pictured: Taylor, Cheryl, Krista and Jahanna.**

# Help Navigating the VFD Process



**RANDY SIMMONDS**  
Feed Division  
Manager



**NATHAN NELSON**  
Sales Specialist

The Veterinary Feed Directive (VFD) which went into effect Jan. 1, 2017, has impacted the availability of several drugs sold over the counter or generally used in feeds. This directive requires approval from your veterinarian, in the form of a written feed directive, in order to receive those drugs or feed products containing those drugs.

Some common products requiring a VFD include Aureo S 700® 4G, 10G or 50G Crumbles, Tylan®, Lincomix® and NT Concentrates®. Products NOT AFFECTED include Bovatec®, Rumensin®, Deccox® and Safe-Guard® Wormers. None of these require a VFD.

Last September, Glacial Plains held a VFD meeting at the Benson Golf Club

attended by more than 100 producers. We've talked to many of you since then. However, there may still be a few people we haven't talked with who are hesitant to ask about the VFD rules. Please ask! We're here to help.

While we cannot legally prepare any medicated feeds or sell you commercial feeds containing drugs covered by the VFD, we can help you through the process of obtaining a VFD or suggest other options. Stop by or call Randy at De Graff or Nathan at Benson.

## Spring calving is upon us

The Benson Country Store, attached to the c-store, has a full line of minerals and tubs for pre-calving, post-calving and breeding. We also offer a full line of calf starters.

In addition, we carry calf-care products including:

- **ProMax Calf Tubes** – a direct-fed microbial paste to help multiply the good bugs in the rumen.
- **Calf Armor 150** – a colostrum replacer with First Defense Technology.
- **Start Strong Drencher** – a supplement for newborn calves that need more energy.

- **Calf Renew™** – boluses for scouring calves.
- **Super 7+** – naval dip for newborns.

We also have jackets to keep your calves' body heat in and Z Tags for identification.

Think spring and watch for announcement of the Glacial Plains producer meeting in late March. Also, check out our spring mineral specials. More information on both will be released soon. ♦



**Calving supplies at the Benson Country Store.**



## The Co-op Advantage

**Glacial Plains Feed Manager Randy Simmonds presents a retirement check to Luella and Donald Young of Benson. Glacial Plains paid out over \$620,000 to members who reached the age of 73 this past year.**



# Monsanto's Xtend® System Approved



JIM JOHNSON  
Clontarf Location  
Manager

XtendiMax™, a dicamba herbicide with VaporGrip™, has officially been approved by the Minnesota Environmental Protection Agency for spraying in 2017.

The federal EPA had earlier approved XtendiMax, so now we're good to go.

With VaporGrip technology, water conditioners containing ammonium sulfate cannot be used, since the anti-drift potential built into this new chemistry would be lost.

Never fear, a compatible conditioner will be introduced shortly, and employees at all Glacial Plains Cooperative agronomy centers will have special training on spraying this product.

Ask your sales agronomist if you have any questions on XtendiMax.

## Seed for 2017

Monsanto's Roundup Ready 2 Xtend® soybeans have been approved for sale into the grain markets for over a year

now. GPC has an excellent supply of Roundup Ready 2 Xtend soybeans for sale this spring, in a wide variety of maturities.

If you have a bad problem with resistant weeds, the Roundup Ready Xtend Crop System is now active. Keep in mind, there will be very limited breeding of the Roundup Ready 2 Yield® soybeans we have been planting.



**At our Benson or Clontarf Agronomy centers, we'll treat your seed while you wait with the fungicide/insecticide Warden® CX + Clariva®, a nematicide for protection against cyst nematode.**

Yields of Roundup Ready 2 Xtend beans are similar to Roundup Ready 2 Yield beans, and gains from this point will come mainly in the Xtend beans.

*EXCEPTION: For producers with severe iron deficiency chlorosis (IDC), a Roundup Ready 2 Yield soybean may*

*be a better choice for 2017. However, in one to three years, Roundup Ready 2 Xtend beans with IDC tolerance should equal or surpass anything we've planted previously.*

Corn seed availability is even slightly better than last year with only one or two hybrids not available. Remember, GPC has excellent lines of seed for our area AVAILABLE IN SEASON!

Seed brands we represent include ASGROW®, DeKalb®, Croplan®, DK Brand® and Mycogen®.

## Get ready to go

On the agronomy side, it looks like we'll have another early planting season. We have minimal frost, winter months have been warmer than usual and there is little snow to melt.

We already spread a large amount of fertilizer last fall, but spring will be busy. More product needs to be applied in a smaller window every year prior to planting.

If you have not finished planning or need to alter a field plan already filed, make sure you communicate with your GPC sales agronomist. ♦

# You're Covered—No Questions Asked



ADAM WILBUR  
Certified Energy  
Specialist  
Benson Energy

Did you just buy a new tractor or combine? Do you have good used equipment that has reached the end of the manufacturer's warranty?

Why not add it to the Cenex Total Protection Plan® (TPP)? This low-cost coverage extends the manufacturer's warranty on new equipment to 10 years or

10,000 hours and covers used equipment to 8 years or 8,000 hours. It warrants all engine parts the oil touches, including transmission, hydraulics, differentials, hubs, diesel injection pumps and injectors.

In an economy when you're keeping equipment longer, TPP

functions as an insurance policy. It offers peace of mind that if something happens to the engine of this expensive equipment, someone else will pay to fix it. No questions asked.



All you need to do is use Cenex premium fuels and lubricants, and take oil samples at regular service intervals. This preventive test/diagnosis system often identifies breakdowns before they happen.

The Cenex Total Protection Plan kicks in after the manufacturer's warranty expires—and sometimes before. TPP has covered the deductible for some in-warranty repairs.

I'd welcome the opportunity to tell you about the TPP warranty. This is a great time to sign up, before spring fieldwork begins. Give me a call at 320-557-5151. ♦

# Generations Raise Hogs Near Kerkhoven

Some might ask, "Why is a 76-year-old still actively farming?"

Meet Gerald Tofte. His hog operation south of Kerkhoven grows 20,000 Isoweane piglets annually into feeders. He ships 10,000 feeders to finishing barns north of Kerkhoven and finishes the other 10,000 head in his own barns. Besides livestock, Gerald and his wife, Joanne, also raised three sons—Mitch, Wes and Chad—on their Swift County farm.

Gerald grows most of the grain he feeds his hogs in a partnership with his son, Mitch, who farms his own land. "We own separate pieces of machinery but work together in producing our crops," states the elder Tofte.

Back to the question above: The answer is quite simple once you get to the heart of Gerald's passion to see his hog operation continue. The fact is that Gerald has two grandchildren who helped take care of their grandpa's pigs when they were young.

"They were interested in the livestock side of the farming operation, and when they grew up, they came back," says Gerald.

First there was Taya, Mitch's daughter. Taya is married to Jonathan Broberg. The couple lives and farms north of Kerkhoven. In 2012, Taya and Jonathan put up one 2,400-head finishing barn. They added another barn in

2016. Today, the Brobergs annually finish 10,000 Isoweane feeder pigs raised on Gerald's farm.

Then there's Jake, Chad's son. Jake started working on his grandfather's farm four years ago and has become an indispensable part of the hog operation. "I intend to transition this farm over to Jake at some point," declares his grandfather.

## The farm's history

When the Tofte farm began, it bore only a slight resemblance to today's advanced hog feeding and finishing operation. Gerald and Joanne moved from northern Minnesota 40 years ago. They've always kept some pigs, but their main business was cattle. "We got out of the cattle business in the late '80s because it just wasn't working," he explains.

That's when the Toftes decided to raise hogs seriously. They started with 125 sows and finished their own pigs.

**Pictured left to right in front of a 2,400-head finishing barn: Gerald, Joanne and Jake Tofte, along with Kerkhoven manager Steve Stassen.**





In the late '90s, the couple decided it wasn't feasible to farrow small groups. They had to get bigger, so they converted to growing and finishing Isowean pigs. This gave them larger, more uniform numbers for shipping and marketing. They rented barns at first, and then built their first 1,200-head finishing barn in 2001. They built a second 1,200-head barn in 2006, and a 2,400-head barn in 2013.

### Patronizing co-ops pays

All this time they did business with the co-op: first with United Farmers Elevator. After it merged with Swift Co-op Oil, they continued to do business with Glacial Plains Cooperative.

"The biggest share of our business with Glacial Plains is on the feed side," says Gerald, who places orders through an automated system which sends the feed information directly to De Graff. "The De Graff mill does our grinding, mixing and delivering."

"We order one day and get our feed the next," he states. "The feed department has always treated us good."

Gerald also served on the United Farmers Elevator board. After the merger, he continued to serve on the Glacial Plains board until 2002. "I like the fact that the profits come back to the members that support the co-op," he states.

### Passing the torch

Jake sees how doing business with Glacial Plains has

been good for his grandfather. He's watched Gerald receive all his equities back from the co-op at age 73. Now his grandfather receives checks every year for 100% of his patronage dividends.

The young man also watched as his grandfather ordered five 24-ton truckloads of feed in five days with flawless execution on the part of his co-op feed supplier.

"I want to work with the co-op in the future, because I know what they can do for me," says Jake.

As for why he still farms at age 76, Gerald is clear. "My hope is that, rather than selling the farm when Joanne and I decide to quit, we can pass it on to the next two generations." ♦

## My Farm Records

Just a reminder: Glacial Plains offers online access to your accounts through [www.glacialplains.com](http://www.glacialplains.com). At the top of the home page, click on "My Account." Then plug in your ID and password.

If you are not already set up, call Terri or Craig at our Murdock office (320-875-2811) to activate your account. After signing in, you'll find tabs that include: Account Summary, Account Details (where you can get charge details, payments and history), Grain Delivery, Grain Summary, Field Plans and Field Data. ♦

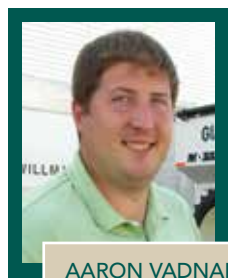


## More Co-op Advantage

**Board Members Nate Spray (left) and Mark Streed (right) present retirement checks to Merle Hilden and Ron Streed of Milan. GPC paid out over \$620,000 to members reaching the age of 73 this past year.**



# Crop Financing Options



AARON VADNAIZ  
Financial Services  
Manager

As spring planting approaches, I encourage you to do everything possible to stay within Glacial Plains Cooperative's Credit Policy. It reads: "All purchases made during the month are due and payable by the 15th of the following month. Any balance past due on the last day of the month after the

due date shall be subject to finance charges of 1.5% per month (18% annual)." This policy will be enforced.

The credit offered on account by your cooperative is designed to be for "convenience only." We're not set up like a bank or financing organization, with the ability to underwrite loans. If you are late, we must charge 18% interest to discourage abuse and protect the equities of our members—including you.

For this reason, we've partnered with CHS Input Financing, Farm Credit Service, John Deere Financing and a host of supplier programs to offer real financing on whatever you need to purchase at Glacial Plains—chemical, seed, fertilizer, LP, diesel and even feed. Farm Credit may set your interest rate as low as 4.5% annual. Even if it's 6% to 8%, it's a lot better than paying us 18%.

Looking for financing for the 2017 crop? Call me at 320-314-2320. I'll help you find what you need, collect all the paperwork and send it in for you. If you have questions, I'll get answers.

When you're planting full force, you don't want to stop to pay bills. Once you're approved for a line of credit through Farm Credit, CHS or John Deere Financing, we'll cover your purchases and you can do what you do best—keep putting corn seed in the ground!

## Risk management

Glacial Plains Cooperative does sell crop insurance. Joel James is a licensed agent and I should have my license by the time you read this article.

By early March, we should know the premiums and be able to write your insurance.

Why not buy your crop insurance where you buy your inputs and sell your grain? Call Joel James at 320-815-8460, or call me at 320-875-2810. ♦

# Meet Our Certified Energy Specialist

"Based at our Benson Energy office, our new CES, Adam Wilbur, will work with refined fuels, lubricants, propane, contracting and providing storage solutions throughout our entire market area," says Benson Energy manager Shaun Stottler.

Adam grew up on his family's acreage near Cold Spring. After graduating Rocori High School, he studied animal science at South Dakota State University and graduated with a bachelor's degree in December 2016.

Adam's interests turned to energy after completing two summer CES internships—one at Midwest Cooperative in Pierre, South Dakota, and the other at Key Cooperative in Roland, Iowa. "I decided I liked what I was doing and here I am," says Adam, adding, "I just enjoy getting to know people and helping make their lives better."

Adam's grandpa, Warren Huebner, was in the fuels business. He retired in 1999 as vice president of petroleum sales and marketing for CHS Inc. At the same time, Adam can identify with livestock producers who do business with Glacial Plains. His father, Russ, sold feed for 26 years and is currently employed as director of safety for WinField and Purina. "I enjoy going out west every spring and helping with branding and spring vaccinations," Adam states. "And in high school, I worked part-time on dairy operations in the area."

Besides his experience in energy and livestock, Adam worked one summer as a financial planning intern for Ameriprise and another summer for a rental company in Brookings, South Dakota. "Those were two jobs that will help me look at our customers problems and perhaps see a different solution than other people would," he states, adding, "Not that one way is right or wrong, but sometimes another way is better." ♦



Adam Wilbur, CES, Benson Energy

## Range Trading

Corn is trading \$3.40 to \$3.80/bu futures. Beans are trading \$10 to \$10.80/bu. It feels like we have been stuck trading these ranges in corn and beans forever. Sales tend to pick up near the high end of the range but tail off quickly as we fade off the highs. Basis is telling us that we are high enough for now, but the funds might have a different idea. The February stocks report had nothing bullish to break us out higher, so upside should be limited to \$3.95 May futures on corn and \$11.10 May futures on the beans for now.

The Brazilian bean crop is expected to be huge. CONAB estimates it at 105.6 million metric tons, while USDA only estimates it at 104 MMT. U.S. exports

are solid for now, but how much is South America going to cut into our potential business? How will President Trump affect exports? At this point, there are a lot of unknowns on the political front. Farmer movement of corn has been very quiet. The bin doors have remained locked since harvest. Last year, we had very high exports in the summer months due to a less-than-average South American crop. This year is not looking like we are going to repeat that type of business. My fear is that, once farmers see potential in their new crop, everyone is going to want to haul their corn in June, July and August. We know that on-farm stocks are bigger than ever this year, so is the elevator going to have a home for the old-crop

bushels before we start harvest all over again? Can corn basis support that kind of movement? From what I know today, I don't think so.

I recommend selling the grain earlier, but also buying calls against some of the sales in case futures decide to rally. That way you protect yourself from a basis meltdown later this summer and also have some protection if we have a weather scare.

I would like you to consider our Compass contracts, once again. Last year they were very popular, but the outcome was rather bleak on soybeans. This year everyone is shying away from them, but I'm not sure that is the right approach. If you are thinking about making a sale at current levels and you can add a premium to that sale, it is not a bad idea—especially in these tough years when we are trying to squeak out a profitable level. These Compass contracts are only designed for 10% to 15% of your crop, but they are a good way to add a premium.

Give me a call at 320-875-2811 ext. 108 if you would like more details. ♦



**CRAIG KAVANAGH**  
*Grain Merchandiser*

**A semi loads at Murdock.**

