



www.Grainland.Coop

July 2013

We're here as partners in your operations

Progress is being made on the trainloader near Holyoke. Spring weather pushed the project about 30 days behind schedule, but we are hoping to make up that time this summer. We are very happy with the professionalism of the crews. Work is being supervised by Jim Stewart through Todd and Sargent. Jim is residing in Holyoke during the duration of the project. We want to thank PC Telcom and Highline (HEA) for their help and cooperation in expediting the process. Work began on the project in February, dirt work is mostly completed, and the project is progressing. Our goal is to be done by this time next year to accept the 2014 wheat crop at that new location.

Though we are very excited about our trainloader project, we are not standing still at the other locations. We continue to make necessary OSHA updates at every location and we have put a new scale in at New Haven. This should make a noticeable change in our ability and speed to serve you during wheat harvest at New Haven.

Have you checked out our website lately? All departments are working to keep our member-owners updated about the latest services, projects and programs offered through our website, www.Grainland.Coop. Please check it out and let us know if we need to make any changes or do anything differently. One of our goals is to make the web page a useful informational tool in our partnership with you.



*Rick Unrein
General Manager*

The weather did not cooperate this spring, and for the first time, we were open on Sundays at our agronomy locations to help our member-owners get their work done. I am very proud of the way our employees stepped up to help meet this challenge. This is not to be expected every year, but we felt it was an important part of our role in helping you get the most out of your operations this spring.

We are always looking for better ways to communicate with our patrons. If you have any suggestions, please let me know so I can help with the process of getting those changes implemented. We are constantly looking at each department for ways we can improve so suggestions and comments are always welcome.

Please think safety on your farms every day for yourself and those around you. We hope you have a great summer and look forward to seeing you at wheat harvest.



The trainloader project is moving forward near Holyoke. We hope to have it completed by wheat harvest next year.

Open communication lines will keep harvest on track



Steve Young
Grain Division

As wheat harvest gets going, we are asking producers who plan to bring white wheat to our elevators to call ahead of time to find out about where to take their variety. This will assure producers that their location will be handling white wheat, and it will create better communication with the elevator. Amherst, Fleming, Haxtun and Holyoke locations will be accepting white wheat. If you need a copy of your white wheat

agreement, contact the company where you purchased your white wheat seed. They will be able to get you a copy of your agreement.

After wheat harvest, we will be turning our attention to millet harvest. We expect a large millet harvest after several years of below-average yields. Millet is trading at \$50/cwt., which is several times the normal high price. We will see a lot of acres planted to millet because of that so we are gearing up to handle the millet harvest. At this time, we expect to be

handling millet at most of the elevators. It is always best to call ahead before delivering your millet to our elevators to determine which elevators are taking it.

If you have grain in your farm storage, please let us know and we will assist you with marketing your grain. You may not realize it, but as a member of CHS, all grain — even farm grain — marketed through Grainland will receive patronage dividends.

We continue to see the DPP tool as a valuable marketing tool available through our website, www.Grainland.Coop. DPP is an online platform where producers can sign up and put in contracts day or night. Initially, the offer has to be accepted by a merchandiser, but once it is accepted, it can be changed or cancelled at any time. This page also offers video commentary by CHS Hedging, price charts, and local weather. If interested, go to our website and click on the DPP banner to get started. You can also sign up to receive text messages about the futures markets, Grainland cash grain prices and weather updates.

If you have questions about any of this information, call Steve Young in Holyoke (970-854-2254), Scott Kirkwood in Haxtun (970-774-6166), Aaron Schaefer in Haxtun (970-774-6166) or Perry Campbell in Amherst (970-854-3141).

How to reach us during harvest

Julesburg	970-474-2479
Stateline	970-854-3161
Amherst	970-854-3141
Holyoke	970-854-2254
Haxtun	970-774-6166
Fleming	970-265-2675
New Haven	970-265-2751



New faces at Grainland

Bookkeepers are asked to do a variety of jobs while also being flexible. This summer, you will find three new bookkeepers on staff at Holyoke, Holyoke Car Care Center, and Fleming. Meet them here and then say "Hi!" the next time you see them in the office.



April Crutchfield - Holyoke Office

April Crutchfield began her new job as a bookkeeper in the Holyoke office in April. She moved to Holyoke from Dalhart, Texas, in October 2011. She says the best part of her new job is meeting new people.

"Being fairly new to this area, it has been nice getting to meet and become more familiar with the people of Holyoke and the surrounding communities," she said.

Her position requires flexibility as she is answering phones, weighing and sampling trucks, entering payments and deposits, running reports and entering tickets.

"Grainland is a great place to work, and the people are wonderful," she said.

This month, April will marry Brady Dirks.

April has two boys. Bryson, 7, loves wrestling, soccer and Legos, and Dathyn, 3, loves being outside, playing basketball and racing. Her step-son Braxton, 3, loves being outside, playing in the water, and racing.

April and her family enjoy going to the races, taking lake trips in the summer and spending time with family and friends.



Misty Hielscher - Holyoke Car Care Center

A native of Holyoke, Misty Hielscher joined the Grainland team in January as the car care receptionist and bookkeeper in Holyoke. She schedules appointments, creates invoices for work orders and fuel deliveries, orders inventory and batches invoices.

"Everybody has been so great to work with," she said. "They are helping me learn how things work, and it has been fun getting to know the customers as well."

Her youngest son, Cooper, will be starting preschool next year so she was excited when this opportunity came up. Misty and her husband, Gordon, have three

sons — Remington, 11, Dylan, 8 and Cooper, 3. Gordon is service manager at Ag Power Equipment. Misty enjoys watching the kids' activities, including baseball and swimming. She also enjoys golf, going to the lake and camping. As a member of the Dragon's Wagon Preschool Board, she enjoys helping with the kids' activities.



Tiffany Norman - Fleming Office

Tiffany Norman is a bookkeeper at Grainland's Fleming location. She started working there in April after several years as temporary help at the New Haven elevator during wheat harvest, where her dad, Terry Kraich, works.

"It's familiar to me, and I have learned a lot about grain and how the company runs by just being around my dad and the elevator he runs," she said.

She imports and applies tickets to contracts, applies payments on account for customers and settles grain contracts. She also runs the scale, which involves weighing trucks and sampling crops.

"I really enjoy working with all of the local farmers," she said. "They are so kind and always have a story to tell."

She married Webb Norman last October. They live in Sterling with their two dogs and two cats. Her hobbies include motorcycles, art, cooking and traveling. Her favorite hobby is traveling and she hopes to continue traveling so she can see the world. When not traveling or working, she runs her own art business, Creatiff Creations.

Stay safe on the farm

Please be safe this summer. We know it can be a busy time with many tasks to complete, but don't cut corners and risk the safety of yourself and others. The following are reminders and safety measures to practice when working with grain.

- Wear a harness attached to a properly secured rope whenever making an entry into a grain bin.
- When making an entry, be sure to have at least two people – the entrant and attendant. It is preferable to have a third person involved to act as a runner and helper.
- Grain dust may cause difficulty with breathing. Anyone working in grain storage, especially for the purpose of cleaning, should wear an appropriate dust mask.
- Stay out of grain bins, wagons and grain trucks when unloading equipment is running.
- If it is necessary to enter the bin, remember to Lock and Tag Out the power to augers and conveyors. This will prevent someone from unintentionally starting the equipment while you are in the bin.
- Children should not be allowed to play in or around grain bins, wagons or truck beds.

Precision Ag Update

*From the Precision Ag Department
Blaine Schmidt and Taylor Horton*

With the help of our agronomy intern, we will be conducting tissue sampling on corn this summer. Tissue sampling allows producers to capture a snapshot of what nutrients are present at that point in time. When producers get those reports back, they can then re-evaluate their fertilizer needs to decide their next course of action. Tissue sampling can be done at different stages in the plant's life cycle to get a more complete picture of its needs. Based on results, we can determine if your crop is showing signs of nutrient deficiencies. We offer multiple foliar-applied products that can help correct these deficiencies during the growing season.

After wheat harvest we encourage producers to bring their yield data into our precision ag department. We can then analyze the data to evaluate the top-performing areas as well as the low-performing areas. We can compare that data with any soil and tissue sampling information, as well as satellite imagery, to get a complete picture for developing planting and fertilizer prescriptions as we look towards wheat planting time. As producers strive for the maximum Return on Investment per acre (ROI), we are here to help with all your data analysis/management needs.

Yield data is one piece of the puzzle, but we also encourage producers to take soil samples to find out what nutrients are present in the soil. Yield data helps us determine soil sampling zones which can then be used to determine your fertility and plant population needs in those zones. Soil sample results are usually returned in five to seven days. As more and more technology becomes available, we can more accurately pinpoint what your crops need on each and every acre. We are here to help you get the most from your acres. Give us a call.

The best time to start planning for wheat planting is right after harvest.

Busy spring created long days

First, I want to thank you for your business this spring. The unpredictable and unseasonable weather resulted in a compressed spring that made it hard to get into the fields in a timely manner. Because of this, we were open on Sundays to help our customers get their fieldwork done. This will not become an annual occurrence, but we felt it was necessary this year to be there to help our customers get through this time period. We also want to thank our employees for the long hours they put in. Everybody put forth extra effort to help out this spring.

This summer we are again teaming up with Winfield to offer tissue sampling services. Winfield has put extensive research into determining what levels of micronutrients plants need to thrive. This is another tool we are providing to help producers get the most out of their acres. Talk to your local agronomy salesman about the program and watch our website, www.Grainland.Coop, for updates on services.

2014 fertilizer prepay program should be coming out soon. We will also post those on our website.

And it's never too early to start booking seed wheat. With wheat harvest coming soon, stubble spraying and wheat planting are right around the corner. We also carry CRP seeds so if you are in need of that, bring us your information and we will get you quotes.

As always, we are here to provide the best service and products possible. Talk to your local agronomy salesman today and let us know your needs.



*Cal Birkhofer
Agronomy Division*



MESZ provides success in variety of growing conditions

What a year our Agronomy team has had! We pushed several months of work into one, but we are thankful for any rain that caused delays. Although we are just beginning to cut this year's wheat crop, producers need to be looking ahead to their fertility plans for the 2014 wheat crop.

We have already seen success this year with those who used a dry fertility program on this year's wheat crop.

Our most successful program has been using MicroEssentials (MESZ). We have several thousand acres of wheat treated with MESZ and Urea on various soil types throughout our trade area. We have multiple testimonials from growers about the difference they have seen in the fall and the spring with the use of MESZ. One grower said, "I really noticed improved tillering, more rapid growth and development, larger root masses and better overall plant health." As we gather harvest data from the fields treated with MESZ, we will be posting the information on our website, so check out www.Grainland.Coop.

The Grainland agronomy team is here to provide you with the products you need and assist you with all your seasonal needs. Our goal is to help you get the most out of every acre in a way that is economical for your operation.

Talk to your Grainland agronomy sales staff to find out more about how we can help you. Don't forget to ask about our after-harvest stubble fallow spray programs.

As always we appreciate the opportunity to serve you. Thank you for your continued support of your Grainland Cooperative.



*Randy Shaw
Agronomy Division*



Summer learning

Spencer Smith has been interning in the Grainland agronomy department since February and will continue to help with tissue sampling and other services during the summer. Spencer graduated in December from the University of Wyoming with a degree in Geography and a concentration in GIS (Geographic Information Systems and Services). With the internship, he is looking for a chance to learn about agronomy while gaining valuable work experience.

He grew up on a farm in Torrington, Wyo., and looks at agronomy as a way to stay involved in an industry with huge growth potential. So far, he has learned about writing planting and fertilizer prescriptions, how to take soil samples, setting up zones, planning for seed product and is now learning about tissue sampling.

"I already had a broad understanding of chemicals and plant sciences, but now I am learning the finer details of those areas," Spencer said. "It's not something you learn overnight."

Spencer will continue working in the precision ag department with Blaine Schmidt and Taylor Horton for the rest of the summer.



Walters returns to Grainland



*Mike Walters
Haxtun Car Care Center
Manager*

Mike Walters has been in the automotive business since 1985 and brings his depth of expertise back to Grainland's car care centers. Mike worked for the Haxtun Car Care Center from 2003-2006 but then left to work for Foxhoven Tires, a tire distribution center that worked with many cooperatives, including Grainland, to provide better purchasing power. Mike ran the wholesale division. The business has now become Best West Tire.

Now, Mike has returned to Grainland. He took over the Haxtun Car Care Center in October and is helping the cooperative streamline its car care centers with new programs and products.

"This is a great community, and people are very willing to work with you," he said.

Mike and his wife, Judy, live in Sterling. They have three daughters, Mandy, Megan and Missy, and four grandchildren.

Vogel takes over at Haxtun agronomy warehouse



*Charlie Vogel
Haxtun Agronomy
Warehouse Manager*

Charlie Vogel took over as Grainland's Haxtun agronomy warehouse manager in May. He was ready to try something new and was looking forward to a more customer-focused work environment after five years as robotic supervisor for Nichols Tillage Tools in Sterling. Before that, he taught agricultural education for seven years.

As agronomy warehouse manager, Vogel supervises the agronomy crews and makes sure equipment and product is where it is needed most. He also helps producers with their agronomy needs.

"I like the people — it's a good, hard-working group of people that you can't find everywhere else," he said.

Charlie grew up in southern Idaho on a farm similar to those found in northeastern Colorado. They raised wheat, corn, alfalfa and livestock, both cattle and hogs. He likes being a part of the agricultural industry because he sees it as a vital, important part of the United States' (and the world's) economy.

Charlie is married to Sarah, a band teacher in Sterling. They have a six-year-old daughter, Rebecca, and enjoy hunting and fishing whenever they have a chance. Favorite fishing spots include Lake McConaughy, Swanson Reservoir, Enders and Jumbo.



Check out our energy programs

Your equipment is an important and high-dollar part of your operation. Consider protecting it with the best warranty in agriculture. The **Cenex Total Protection Plan** is a small investment in exchange for valuable coverage and peace of mind. You get unsurpassed coverage while helping to ensure that only high-quality energy products go into your equipment.

Details

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- Covers a wide variety of equipment.
- Extends protection beyond manufacturer's warranty.
- Has no deductible.
- Requires no operator "burden of proof."
- Includes periodic maintenance reminders.
- Avoids downtime through LubeScan fluid sample report.
- Costs just \$299 for new equipment or \$399 for used equipment.

The plan is simple. Request a warranty application form at one of our locations and submit it with enrollment fee. Perform regular maintenance procedures. Submit a used fluid sample after each oil change. Use Cenex products exclusively. Retain proof of purchase for all Cenex products, and avoid actions that would void coverage, such as abuse or unauthorized product use.

If you are worried about running out of fuel at the wrong time, our in-tank monitoring system can help.

Contact me at 970-854-2654 or 970-520-2234 for more information about both of these programs.



Carolyn Arens
Energy Division

News from the Car Care Centers

By Mike Walters, Haxtun Car Care Center manager

In an effort to produce the most efficiency in our car care centers, while also bringing you, our customers, the best products at the best prices, we are starting a new tire program. It will be implemented at all of our car care centers in Haxtun, Holyoke and Amherst.

This will give us enhanced purchasing power while keeping a consistent stock at all of our car care centers. We can get products at a lower price and pass those low prices onto our consumers. This will include tires for passenger light vehicles, as well as farm and trailer tires. We are working to find the right fit for our car care centers and hope to have a plan in place sometime this summer. Be watching our website, www.Grainland.Coop, and inquire at our car care centers for more information.

We are also putting bulk oil programs in place to provide incentives for purchasing at certain times of the year. Summer is a busy time when everybody, from farmers in the field to irrigation owners, needs oil at the same time. With winter promotions, we hope to provide incentives that will entice customers to purchase their bulk oil ahead of time so we don't have issues with shortages. These incentives will help us maintain a consistent inventory while also helping producers' bottom line by purchasing oil at discounts. Watch the website for more information.

At the Holyoke Car Care Center, we have also added a car alignment machine. We have added a truck alignment machine at the Downtown Auto and Diesel Site. With this move, Grainland hopes to bring in more commercial accounts. Tandem misalignments can add hundreds of miles of tire wear each year. These new machines will help drivers correct those misalignments to minimize wear and tear. It's all to help your bottom line.

Our goal at the car care centers is to provide quality products and customer service at prices that will help our customers get the most out of their operations and equipment. Stop in and find out how we can serve you.





PO Box 118
Holyoke, CO 80734

www.Grainland.Coop



Harvest Help

Find a list of elevators and phone numbers on Page 2.

Six students from Colorado were awarded CHS Foundation Scholarships this year. Congratulations!

Two-Year Award Winners

Laura Kaitrin Gerk, Holyoke
Pre-Vet, NJC

Kody Michael Anderson, Akron
Animal Science/ Beef Production, NJC

High School Award Winners

Ryan Loyd Ernst, Wiggins
Civil /Environmental Engineering, CSU

Rachael Latta, Cedaredge
Horticulture, CSU

Taylor Ann Duzik, Craig
Equine Science, Laramie County
Community College

Mary Elizabeth (Beth) Lenz, Holyoke
Animal Science, University of Wyo.



Way to Go!

We raised
\$2,945 for
Relay for
Life!

