

WEST-CON *Update*

FALL 2015

*Trait
placement
on your
farm*

Terminal A
in operation

Doing business
with Intrepid

PAGE 14

**Customer
Appreciation
Event**

including tours of the Terminal A

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Planning *for the Future*

Harvest is here! Hopefully Mother Nature is putting a good finish on crops that were looking very promising through the end of summer.

With the outlook for a very successful crop to be harvested, West-Con is gearing up for a busy fall. Our truck fleet is ready to serve the large



Dean Isaacson
General Manager

harvest volume, contact Garb or Aaron if you need to schedule trucks. We have added a 7,000-bushel dryer and 30,000 gallons of LP storage in Appleton. With this addition, West-Con now has a total drying capacity of 35,000 bushels per hour, or 840,000 bushels per day. We can now share 270,000 gallons of LP among all our dryers. All dryers have been inspected and are ready to run. With the additional 1.2 million bushels of storage in Appleton, West-Con can store 21 million bushels. Over the last few years, we have gone into harvest empty. This year we are seeing a lot of old crop hauled in late summer, which may put some pressure on storage later this fall.

Are you planning for your fall fertilizer needs? The agronomy department is ready to go to work for you. Our plants and application equipment are ready to accommodate all your needs. As always, West-Con strives to be as efficient as possible. Contacting us early to convey your needs helps us improve our customer service immensely, making West-Con a more competitive cooperative.

Terminal A was up and running in early September, and will be functioning at full capacity by harvest. With our present BNSF grain shuttles in Twin Brooks and Holloway, and the opening of our third in Appleton, which will be served by the TCW and UP Railroads, we are long-term strategically located to both domestic and export markets. Thank you to all who attended our annual Customer Appreciation. I hope you enjoyed the tour of Terminal A and that you gained some valuable knowledge about the expansion and how the operation will run.

I'd like to take this time to remind everyone, members and employees, to make safety a priority throughout this harvest. West-Con can't be a successful cooperative without you!

Thank you for your continued support and we look forward to a successful fall.





"EXPANSION AND REBUILDING"

Terminal A in Operation

BY PAUL MATTSON

A year has gone by since construction began on the expansion and re-building of Terminal A in Appleton. All of us at West-Con are very excited as this project comes to fruition. This upgraded facility will provide much-improved customer service to our patrons and significantly wider market access to our grain department. The completion of this project will fulfill a two-year process of feasibility studies and construction. Terminal A is well positioned to serve West-Con and its valuable patrons for years to come.

The first major upgrade a patron will notice is the entirely new scale system. As you enter the facility, you will turn left and proceed to a new two-line probe system. Once your truck is probed, you will move forward to a new in-bound scale. Before entering for the first time, you will need a card made for your truck. This card, called an RFID card, will be read by a scanner, and your truck information will be used to start the scale ticket process for the scale operator. Once you have been probed and weighed you will proceed to dumping in one of three pits. The first two will be new 1,000-bushel pits that feed two 20,000 bushel-per-hour legs. These pits will be complete with both a dust collection system and mineral oil system to make the grain handling process as clean as possible. The existing 15,000-bushel leg will still be used at times of high demand, and offer back-up service in case of breakdowns. Once you have unloaded your commodity you will pull into a fully enclosed building where another new scale will weigh your empty truck and print your scale ticket. Once you have your ticket, you may proceed back to the field. This will make the grain hauling process very efficient for our patrons and West-Con.

Another considerable improvement for patrons is a completely new dryer system. The old dryer system had simply worn out. We had not been able to use it for almost two years, and it was much too small for today's volume and speed requirements. The new dryer is a 7,000 bushel-per-hour dryer that is similar to the dryers we currently run in Holloway and Twin Brooks.

"Expansion and
rebuilding"
continued on
page 4

"EXPANSION AND REBUILDING"

continued from page 3

This new drying system is able to be fed from multiple size bins and allows us a great deal of flexibility. We are able to dry corn, as well as beans and wheat if conditions require. The addition of this dryer provides us with solid back up in the event of a breakdown in Holloway during the high demand harvest. The system is designed to expand easily in the future as it becomes necessary.

The expansion of our Appleton facility not only generates many benefits for our patrons, it also enhances our marketing opportunities and capacity benefits. We have added 1.2 million bushels of storage. This storage allows us to carry more grain and significantly reduces our risk of storing grain outside in the fall. The facility was designed so that if more storage is needed, it can be easily added.



only load 54 cars at a time. The rail industry has moved, almost exclusively, to 110-car trains over the last 18 years.

The load-out system has also been upgraded from a 20-year-old, 30,000 bushel-per-hour load-out capacity to an 80,000 bushel-per-hour system. Because of this larger track capacity and load-out speed, West-Con, in conjunction with the TCWR Railroad, will now be able to access the Union Pacific Railroad. The Union Pacific will enable us to access cars and markets that we have not ever had access to before.

Over the last few weeks, our grain department has been anxious to bring the Terminal A expansion into operation. We trust the new and improved Terminal A will expand service and marketing opportunities for your cooperative for many years to come. We look forward to being able to provide you with excellent grain marketing and service as we bring Terminal A on-line going into the 2015 harvest. Best of luck and be safe this fall!

***Thank you to all the contractors for
your part in the expansion of Terminal A.
A list can be found on page 20.***



Welcome

Area 3 Director

Mike Langan lives on a fourth generation family farm west of Clontarf. Mike grew up farming with his parents, raising corn, soybeans, wheat and finishing fat cattle. He attended NDSU and received a BS in Electrical Engineering. He went on to work in the Twin Cities for a small company designing and manufacturing industrial computer systems from 1992 to 2007. Mike maintained his farming interests coming back to work weekends. In 2007, Mike moved back to the farm full time.

Currently, Mike farms with his brother Pat growing corn, soybeans, wheat, edible beans, peas, and sugar beets. This is Mike's first year serving on the West-Con board of directors.

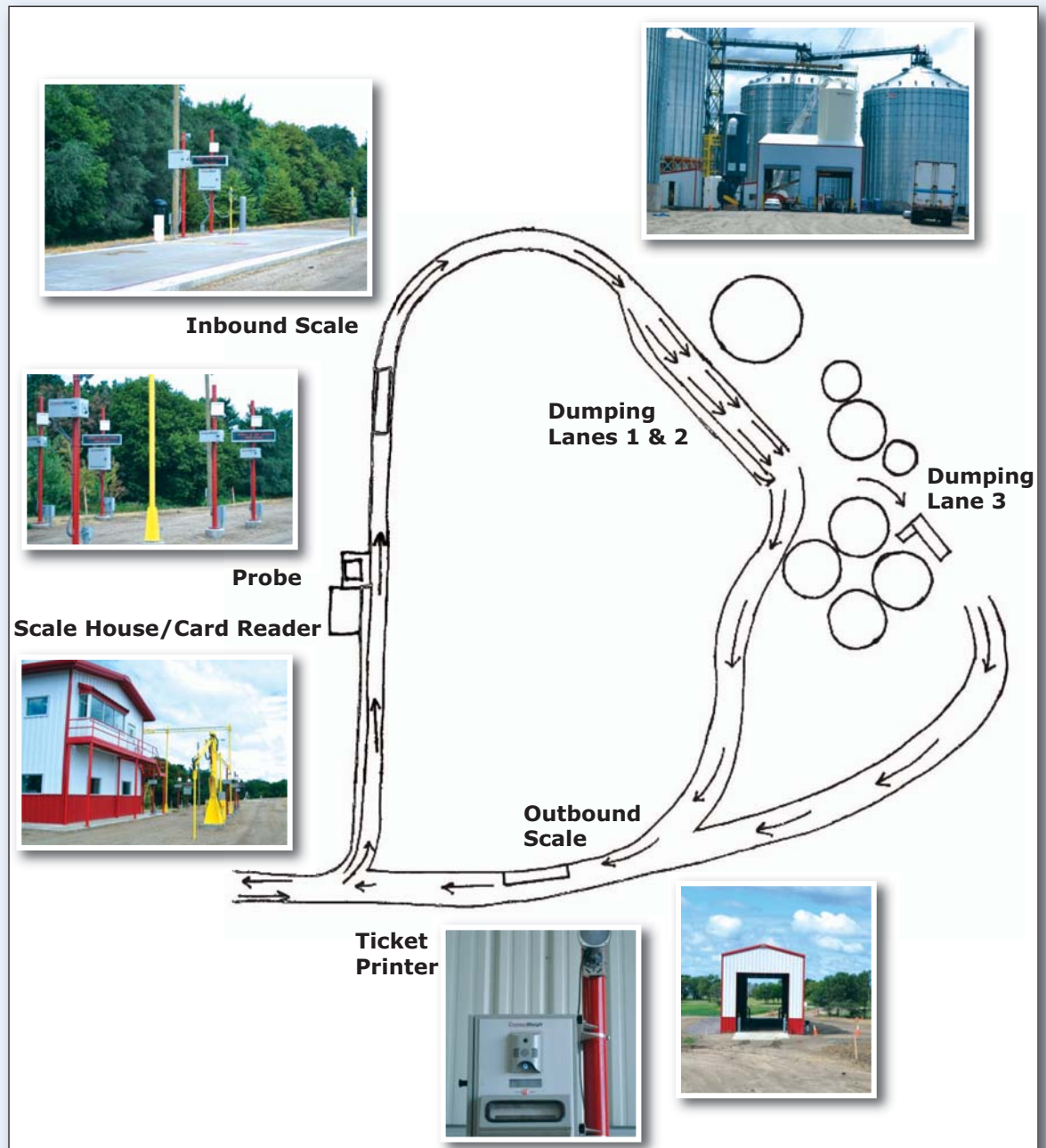
"I agreed to run for the board to learn more about West-Con operations and I hope I can contribute to an already strong board and cooperative. I believe the cooperative system, while focusing on member preferences, works best when members view the sustainability of the cooperative as a whole. I am thankful for previous board member's, employee's, and patron's contributions which have enabled West-Con to be a very progressive and successful cooperative."

DIAGRAM

Procedure for Hauling to Terminal A

West-Con Terminal A in Appleton has installed a new weighing system. It is an automated system that uses RFID cards for each truck or tractor you will be using. The following outlines procedures for hauling to TA.

- Obtain RFID card — card encoded with license plate and number of axles. Hang card on visor
- Enter facility, turn left to scale house and probing station on west side of facility — tandem trucks pull to 1st call box, semis pull to 2nd call box to be probed
- Scanner reads RFID card — message board displays info from the last time the truck was at scale
- If info must be changed, press call button to relay correct info
- Truck is probed and grain is graded
- Message board tells you to proceed to inbound scale
- Scanner reads RFID card — “eyes” on scale ensure truck is completely on scale to weigh
- Truck is weighed — message board tells you WHEN and what dump pit to proceed to
DO NOT LEAVE SCALE UNTIL MESSAGE BOARD ALERTS YOU TO
- Once at dump pit, West-Con employee will dump your truck
- Proceed to outbound scale
- Scanner reads RFID card again, tare weight is taken
- Message board tells you ticket is printed
DO NOT OPEN DOOR OR REACH FOR TICKET BEFORE BOARD ALERTS YOU IT IS READY
- If you need more tickets, push Reprint Ticket button
- Push call button if you need assistance





GRAIN DEPARTMENT

Excellent yielding corn and bean crop in our area BY PAUL MATTSON

Grain markets can be fun and exciting, or dull and boring. It seems dull and boring have been the norm lately. All commodities have been generally trending lower and that makes things stressful on the farm and at the elevator. Thankfully, it appears we are going to harvest an excellent yielding corn and bean crop in our area. High yields are not only the cause for low prices, but they are also the solution. It looks like we are going to have volume to work with, and that is a good start.

One characteristic of low prices is carry markets. These carries will offer us time for basis to improve and possibly for prices to rally. We have certainly seen in the past that things can change very quickly. When markets are in a carry we tend to see storage space fill up, making storage more valuable. There are large carries in the wheat market, and with historically wide bean basis levels it would seem logical that there will be less storage space available for corn when we get to the last part of harvest. I would anticipate that by the last 25% of corn harvest we could see storage space fill up locally. Carries and low grain prices should make everyone take time to develop a good plan on your farm's logistics. The West-Con grain marketing staff can help you develop and implement a plan for this fall.

“Dial 2 for Grain and 1 for Marketing to talk to a grain buyer today!”

As many of you know, our area is traditionally directly affected by west coast grain exports. At this time the west coast export program is running behind recent years' bookings for corn and beans. This may mean that grain from our area is moving to locations we might not typically ship to during this time of year. The expansion of the elevator in Appleton will help us reach many more markets and may prove very timely.

West-Con is a grain elevator system greatly dependent on our railroad partners. ***All three railroads we have access to are currently running on time, and car costs are significantly less than the last few years.*** This is good news and should allow us to find transportation if and when we need it. We do have a freight position we feel will be adequate for this fall. Should conditions dictate, we will have access to additional trains.

We will have our fall drying, storage and discount schedules published and available by late September. West-Con has invested a great deal in LP gas storage, and our supplier feels very comfortable with supplies and delivery capabilities. Drying costs will certainly be down this year from previous years.

Finally, I want to remind everyone to be safe and enjoy this great time of year. All of us at West-Con thank you for your support and we look forward to serving you this fall. We will always try to accommodate you with extended hours for the busy harvest. Please follow the website and look for texts as we try to keep everyone posted on our hours of operation.

FROM THE OFFICE

User friendly phone system

BY AL CONNELL

West-Con installed the new phone system June 3rd. The new system is designed to streamline calls and is very user friendly. Please listen very closely to the new auto attendant; it is quite different compared to the old system.

If you dial the way the old system worked, you will not get to your desired destination. All West-Con locations are now connected using an extension system. Customers may dial 1-800-368-3310 and then select any extension in the company. If you prefer to dial the local number, you

may still reach any extension from this option. To reach any of the Appleton locations, please dial the main auto attendant and then dial the extension of the person you wish to contact. If you do not wish to listen to the auto attendant, you may dial 0 to reach the Holloway receptionist and Amanda can direct your call to anyone in the company. She has the ability to see every extension within the company and can tell you if someone is in or out of the office, on the phone, in a meeting, etc. For more information on our new phone system, please refer to "A



Few Features to Note," below.

I'd like to thank you for doing business with West-Con and wish everyone a safe harvest.

A FEW FEATURES TO NOTE

- Calling **1-800-368-3310 or 320-394-2171** will get you to our main menu. From there you can reach any extension at any West-Con location.
- If you know your party's extension you may dial it immediately.
- Dialing 0 from the auto attendant menu will connect you to our receptionist, Amanda, in Holloway.
- Dialing your agronomist's extension rings their desk phone and cell phone.
- Dialing 2 for Grain then 1 for Marketing rings all phones in the marketing department.

In the Auto Attendant

Holloway/Main Auto Attendant

- **Grain Department Press 2** → For Marketing 1; Accounting 2; Scale 1 in Holloway 3; Twin Brooks Scale 4; Terminal A Scale 5; Ortonville Scale 6
- **Agronomy Department Press 3** → For Sales 1; Accounting 2; Management 3
- **Transportation Department Press 4** → Rings Garb and Aaron
- **Grain Markets Press 5**
- **Press 0** to reach our receptionist Amanda

Twin Brooks Auto Attendant – 605-382-6535

- Grain Department **Press 2**
- Agronomy **Press 3**
- Transportation **Press 4**
- **Press 0** to reach our receptionist in Holloway

NOTE: Your agronomist's desk phone and cell phone ring simultaneously when his extension is dialed. All you need to remember is the extension. If you call and he does not answer, it is most likely that he is already on a call or working with a grower. In this event, we highly recommend leaving your agronomist a voicemail. A copy of the voicemail is sent to his email, alerting him in two different ways to contact you when he is available.

Dial 2 for Grain, then 1 for Marketing to ensure you get the next available grain merchandiser. Markets are time sensitive, choosing this option ensures your call is answered as soon as possible.

Auto Attendant Examples

Who I need	How I Contact
Grain Buyer	Dial 2 for Grain, then 1 for Marketing.
Grain Check	Dial 2 for Grain, then 2 for Accounting.
Agronomist	Dial your agronomist's extension, or dial 3 for Agronomy, then 1 for Sales and select the number of your agronomist.
Fertilizer, Chemical, Seed Bill	Dial 3 for Agronomy, 2 for Accounting, then 1, 2, or 3.
Grain Hauling	Dial 4 for Transportation
Holloway Scale	Dial 1217.
Terminal A Scale	Dial 1401.
Twin Brooks Scale	Dial 1305.
Ortonville Scale	Dial 1802.

MAKING MARKETING DECISIONS EASIER

BY CHRIS AASLAND

Looking at crops now, this growing season has turned out to be one of the better ones we've seen in a while. Yields will tell the story when the combines start to roll, but conditions are set to produce above average yields for our growing area. Temperatures have been very accommodating this season with highs pushing just over 90 degrees and we have typically seen a nice cooling trend after a stretch of sweltering days. We've seen rain come at the right times, getting one to three inches a shot. A strong El Nino pattern in the Pacific is helping with crop development. El Nino is the warming of sea surface temperatures in the Pacific along the equator. During El Nino, we tend to see higher yields, little widespread drought, and less stressfully hot temperatures. La Nina has the very opposite effect on yields, drought, and temperatures. The way the crops are progressing in El Nino, we are looking at experiencing an earlier than normal harvest for 2015 with higher than average yields.

Markets rallied toward the end of June and into July. Unfortunately, prices didn't quite get to levels most of us were targeting. Along with the grains, several other commodities have been in bear markets and continue to put in lows in the latter half of 2015. Crude oil has been working lower, trading under the \$50 per barrel mark and some analysts are looking for lower crude oil prices going into the fall/winter season. Many commodities are coming off of major highs put in back in 2012, so what we are experiencing now are the lows put in from those major tops. Unfortunately, this bottoming process takes time to finalize and run its course. The good news is after this bottoming process is complete, a decent rally should materialize providing decent selling opportunities.

In closing, we wish you a safe and bountiful harvest in 2015.

Proposed road project

Working with the Appleton Township, we are proposing to upgrade a one mile section of township gravel road (100th St. SW), which connects State Trunk Highways 119 and 7, to a 10-ton paved road.

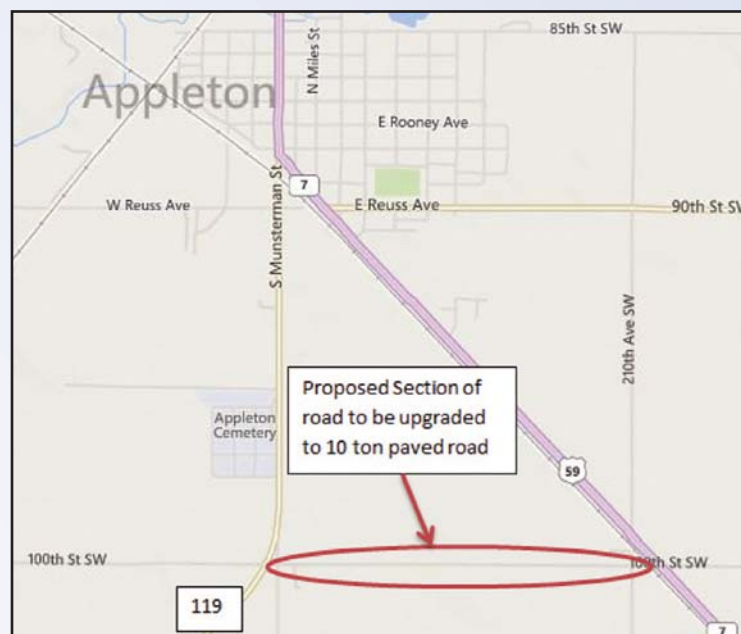
As many of you are aware, there is a difficult corner to make within Appleton that connects State Highway 119 and State Highway 7. By paving the one mile stretch of gravel road to the south, this will enable truck traffic coming up State Highway 7 from the south to bypass the corner in Appleton all together. There are two triangle intersections on each end of this road connecting the state highways.

This project would eliminate both of these triangle intersections and replace them with 90-degree intersections to both state highways. We are currently requesting bond funding from the state capital to help with the

costs of this project. Chad Syltie and Chris Aasland have traveled to the state capital and testified the significance of this project to the transportation committees in the Senate and the House of Representatives. We have also gathered over 300 letters of support for the project.

Currently, we have submitted a preliminary capital budget request to the state capital, which is the process of formally requesting the state funding. This was completed in June and the final application will be submitted in October.

We really hope that this proposal is accepted, as it would make hauling into and out of Terminal A much safer for all motorists on these busy highways.



**Appleton Township road
one mile section of 100th St SW**

Senate transportation committee meeting

Recently Chad Syltie and Chris Aasland went to the Minnesota State Capitol for a transportation committee meeting. With the help of State Senator Lyle Koenen and State Representative Tim Miller testimonies were heard at the State Senate and House of Representatives Transportations Committees.



Pictured above left to right: Chad Syltie of West-Con; Minnesota State Senator Lyle Koenen; and Chris Aasland of West-Con.



Chris Aasland and State Representative Tim Miller testified at the Minnesota House of Representatives Transportation Committee.



Chad Syltie and Chris Aasland testified at the Minnesota State Capitol with Senator Lyle Koenen to the Senate Transportation Committee.

Grain Policy Reminder

We would like to remind you of a couple of our grain policies.

First, we do not issue grain checks until they are requested. Contracted grain checks will be made when the contract is full. Checks may be picked up at the office or mailed to you. To request a check, call the office in Holloway or Twin Brooks, or ask the scale operator to mark it on your last scale ticket.

Second, when harvest is over, all drying and freight charges will be billed to anyone who has delivered grain placed on storage or delayed pricing. It is our policy that all drying and freight charges be paid immediately. If you choose to wait until you sell the grain, you will be paying our normal finance charge of 1.5% per month, or 18% annually. There is no exception to this policy.

WEST-CON MEMBERS

Customer Appreciation

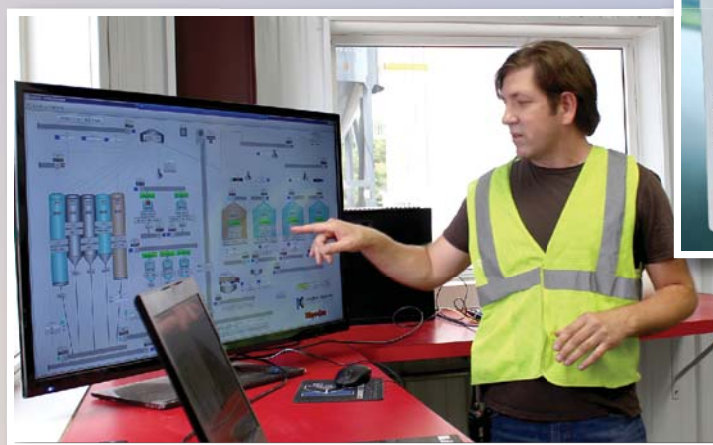
West-Con's annual Customer Appreciation dinner was held on Thursday, August 27, at the Swift County Fairgrounds in Appleton. The meal was provided by Tony's Catering out of Brandon, SD. On the menu were pork chops, au gratin potatoes, beans, coleslaw, dinner rolls, and cake topped with sweet frosting. The meal was served in the 4-H building. During the event, tours were given of the new construction upgrades to Terminal A. Two busses and a seated hayrack trailer were used to transport people from the fairgrounds to TA and back. West-Con employees were available on each tour to explain the construction upgrades and expansion and how they will benefit customers in the future.

Another special feature of the evening's festivities was guest speaker Kevin Van Trump. Kevin's company, Farm Direction, creates and distributes a daily marketing newsletter. The newsletter is not only packed full of information about each of our three primary markets of corn, soybeans, and wheat, but also has information on what is happening with other commodities. Equity markets in the U.S. and globally, as well as currencies and interest rates are also discussed. The newsletter also highlights research being done in the Ag sector, new inventions, and ideas on other interesting topics. Check it out at his website: <http://farmdirection.com>.

West-Con's Customer Appreciation is enjoyed by many members each year with attendance normally reaching over 600 people. We greatly appreciate your support and membership throughout the year!

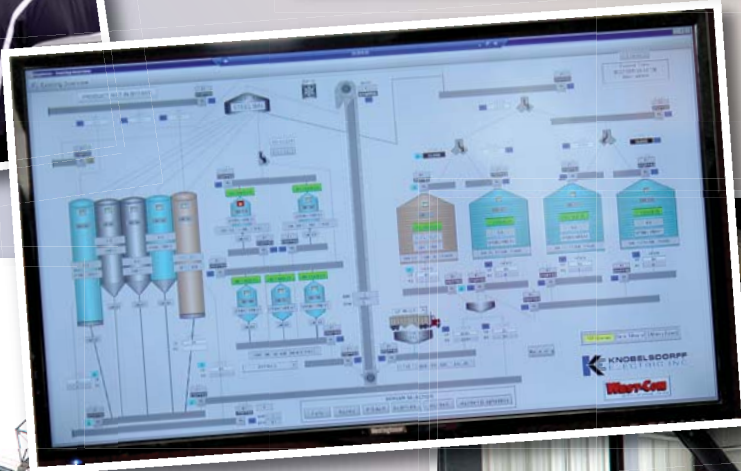
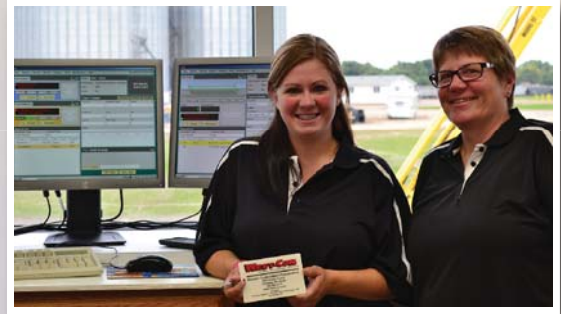


Pictured above left to right: Dean Isaacson, Kevin Van Trump, guest speaker; and Paul Mattson.



Thank You

West-Con's success would not be possible without the continuing support of patrons, employees, and board members over the years.



NEW FACES ::::::::::::::

Welcome to West-Con!



Meet our new
Sales Agronomist

Reid Muxfeldt

Reid grew up and graduated from high school in Logan, Iowa. Following high school, he attended Iowa State University where he majored in Agronomy and minored in Ag Business. After college Reid returned to his hometown and joined his family business, Muxfeldt and Son Ag, as the agronomy manager. He has experience as a sales manager and senior

agronomist. Reid recently made his home in Benson and in his spare time he enjoys building furniture and cabinets, and fishing.

"I'm excited to be a part of the West-Con team!"

Meet our new
Sales Agronomist

Jim Dave

Jim grew up on his family farm eight miles north of Dawson. He graduated from Lac qui Parle Valley in 1996 and went on to college at St. Cloud State University, where he received his bachelor's degree in Business Management and Administration. After college, he moved to the Twin Cities metro area for 12 years before moving home to western Minnesota. Jim, his wife Kallie, and their two daughters Lindsey and Lauren, 9 and 6, live in Montevideo. Jim and his daughters altogether enjoy fishing, hunting, and golfing.



Jim has farm operations experience as well as history in the agronomy and grain industries. He was the agronomy manager at Molitor Brothers Farm near Cannon Falls, and a sales agronomist at Crystal Valley Cooperative around Mankato. He recently worked as a grain merchant for Cargill in Madison, but his true passion lies in agronomy.

"I am very excited to be working with growers I grew up with, as well as forming relationships working with producers and their operations."

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TRANSPORTATION

Harvest Hauling

BY AARON GADES

Greetings from the Transportation Department! I would like to start by saying thank you to patrons for utilizing our trucks this spring and summer.

You may ask "Why should I choose West-Con to haul my products?" My answer is this: Your West-Con Transportation Department strives to give you the best customer service, being efficient and available to you, the customer. Our drivers and staff are your friends and neighbors from the community. We have invested in fleet tracking to be able to give you up to the minute updates on when your truck will arrive. Last year alone, West-Con logged 1.5 million miles on our trucks and hauled over 17,000 loads. Our seasoned drivers made that possible by knowing when you need trucks and putting in the time to get your products to you or into the elevator. We appreciate every patron that utilizes our trucking fleet, and with your support we will be able to give you many more years of dedicated service.

With harvest quickly approaching or perhaps already here, I just want to remind you how beneficial planning ahead can be. Try to anticipate your hauling needs. The more notice you can give us, the better our service can be. When calling to line up hauling, please have as much field information as possible (county, township, section, quarter, directions to the field). To request hauling services, dial 1-800-368-3310 and press 4 to reach the transportation department. Please have your farm or field information and contact number ready when you call. We will have 21 hoppers available this fall, and we look forward to assisting you in this busy time of year.

As always, we thank you for your business.





*Planning
ahead*

FALL FERTILIZER

BY DARRELL BARTZ

Where has the summer gone? I want to take this time to thank everyone for doing business with West-Con. We look forward to helping you with all your fall fertilizer needs. Not only does it make good agronomic sense to get your P & K and any micros applied on your acres in fall, but also the combination of fall pricing and a narrow window for spring planting are all the more reason to do so.

CAP Program

As you have driven around the area this summer, I am sure you have noticed some of the West-Con CAP signs marking fields that are part of the program. These signs say Complete Acre Program, which means West-Con wants to supply you with the best products to help maximize each acre on your farm. Your sales agronomist can enroll you in a program that will jump-start planning for 2016 seed, seed treatment and fertilizers, as well as herbicide, insecticide and fungicide direction for your acres. Call your sales agronomist for full details on the beneficial CAP Program.

Seed Orders Already?

Yes, getting seed orders in early every year is important for many reasons. It helps us secure specific seed by hybrid/variety as soon as it becomes available. It also helps with direction on package sizes when we make early commitments for inventory, as well as first and second choice in seed grades and sizes. If certain hybrids of corn and/or varieties of soybeans are allocated or are less available than others are, we use the order date to assure that the accounts with the earliest signed seed orders are taken care of first. Locking up these seed orders early means you get to take advantage of some of the best discounts available. Your sales agronomist, along with Monsanto Market Development and Winfield Answer Plots, utilize the trial plots in Holloway to compare corn

hybrid and soybean variety from multiple companies to assist you in making the best decisions for your acres.

Once again, we thank you for your past business and look forward to earning your future business.





AGRONOMY NEWS



Pictured above left to right: Robert Baldriege, Mark McDonald, Charlie Head, and Jeff Blair.

THE BEST QUALITY PRODUCTS

BY CHARLIE HEAD

For several years West-Con has worked with Intrepid Potash for much of our annual potash needs. West-Con serves as the farthest north distribution point for the New Mexico-based potash mine. Recently, Intrepid executives toured our facility and interacted with employees and customers. Intrepid is the only U.S. producer of potash and supplies 9% of the country's annual consumption. Recent improvements to the mine's equipment have improved granular size and durability, giving us a higher quality product for storage and spreading. This past visit was to ensure they were maintaining product integrity all the way through the marketing chain.

Your cooperative is continually developing marketing relationships with basic fertilizer manufacturers. Our goal is to access the best pricing, product quality, and consistency of supply. Market place dynamics continue to change. For example, during the past year and for the next couple of years, several new plants and old plant expansions are taking place in Nitrogen production. This will provide new opportunities for West-Con's facilities to better serve our customers. These new plants will be

looking for facilities like ours to take in the additional production.

West-Con's long term relationships with phosphoric acid producers have provided the entire area a consistent supply of 10-34-0 liquid starter. Through our conversion facility we have annually been a reliable source of supply. We have also provided storage and unit train capacity for ammonium sulfate and ammonium thiosulfate to manufacturers. This has made it possible to have the two major sulfur sources readily available to the entire region.

West-Con will continue to explore every possibility to bring the best quality products to the area, and develop solid relationships that will deliver uninterrupted supply.

Thank you for choosing West-Con as your agronomy headquarters, and best of luck this harvest.

NEW FACES

Welcome to West-Con!

Meet our new Agronomy Operations Manager *Jim Banken.*

Jim worked for West-Con 10 years ago managing the Dry Fertilizer Plant in Holloway. Prior to his return to West-Con, he managed an agronomy center in Chamberlain, SD, where crops grown are very similar to our area. Jim and his wife Janine live in the Montevideo area close to their children and family. They enjoy being able to spend as much time with them as possible. Jim enjoys the sports of hunting and fishing whenever he gets the chance.

"I'm excited to be working again for such a great company as West-Con, along with the producers I know and grew up with. I look forward to the opportunity of serving you and your cooperative again!"



Trait placement on your farm

BY JUSTIN GOLDEN

We have a very good looking crop at this time. Over the course of the summer we've had some weather thrown at us. We got hit by a cold snap early on. We had hail in some areas, significant wind damage in the same and others, and the onset of diseases is creeping around the corner. Overall, there are a lot of great crops out there for what they've had to withstand.

Keep up the good work! We've had excellent crops in the area the last few years, but we can't forget what it took to get those big crops. Fertility and herbicide programs and selecting the right traits and hybrids for your fields play a huge role in the outcome of your yields.

Right now there are a lot of traits to choose from. Each has its fit for geography and rotation, and placement can be tricky. Risk will always be there, but how we manage it can be the difference between success and failure. If we can measure it, we can manage it. Field history, prior insect pressure, and rotation all play a role in the placement of hybrids.

To discuss placement options, call your West-Con agronomist today!

PRODUCT TECHNOLOGY	MODES OF ACTION	RECOMMENDATION
SmartStax	3 above ground, 2 below	Corn-on-corn rotation with in-furrow insecticide→Aztec, Force 3G, Capture LFR, Tundra, etc.
VT Triple PRO	2 above ground, 1 below	Corn-on-soybean rotation
VT Double PRO	2 above ground, 0 below	3-year rotation, dependent upon insect pressure, with in-furrow insecticide→Aztec, Force 3G, Capture LFR, Tundra, etc.
Roundup Ready 2	NONE	High insect pressure, intense management necessary with in-furrow insecticide→Aztec, Force 3G, Capture LFR, Tundra, etc.

SmartStax is highly recommended for any corn-on-corn acres. Crops will be most susceptible to insect pressure in this instance. I would even recommend using insecticide boxes or bifenthrin with your starter in-furrow. Getting every possible protection on these acres is crucial to minimize the chance of developing resistance.

VT Triple PRO is great for corn-soybean rotation acres. They are trusted hybrids that have been around awhile and yield very well. If you run into a corn-on-corn situation and have to use this option PLEASE consider using an in-furrow insecticide to manage pressure.



VT Double PRO works extremely well for 3-year rotation acres. We need to know how much insect pressure has occurred in the past. With the extended diapause, corn rootworm and other insects can be unpredictable. This is a great option for acres coming out of alfalfa.

Roundup Ready 2 is best used as a refuge option. Production is low because insect pressure is definitely a real risk in any geography. Please use with appropriate management. Check your fields often for insect pressure.



Fall Fertilizer

As the 2015 growing season closes out, we are already looking into the next season. How can West-Con and you maximize next year's potential? The foundation of any good crop is accurate placement of N, P, K and S. With a fall application of phosphorous and potassium, you allow yourself freedom in the spring to make adjustments to nitrogen applications after getting soil samples back in the fall. Along with fall applications of P and K, the opportunity to use West-Con's Wil-rich air cart and chisel plow will guarantee that, not only is the nutrient worked into the soil to decrease the chance of loss due to runoff, but will also get acres tilled in a timely and efficient manner.

Fall is a good time to apply phosphorous and potassium. Based on soil test recommendations, growers should take advantage of declining fertilizer prices to replenish nutrients being depleted by continuous crop systems. Benefits of fall tillage are well known. It increases soil tilth by breaking up potential hardpans from working in moist soil conditions, and helps start a hospitable seed bed for spring planting. Fall is our first chance to get a head start on a new crop year, and taking the opportunity to use a one-pass fall program with an air cart and chisel plow could very well lead to personal bests in 2016.



Transitioning to Fall

BY JOE MEYER

West-Con will be set up nicely going into fall. Many growers in our area are predicting big yields, and it is hard not to get excited for harvest. This year has brought some unique challenges in marketing new crop and old crop reserves. Sometimes the best move is sitting on the sidelines and waiting for an opportunity. However, having a plan in place for grains, fertilizer and fuel is going to pay off every year.

As I write, we are finishing up a great wheat harvest. The majority of wheat brought into West-Con was of milling quality. That will make a big difference marketing our crops. Customers communicated well with the scale about what they wanted to do with the grain, which makes us much more efficient. As we move into fall I expect to see some market volatility with bushels moving around and some grain getting sold. It will be



even more important to communicate with grain buyers and scale operators. If you have any questions or concerns, please contact a grain buyer right away. We don't want little problems to become big problems.

I'd like to welcome our new agronomist to Twin Brooks, Eric Paulson. Eric has been a valuable member of the staff in Holloway as an agronomist and intern. This past year Eric and his wife moved to the Milbank area and we are excited to add him to our staff.

Thank you for all your business, and I wish you a safe and prosperous harvest.

Twin Brooks Report

Harvest

BY STEVE NEGEN

Wheat harvest is done! It was a different wheat harvest this year. We didn't have any waiting lines and everything ran smoothly. Yields were very good. At the beginning harvest protein was low, but as it went on later wheat had better protein. As wheat harvest finished up we prepared for soybean and corn harvest. Bins are empty, swept and ready to be refilled. The hoop building is empty and we are doing some floor work, cutting 250 feet of asphalt out of the center and re-asphalting it. We should be done by the time soybean harvest arrives.

We would like to welcome Leon DeGreef as our new Agronomy Plant Supervisor. Leon has been a great asset to the Twin Brooks Agronomy Department since 2007. He has an extensive background in agronomy and product application and is ready to go to work for you as your plant supervisor.

I have several items I'd like to mention before soybean and corn harvest begins. First of all,

safety is most important. We ask you to keep your speed down especially coming into our dumping areas where we have employees ready to assist you with your hoppers. Also, the slower you drive, the less dust you create. This has been a big concern for our neighbors, and we want to keep them happy. We also ask that you limit your cell phone use while on the premises because of the distraction it causes. Lastly, we ask you to limit the use of your engine brakes, also out of respect for our neighbors.

Thank you for your business and have a safe harvest season!



Congratulations

Recent promotions at West-Con

Please join us in congratulating
Dani & Johnny on their promotions!



Danielle Castaneda

has been promoted to
Agronomy Dry Plant Location
Supervisor in Holloway.
Dani has worked for West-
Con since 2009 and has
proven her potential and
willingness to take on
numerous responsibilities.



Johnny Rodriguez

has been promoted to
Assistant Agronomy
Supervisor in Holloway.
Johnny has worked for
West-Con since 2013 and
shown great capability
in every responsibility
he has taken on.

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**Stop in today and apply
for a West-Con Fuel Card**



Minnesota Twins Trip

On Monday July 6, 2015, West-Con took patrons, employees, and company representatives to the Minnesota Twins game vs. the Baltimore Orioles. West-Con reserved the Budweiser Deck for the event. It was a great opportunity for our patrons to meet each other, as well as meet employees and representatives of companies we do business with.

After a stormy morning, the weather turned out to be perfect to take in the game. In the 10th inning, with the game tied at 2-2, All-Star Brian Dozier hit a walk off 2-run homerun to end the game. It was an exciting way to end the night!

Thank you to all who attended the evening of fellowship enjoying America's favorite pastime, and thank you to all our patrons for doing business with West-Con!





Credit Report

BY CHAD SYLTIE

Harvest 2015 is underway, but I want to give you some items to think about for 2016!

Financing Programs

We will again be offering various financing programs which can be a benefit to your operation. We will offer full-farm financing. We've been out to see customers that have utilized this program in the past, as well as newly interested customers. Interest rates are low, and longer term rates are staying stable. Now would be a good time to refinance your term notes if need be. If you are interested in the program, September is a great time for new customers to get underwriting turned in to get the application process started before harvest. Call me at the Holloway office today for more information.

We also offer various financing programs through John Deere Financial. JDF is popular with many of our customers. Seed financing programs came out right after Labor Day. Most seed companies use JDF to finance their seed, making it a 'one stop shop' program for purchasing seed and crop protection. Bayer Crop Science and BASF also offer a JDF financing program for chemicals. I highly recommend inquiring about these programs now because rates are very competitive. You have the potential to reduce interest costs by using John Deere Financial as a tool in your operation. West-Con will be also working again with Quick-Link through Rabo Agrifinance to finance your inputs purchases. Purchases put on this program are not due until December 2016. West-Con is again offering crop insurance to our Minnesota customers. We have a knowledgeable agent staff to see you

through. We can help you decide what level of coverage is best for your operation. **Contact your agronomist or myself to discuss these beneficial programs.**

Fall Fertilizer

With harvest in full swing, it is time to talk to your agronomist about fall fertilizer. It is West-Con's policy that all agronomy accounts be current prior to the purchase of any fall fertilizer. For those of you who still have outstanding balances from summer, please contact your agronomist to get these taken care of.

Deferred Payment Bonds

I want to remind you of a couple items in our grain department. West-Con offers customers the option of purchasing deferred payment bonds to cover deferred payments. It is simple to get these bonds, and you are billed directly from the bond company for the cost of the bond. Bonds are placed with an "A" rated company so they are backed with the financial stability every grower needs. We also continue to offer interest on your deferred payment if it is longer than 60 days. We are currently paying 2% on deferred payments. The maximum amount of time we will pay this interest is two years. Interest is paid out when we issue the check, and you will receive form 1099 from us in the year you get paid. This is an option to discuss with your tax accountant before signing up.

Getting your crop insurance from West-Con is easy. We have agronomists licensed to sell crop insurance in the State of Minnesota.

Call
800-368-3310

Chad Syltje Ext. 1227
Scott Mattocks Ext. 1701

FULL LINE OF PRODUCTS

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CROP HAIL PROTECTION

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In closing, have a safe harvest, and we look forward to hearing from you this winter. Thank you for supporting West-Con.

THANK YOU

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Thank you for your part in the expansion of Terminal A.

Western Consolidated Cooperative

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If you have stories of interest or would like to be added to our mailing list, please contact the Main Office at 320.394.2171