



Guest Speakers

- Bruce Scherr, Ph.D.
 - Machinery Pete

Live Broadcast

Linder Farm

Network

contents

- 3 West-Con Ag Days
- 5 West-Con Ag Days Activities
- 6 Annual Meeting
- 8 Promotion
- 8 West-Con is Well Positioned for Fall Harvest
- 9 Making Marketing
 Decisions Easier
- Agronomy News:
 Reaping the Benefits
- Agronomy News: Roundup Ready Xtend Crop System
- 13 From the Credit Desk
- Twin Brooks: Importance of Hybrid Selection
- 15 Twin Brooks: Marketing
- 16 CompuWeigh Reminder
- 16 Transportation
- 17 From the Office
- 17 | Welcome
- 17 New Faces
- 18 Agronomy News: Invest in the Best
- 20 Remember When...

Planning for the tuture

or 26 years West-Con has held an Annual Customer Appreciation Pork Chop Dinner. This year, we've decided to make a change. We are incorporating our Customer Appreciation into a two-day event we're calling West-Con Ag Days. This event will be held August 24th and 25th at our Holloway location. Your West-Con Agronomy team and representatives from our suppliers will be giving tours of our 180-acre test plot. Several vendors will also be available for producers



Dean Isaacson General Manager

to visit with. Dr. Bruce Scherr and Machinery Pete will be speaking on current agriculture related news and issues. Please read the main article of your West-Con Update for more detailed information.

West-Con has no large projects in 2016. We are in the process of an extremely aggressive repair and maintenance program in both our agronomy and grain departments. By early September, we will be more than ready for the 2016 crop.

In 2015 we finished the two-year Terminal A expansion in Appleton. Our total investment was \$19 million. In 2015 and 2014 our capital investments totaled \$24.5 million. The good news is we only increased our debt by \$8.4 million, our working capital dropped \$3.5 million and our capital reserves increased \$3.6 million. Taking on a

large-scale project such as this, we feel great about the financial condition of our company along with adding new grain markets for our members.

Let's take a look back at the investments made in the last 10 years at West-Con. We have invested \$88.3 million in fixed assets to improve external efficiencies for West-Con. Our primary goals with these investments is to improve customer service and provide a reasonable return for our members, keeping West-Con competitive with other cooperatives. While investing \$88.3 million, we have kept our additional debt added to only \$9 million, we have increased our working capital by \$7.2 million and also increased our capital reserve by \$31.5 million. While doing all this, we have also returned just over \$17 million to our members. West-Con has effectively made aggressive investments. Our strong financial performance coupled with our ability to return cash to our members proves that we have performed as well if not better than most local cooperatives.

Contributing to your coooperative's success is our trusted, local staff. All of our accomplishments are credited to a loyal group of employees. Our Board of Directors take their responsibilities seriously and make sure West-Con continues to move forward. Of course, you, our members, have showed tremendous support throughout our poor years and our positive years. I thank all of you for your dedication and patronage.

My staff and I, as always, will continue to align our resources with opportunity.

West-Con is a significant cooperative and the producers that support us day in and day out need to be proud of the business they have built and have ownership in. If you aren't a member, I welcome and challenge you to give us a try.

Thank you for your business.

AGRONOMIC EVENT:::

Ag Days

BY JIM DOVE

Test-Con is excited to announce that we will be holding a two-day agronomic event at our Holloway location on August 24th and 25th. Our goal for this event is to provide a place where farmers and other leaders in the Agriculture industry can get pertinent information on current issues and concerns in the area, which will aid them in making informed, educated business decisions.

Event Information

The 2016 West-Con Ag Days will be held over two days, August 24th & 25th, and is going to be an expanded version of our previously held Winfield AnswerPlot tour. This first-year event will be held at the West-Con main office grounds near Holloway, which are surrounded by 180 acres of easily accessible plots and demonstrations. Several different agronomic stations will be available for attendees to visit. These stations will be presented not only by the West-Con agronomy staff, but also by other leaders in the farming community including representatives from Monsanto, Winfield and CPS. We plan on holding a variety of hands-on demonstrations throughout the two-day event, and you can explore some of them in the activities section listed later in this article.





We will also host several dozen local Agricultural vendors, with a broad array of knowledge and products, where farmers can get one-on-one answers straight from the source. Food and beverage vendors will be present on-site offering a variety of food and drink options that will be available for purchase.

Due to recently expanded interest in cover crops throughout our area, we are also excited to be presenting a cover crop variety plot, which is rumored to be the largest such plot in the area. We want to be able to show our farmers the different types of cover crops that we can accommodate in our area as well as any benefits and concerns that may come along with them.

We have created a schedule which will allow any single attendee to hit every agronomy station over the two day event as well as attend both speakers and still have time to walk around and speak with vendors and other leaders in the industry. We are planning for attendees to come from not only all four of our main agronomy centers-Holloway, Twin Brooks, Kensington and St. Leo-but through advertising on the Linder Farm Network, there is potential for people to come from all of Minnesota, western Wisconsin, northern Iowa, and eastern South Dakota.

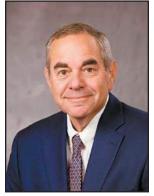
We will be giving away commemorative hats to the first 500 people each day. Also, attendees that experience certain predetermined stations and submit an entry will be entered into a grand prize drawing. The grand prize is yet to be determined but will be announced in future radio and newspaper ads as well as in the West-Con Ag Days section of the company website www.westcon.com. This section will be updated as the event draws closer as things may change.

WEST-CON AG DAYS::::::

continued from page 3

Presentations and activities

Not only will we have the Linder Farm Network on-site for a remote Live broadcast but we are also honored to have two expert speakers present at the two day event: Bruce Scherr, Ph.D., former Informa CEO and expert in agricultural economics; and Machinery Pete, the foremost expert on the used farm equipment market.



Dr. Scherr

Dr. Scherr has been with Informa Economics, Inc. from 1987 to July 2014 in several executive capacities including President and CEO, and he is currently emeritus. Formerly, he was president of Sparks, Jacobs, Scherr, Inc. (SJS), a sister company to Sparks, and president of Agri-Commodities, Inc., an agriculture consulting firm based in Andover, Massachusetts,

which was acquired by SJS. Prior to forming Agri-Commodities. Dr. Scherr was a divisional vice president at Data Resources, Inc., where he developed and utilized for the public and private sectors the first commercially available econometric model for U.S. agriculture. Dr. Scherr received his bachelor's degree from Rutgers University and his M.S. and Ph.D. from Purdue University, all in Agricultural Economics.

Greg Peterson, known as Machinery Pete, has built a network of 950 regional auctioneers, 600 ag lenders, 2,000 implement dealers and thousands of farmers throughout the U.S. and Canada. Since 1989, Machinery Pete has compiled more than 500,000 auction prices on all types of used farm and construction equipment sold throughout North America. In 2015, Ma-



Greg Peterson

chinery Pete launched a dealer listings site with analytics and marketing services for equipment dealers. He analyzes this data for trends in used equipment values, as well as regularly reports on the endless number of stories surrounding farm equipment.

The event will be held rain or shine as we will be holding the speaking presentations at an indoor facility on site that we will shuttle attendees to and from, making use of different stops throughout the property. In case of inclement weather, the Holloway Community Center will also be used.

We are excited to be able to bring this event to our patrons, so mark your calendar, check the website, www.west-con.com for updates and we hope to see you there!





August 24 & 25 Tentative Activities

WEST-CON MEMBERS

Thank You

Annual Meeting

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

Participate in the 32nd Annual Meeting of Western Consolidated Cooperative. As in previous years, the meeting was held at the Holloway Community Center in Holloway, Minnesota. The meeting was called to order by Chairman Pat Ascheman and immediately followed by a determination of quorum, notice of meeting and the reading and approval of former meeting minutes. Jim Schuetzle of Carlson, Highland and Company presented the 2015 audit review and financial report. General Manager Dean Isaacson followed with a report of 2015 operations and updates of locations. Grain Manager Paul Mattson and Agronomy Manager Charlie Head gave departmental updates as well.

Vice Chairman Gary Nygard presented the Nominating Committee report including placement of board position candidates for Areas One, Two and Three. A call for additional candidates from the floor provided no additional candidates so Nygard invited a motion to cast unanimous ballots for all three candidates. Motions were cast, seconded and all voted in favor. Re-elected board members include: Area Two, Pat Ascheman; Area 3, Shane Gilbertson; and newly elected to Area 1, Ryan Gronholz.

Members then welcomed guest speakers Mark McDonald and Jeff Blair from Intrepid Potash.

Chairman Pat Ascheman officially adjourned the meeting. Dean presented Jason Lund with a retirement gift and thanked him for his 12 years of service to the Board. Lund served the last nine years of his terms as secretary/ treasurer. Members then enjoyed a roast beef and ham dinner prepared by Good Ol' Days Café from Holloway, and also partook in the opportunity to win door prizes.

Following the Annual Meeting, the Board of Directors convened to appoint Mike Langan as secretary/treasurer, with Pat Ascheman continuing as chairman of the board, and Gary Nygard continuing as vice chairman of the board.



Special speakers pictured left to right: Mark McDonald, Jeff Blair from Intrepid Potash and Jim Schuetzle.

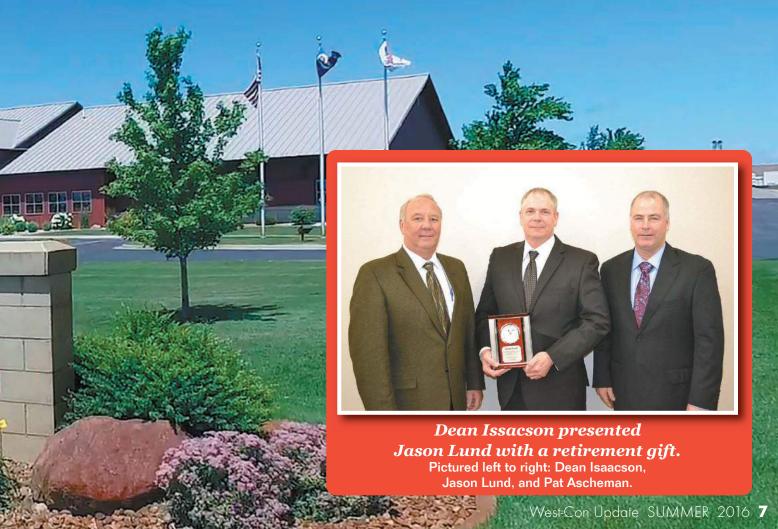




2016-2017 Officers of the Board
Pictured left to right: Pat Ascheman, chairman; Mike Langan, secretary/treasurer; and Gary Nygard, vice chairman.



Board members pictured left to right: Pat Ascheman, Area 2; Shane Gilbertson, Area 3; and Ryan Gronholz, Area 1.





Congratulations

Aaron Gades recently promoted at West-Con

Please congratulate Aaron Gades in his promotion as Appleton Grain Location Supervisor.

Aaron has been employed with West-Con since 2001 and has shown great potential and willingness to take on many responsibilities that West-Con has to offer.

Aaron has worked in both grain and fertilizer outside operations for three years in various jobs, was a scale operator for six years and has been the dispatcher and fuel station supervisor for the past seven years. Before joining West-Con he attended college for computer hardware repair and maintenance.

Please join West-Con in congratulating Aaron in his promotion and give him your continued support.

If you have questions on dispatching and the fuel station please contact Garb at 320-394-2171 option 4.

West-Con is well positioned for fall harvest

BY PAUL MATTSON

t has been almost a year since we completed the expansion of Terminal ▲A in Appleton. We have been very pleased with the performance of the elevator and feel like we have the right staff in place to serve all of our patrons. Markets have changed a great deal since this project was first proposed. At the time we started Terminal A expansion, the domestic Union Pacific corn market was a clear leader for corn. Over the last couple of months the U.S. has once again become very competitive in the export market, and today the best market for Appleton corn is the PNW export market which is best served by the BNSF. We loaded our first BNSF corn shuttle in Appleton on June 10th. Since the completion of this project we have loaded corn on three of the four railroads we have access to in Appleton. It is these options that have us so excited about this facility over the next few

Due to historically inexpensive ocean and barge freight we have seen a resurgence in the grain markets all along the Mississippi river system. This is another reason West-Con feels so fortunate to have Terminal A. The TCWR Railroad provides exceptional service and rates into the barge loading system in the Twin Cities. Most of our beans over the last few months have been delivered via the TCWR to the Twin Cities and then going onto barges to the ports in the Gulf of Mexico.

This market may

expand over the next few years also. The expansion of the Panama Canal to handle more and larger ships should increase the loadings that go through the Gulf of Mexico.

Access and freight availability are very important to West-Con and its patrons. West-Con is well positioned for fall harvest. The rail lines are all running very efficiently and car costs are low in comparison to recent years. We are going into harvest with very low inventories so storage space and dumping capacity should be excellent. West-Con has not had any large capital expenditures this year. We have put considerable time and effort into making sure our facilities are exceptionally well maintained and in top condition for harvest.

Grain markets continue to be very volatile and marketing is always a hard and emotional decision. I would like to remind everyone that we offer many different types of contracts. Sometimes it feels like there may be too many choices. West-Con offers two types of contracts that can take all of the emotion out of grain marketing. We offer the CHS PRO-Advantage contract, and the Commodity Marketing Company Advance Pricing Plus contract. West-Con has chosen these two companies because of their abilities and trustworthiness. These contracts allow you to turn over a small amount of bushels and let an industry professional do the marketing on them. This would be similar to a mutual fund where someone else pick the stocks you buy. These contracts both come with excellent reporting systems so you know where you are on the price and other benefits.

Finally, I want to thank everyone for the opportunity to serve you and wish everyone a very safe harvest.

MAKING MARKETING **DECISIONS EASIER**

BY CHRIS AASLAND

he 2016 planting season was one of the most efficient we have seen. Very few delays allowed for a comfortable planting window. So far our crops are decent, but rain will be needed to achieve maximum yields. We have had some heat spells lasting a couple of days before temperatures get back to normal.

Concerning the markets, we put in a hard bottom during the first part of 2016 making profit prospects very unfavorable. We then rallied into June, not because of problems in the U.S., but in South America.

Too much water, lack of water and depleted grain stocks all culminated, raising concerns about Brazil and Argentina crop production fears, putting uncertainty in the markets. It got so bad there were reports of some regions in Brazil running out of corn. The rally has given producers great opportunities for selling old crop bushels along with new crop sales. As for the U.S. crop, we still have

around a 2 billion carryout in corn stocks while sovbean stocks have been reduced to under 300. The overall condition of the crop is 75% good to excellent. We will be watching how the weather treats us going forward and the direction the market takes.

I would like to explain charting that can be used to help forecast grain price movements. The following chart is an example of trend lines and trend channels. A trend is defined as the direction the price of a commodity or stock takes which can be up, down or sideways.

66A trend is defined as the direction the price of a commodity or stock takes which can be up, down or sideways. 🤧

Trend lines in most cases follow straight lines. Normally a trend line is established on the bottom side of chart action known as support. The line is created by connecting lows made on the chart. A second line is used to establish the top side of chart action which is known as resistance. This line is created by connecting highs in the chart. In this example, these lines follow the price action of the market at a defined angle. The blue lines in the example are defining a lower trend of price action. The channel is represented by the area between the bottom line and the top line. In a sense, the price action of the chart bounces between the bottom and top line forming the channel.



The second example in the accompanying chart using the red lines shows an up trending channel formation. The same principles used to define the down trending blue lines are used for this higher charting formation. The bottom red line is created connecting the low price points and the top red line is created connecting the high price points. One difference in this channel formation is the two lines start to come together towards the top portion of the chart formation. This can happen, but normally we like to see two parallel lines defining a channel formation

When does a channel formation complete itself or end? This happens when the price action in the chart formation breaks through one of the trend lines. The best example is the upward formation with the red lines. Here, price action has traded sharply lower breaking through the bottom trend line of the channel formation. This is normally a major signal that the current trend higher or lower has changed and a new direction is taking place. Traders utilize trend lines and channels to anticipate a change of direction in a market. In a downward channel formation they wait for confirmation that price action is changing to the upside by breaking the current trend. The same can be said with an up trending channel formation. Trend lines can be easily identified and with some practice, one can easily identify their channel formations as well.

In closing, I hope the summer has treated you well, and wish you a safe, bountiful harvest.

AGRONOMY NEWS

HOSSING S

===== Reaping the Benefits of ====== ≡Expanded Worldwide Production ==

BY CHARLIE HEAD

ood news! Fertilizer prices dropped even further in the last six months. We are now enjoying some of the lowest prices for nutrients seen in 20 years. At these prices it is time to start thinking about building your soil fertility that may have been neglected or reduced in recent years.

Of all the products and equipment utilized to grow a crop, fertilizer provides the best return year after year. Numerous trials have proven this time and time again. The best seed, treatment and populations can bring you the best returns if you have the proper fertility. It is of utmost importance to know your soil fertility before you apply. DON'T GUESS! If you haven't had soil samples taken within the last three years, I urge you to contact your sales agronomist to get sampling done. The process is simple. Our soil sampler will obtain the samples from your fields. Detailed field information and maps are submitted to Agvise with your bagged samples. Your agronomist will then contact you with the final analysis, and together you can devise a plan to assess soil fertility strengths and weaknesses.

What has caused the decline in fertilizer prices over the past two years? Primarily, there has been an increase in

worldwide production. There has been a boom in North American nitrogen production facilities. The increase in availability and low-cost natural gas used to produce nitrogen has resulted in the expansion of current facilities as well as brand new sites being constructed. Canadian potash mines have also expanded, with new mines being built and old mines running with improved efficiencies. Outside of North America, other countries have also expanded their nitrogen, phosphate and potash production. All of this culminates in a much higher supply position worldwide.

If you look at plant nutrient affordability as an index of nutrient cost vs. corn and soybean price, it is as low as it has been in decades. One item to pay attention to this fall is the price per pound of actual nitrogen compared to all forms of nitrogen—anhydrous ammonia, urea, and UAN liquid—you may be surprised. There are now nitrogen stabilizers available for all forms of nitrogen. Your agronomist will help you make the best decision for your farm.

The window of opportunity to spread fertilizer and work it in is limited, especially with all your other farming operations. We're here to help you maximize these great fall days. What a great year to build for 2017 and beyond!



SOYBEAN PLANT

Roundup Ready Xtend Crop System

BY DARRELL BARTZ

Volume Teed resistance is a reoccurring issue for many of our growers. Luckily there is a new technology that, once fully approved, will offer another tool in our growers' fight to control tough weeds. Monsanto's Roundup Ready Xtend Crop System is the new technology and will combine innovative traits that contain tolerance to dicamba and glyphosate with high yielding soybeans. This allows growers to use low-volatility dicamba as an in-crop herbicide on Roundup Ready 2 Xtend Soybeans. In conjunction with the Roundup Ready Xtend Crop System, Monsanto will continue to recommend residual products (all Authority's, Valor, Warrant, etc.) through their Roundup Ready Plus program as a way to control those tough to control weeds.

Currently awaiting European import approval of the grain, the Monsanto Roundup Ready Xtend soybean platform will be one of the largest product launches ever in the agriculture industry. This system is built on the high





yield potential of the Genuity Roundup Ready 2 Yield soybean trait that offers growers more yield over first generation Roundup Ready soybeans. These soybeans will be launched with more products across more maturities than any other previous soybean launch in Monsanto's history. Locally tested and coupled with disease packages suited for specific regions, Roundup Ready 2 Xtend Soybeans will be available in group 0 to group 2.5 for our area. Monsanto's plan is to have all of their soybean production to be Roundup Ready Xtend, but will likely take several years to get to that point. For 2017, production is between 30-40% depending upon the maturities.

The most common objection to the Roundup Ready Xtend (and Dow's New Enlist 2-4D Herbicide Tolerant Platform) is the application of the product. The thought of applying dicamba to multiple crop soybeans does concern many producers for a couple of reasons. While Monsanto recognizes these issues, they freely admit that this product will be very similar to the launch of Roundup Ready Soybeans in 1996. With the Roundup Ready Xtend Crop System, application guidelines will be recommended to help ensure proper application while minimizing the concern for potential off-target movement. Below is a list of concerns along with recommendations.

Volatility – XtendiMax, a low volatility dicamba herbicide, will be the product of choice for post emerge applications on the Roundup Ready 2 Xtend soybeans. To limit volatility of a potentially VERY VOLATILE product, Monsanto has added their VaporGrip technology, which will greatly reduce this concern.

Roundup Ready Xtend Crop System continued on page 12

AGRONOMY NEWS:::::

Roundup Ready **Xtend Crop System**

continued from page 11

Tank Contamination – Plan on triple rinsing at the end of every day, and when changing tank mixes. Dicamba, along with other products like Valor, tend to settle out in lines, filters, and end caps. If not properly cleaned out, that product will continue to break loose over future applications.

Proper Tips & Pressure – The Roundup Ready Xtend system will need the right size nozzle to make the most of the technology. To get the best results out of the weed-control system, farmers must use nozzles that create very coarse to ultra-coarse droplets because those drops are heavier and will fall to the target more quickly, increasing the likelihood of on-target applications. Larger spray droplets travel less distance due to density. We want those droplets that are carrying our products to travel downward, toward the weeds we are trying to kill, and not laterally toward potentially sensitive crops. Recommended nozzles like Turbo Tee Jets that produce Ultra Coarse or Extremely Coarse droplet sizes will minimize spray drift.

What should you do to start planning for the Roundup Ready Xtend Crop System? To start. get together with your West-Con sales agronomist to walk through our soybean plots to view a number of the Roundup Ready Extend varieties that are planted. In addition to walking the plots, discuss placing an order early for Roundup Ready 2 Xtend Soybeans. As I mentioned earlier, only 30-40% of the soybean seed available for 2017 will be in Roundup Ready 2 Xtend trait.

A great way to learn more is to attend West-Con's first West-Con Ag Days on August 24th and 25th. The event will be held in Holloway, MN in our West-Con Answer Plot, where we are working on almost 200 acres of our own trials. Take advantage of this event to learn more about this and other hybrids and varieties.

Roundup Ready® Xtend Crop System PREPARING THE SPRAYER

Nozzle Selection

- Proper nozzles and settings help determine:
 - Droplet size and potential driftable fines
 - Uniformity of spray pattern and coverage
 - Carrier volume



Roundup Ready® Xtend Crop System

PREPARING THE SPRAYER

Nozzle Selection: Droplet Size

- The smaller the droplets, the slower they fall, and the farther they can
- Large spray droplets improve on-target application and reduce the likelihood of drift
- Nozzle selection is only part of the equation
 - Nozzle selection and pressure combined determine droplet size and percentage of driftable fines

EFFECT OF DROPLET SIZE μ (IN MICRONS) TIME IT TAKES TO FALL 10'





fine | 100µ

medium | 200µ

coarse | 400µ

ultra-course | 1000µ

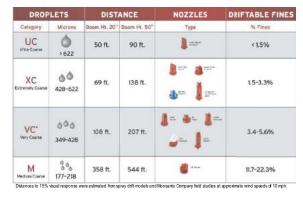
Source: Ross and Lembi. 1985

For illustrative purposes only. Boom height in the Roundup Ready® Xtend Crop System should be no more than 20 inches above pest or crop canopy.

Roundup Ready® Xtend Crop System

PREPARING THE SPRAYER

Nozzle Selection can significantly impact drift potential



Refer to herbicide labels for spray nozzles approved for use in the Roundup Ready® Xtend Crop System

From the Credit Desk BY CHAD SYLTIE

ell our planting season went about as well as one could hope for, and now we are on to crop maintenance before harvest. In fact, some are in the midst of wheat harvest. We still have a ways to go before corn and soybean harvest, so now is a good time to start thinking about next year.

Accounts Receivable in Good Condition

Before putting our focus on next year, I would like to talk a bit about 2016. We were expecting an extremely tight financial year for 2016, but thankfully we did see an increase in commodity prices to help with cash flow this summer. I want to thank all our patrons for taking the time to handle their accounts in a decent manner. Today our accounts receivable are in good condition, and customers continue to pay their obligations as agreed which is a value-added plus to West-Con. Please keep those lines of communication open so we can work with each other on keeping our receivables in the condition they are in. Hopefully the second half of 2016 will go as well as the first so we will have no bad debt to report at year-end.

Communication Lines

When I talk about keeping those lines of communication open, I recommend keeping your banker informed on how things are going with your operation. Many farming operations need these financial institutions to run efficiently throughout the growing season. Now would be a good time prior to harvest to have your banker out for a visit to let them know what is happening. An informed banker can provide a lot of help to an operation, but one who isn't will only do the minimum due to only having a minimal amount of information

Interest, Financing, **Supplemental**

Moving on to 2017, I want to highlight a few key items of importance. First, pay special attention to 2017 interest rates. We saw the Federal Reserve increase their rate by 25 basis points this year. There was talk they may do it again in 2016, but we haven't seen it yet. News articles and reports are hinting we may not see another hike in rates in 2016, but 2017 could be another story. I recommend watching for information on interest rates and continue to use fixed rates of interest whenever possible. Fixed rates take the guess work out of what you need to pay so you can plan better in the future. Secondly, please remember West-Con offers a full financing program to customers to assist in their financing needs. Now is a good time to check into this program to find out what it can do for you in 2017. It also allows us time to gather information for application processing rather than making a large push right after harvest. I would be more than happy to make a farm visit or you can stop by the office and discuss the program. Third, we have our supplemental programs through John Deere Financial and Rabo Bank. Both programs have been a big benefit to customers in 2016, so please be sure to watch what will become available for 2017. Right now I don't have any specifics on what programs will look like for 2017, but information will start to flow out around the last half of August into September. We will be sure to let you know when information becomes available.

Minnesota Customers

Finally, my last item is for Minnesota customers. West-Con has two licensed agents who are dedicated to working with you on your crop insurance needs. Contact Scott Mattocks or myself if you have any questions about this program. We offer a full line of private products and sell Multi-Peril Crop Insurance policies in Minnesota.

Well, that about covers it for now. I wish all of you a safe harvest season, and look forward to talking with you later this year.

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

Ext. 1227 Chad Syltie Scott Mattocks Ext. 1202

FULL LINE OF PRODUCTS MPCI Policies Revenue Protection Yield Protection

CROP HAIL PROTECTION

Basic Policy Various Deductibles Crop Hail Production Green Snap Endorsement



TWIN BROOKS:

Importance of Hybrid Selection

BY TWIN BROOKS AGRONOMY TEAM

It is time to start thinking about the 2017 growing season. Many benefits come with preparation in the fall of 2016. One of the key components to a complete farm plan is hybrid selection. Ultimately, the main goal with selecting the right hybrid is obtaining maximum yield. There are many questions you can ask yourself that will increase yield opportunity without raising input costs:

- ► What Disease/Insect package do I need?
- **▶** What is my Soil Type?
- What Planting Population do I need to strive for?
- What are my Tillage Practices?
- What is my Herbicide Management Plan?
- What Relative Maturity do I want?



Tools such as soil sampling, yield maps, Answer Plot data, FTN plots (Field scripts Technology Network), and consulting with your local West-Con Agronomist can answer these questions and help you select your hybrid or variety choice for the 2017 growing season. Multiple benefits come with planning, this fall, for the 2017 growing season. When it comes to selecting seed, being proactive is the name of the game. Early order discounts take place in the fall and allow yourself the best opportunity to lock in your 1st choice hybrid. Once again, we thank you for your business and look forward to sitting down with you this fall to work together on a management plan that will give you the best opportunity for the 2017 growing season. Have a great harvest!

R7 Placement Strategy 1. The Right Genetics for 2. The Right Soil Type at 3. The Right Plant Population in 4. The Right Cropping System with 5. The Right Traits fed 6. The Right Plant Nutrition defended with 7. The Right Crop Protection

Twin Brooks Marketing

BY JOE MEYER

all is fast approaching, and it looks like we're heading for an early wheat harvest. Marketing this year's crop has been interesting, to say the least. We have seen managed money funds turn their attention to soybeans, with a large amount of money buying futures and options. Then we transitioned into a weather market we haven't seen in recent years. The markets have been volatile and there has been a lot of selling due to the uptick in markets.

The volatility of corn and soybeans has made it advantageous for our customers to have a futures trading account. West-Con is a branch office of CHS Hedging. Paul, Chris, Jake and myself can open accounts and put orders in. We have seen a decline recently in new accounts due to the Dodd-Frank legislation making it more expensive to set up an account. Having a trading account allows you to manage risk through options and futures. I still believe it is the best way to trade options and learn these markets. Making margin calls can be frustrating. However, it is often less expensive than the service fees on some of the more complicated contracts. Recently, the markets have been moving quickly and there are opportunities to capitalize on if you have a trading account. Opening a trading account doesn't take long. You do have to put some money into it initially, but you aren't obligated to make a trade immediately.

Each year we have issues with grain checks going out of

our offices via mail and not reaching our intended recipients. This spring and summer have been no exception. Remember: we do not issue grain checks unless they are requested. We carefully document everything on a check issued: who signed it, who the recipient is, the date it was printed, if it is mail or pickup, and the date the check left our office. We rely on this documentation when we encounter an issue, helping us to quickly resolve the issue. However, if a check has left our offices in the mail, we must wait ten business days from the day it was mailed to reissue a check. We do pay a fee to cancel a check and issue a new one. I have noticed the same issue with checks coming into our offices. West-Con offers direct ACH payments as long as there is no lien holder on the check. Still, the most reliable option is to pick up checks from the office it was printed in, either Holloway, Twin Brooks or Ortonville.

Most of our spring and summer projects in Twin Brooks have been maintenance related. We completed the tile line we started in 2015 that runs down the middle of the hoop building. In Ortonville we replaced the dumping pit and installed a new sweep. Everything is in good shape now and we will continue to prepare ourselves for harvest.

I hope to see you at Ag Days on August 24th and 25th in Holloway. Thank you for doing business with West-Con and stay safe this fall.





Western Consolidated Cooperative 520 County Road 9 Holloway, MN 56249 320-394-2171 www.west-con.com Locations: Ortonville, St Leo, Kensington, MN n Brooks, SD



SmartTruck

APPLETON LOCATION ONLY

Don't forget to get your CompuWeigh SmartTruck RFID card before harvest

To sign up for your RFID card call 320-394-2171 ext 1401

with your truck's complete license plate number and number of axles.

HOLLOWAY FUEL STATION

#1 Clear Diesel (during winter) **#2 Clear Diesel** #2 Off-Road Diesel Gasoline

3 Easy Ways to Apply!

Find applications at:

- West-Con Office
- Grain Scale
- Forms Tab on our website www.west-con.com 16 West-Con Update SUMMER 2016

*Use a West-Con Fuel Card

& Receive 3¢ per gallon off each fuel nurchase

Harvest Hauling

TRANSPORTATION

BY GARB HOHN

Your West-Con Transportation Department strives to give you the most efficient customer service. Our drivers and staff are your friends and neighbors from the community. Our fleet tracking allows us to give you up to the minute updates on when your truck will arrive. We appreciate every patron that utilizes our trucking fleet, and with your continued support we will be able to give you many more years of dedicated service.

With harvest quickly approaching, I 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). It is crucial to include with this field information whose name the grain will be in, if there are splits, if the grain should be sold, stored, put on price later, or on contract. Also include a home or cell phone number. With Aaron's recent promotion to Terminal A in Appleton, I will be dispatching. To request hauling services, call 1-800-368-3310 and dial Option 4, or dial my extension, 1205. If I am away from my desk or out of the office, Chris Aasland and Jake DeBerg will be backup dispatching.

As always, thank you for your patronage and we look forward to serving you this fall and the future!



::::::FROM THE OFFICE:::::::::

Keeping your information up to date

BY AL CONNELL

n early September, all customers who sold grain to West-Con in **1**2015 will get a notice of their domestic production activities deduction credit for 2016. The total amount to be allocated to customers this year is \$2.701.868. The total allocated to customers in 2015 for grain bought in 2014 was \$2,144,137.

I want to remind all of our customers that West-Con does give you the option to receive all your invoices and statements by mail or sent to you via email. It is your choice which way you would like to receive this information. Receiving your invoices and statements by email will allow you to store that information easily on your computer and ensure that you receive them on a timely basis. If you

would like to have your invoices and statements emailed to you instead of receiving them in the mail, please email Kathy Peterson at kpeterson@west-con.com and she will get you signed up to receive your information by email.

Another option to view your grain or agronomy records is to sign up for My Farm Records. This is a service that allows you to log on to a website and view any of your grain scale tickets, assembly sheets or contracts that you have with West-Con. You can also view your agronomy invoices and account balances. For more details or if you would like to sign up for this service, again, please contact Kathy.

If you should ever change your email address, cell phone number or mailing address, please contact us with your new information. We do send daily grain prices and other information via text messages, email invoices and statements. It is important that you keep your information current with us so we can get timely information to our customers.

I thank you for the business you have done with us so far this year and wish everyone a safe harvest.

Welcome to Holloway Location

Mattocks moving to Holloway location

Our Holloway location welcomes Scott Mattocks. Scott has been working for West-Con since 2002 and previously held positions in both the Appleton,

Twin Brooks and Kensington locations. He has been very involved throughout all areas of agronomy including assistant manager at the Twin Brooks fertilizer plant.

Scott was born and raised in the Carlos, MN, area and graduated from Alexandria High School. Scott and his wife Jessica have three children: Katelynn, Austin and Ben.

Scott will still serve the Kensington and surrounding areas along with Holloway area growers. To assist you with your agronomy needs, please give him a call at 1-320-394-2171 extension 1202.



Welcome Sam!

Help welcome Sam Westby, Agronomist <u>at</u>

West-Con's Kensington location.



Sam has a Bachelor's degree in Agronomy and Animal Science from the University of Minnesota-Crookston. He comes with three years agronomy experience from United Agronomy, Winfield Solutions, and CHS. He has moved to the Alexandria area with his wife and daughter with a second child due in September.

Invest in the lest

PLANNING FOR THE 2017 SEASON

BY JUSTIN GOLDEN

hope by the time you are reading this we have had some kind of mil-Lion dollar rain. It can be hard to start planning for the 2017 season when we don't even have the 2016 crop in the bin yet. A few things are definitely looking up for the next growing season. For one, fertilizer prices have drastically dropped. Going into next season, we'll see the cheapest fertilizer prices in over 15 years for some products.

With tight commodity prices and questionable yields this fall, where and when is the right time to start planning for our next growing season? The right time is now! Look at your current crops and identify the single most yield-limiting factor, or at least pinpoint the top 3 going into August, and gauge the impact of correcting that for next year.

PH is one of the largest and most significant factors that makes or breaks a crop. We are lucky that in our slice of paradise we are blessed with the double-edged sword of slightly high pHs. I say double-edged because these last few years have taken a lot of yield off of fields, and with big yields you may see a slight adjustment in pH in certain areas. More and more grid samples have shown that there are slight pH soil issues in parts of fields that can have a significant yield impact on your field average.

I highly recommend taking soil samples from your fields to identify what nutrients are abundant or lacking. Fertilizer may not be your largest input on a particular field. Now is the time to consider building your soil fertility levels with the lower prices. You do not have to do every field, but I do recommend reinvesting in the soil on your best fields, the fields you know you will be farming in the next 5 years and beyond.

Invest in the best. Identify your highest yielding fields, come up with a plan, look at past cropping history, soil tests, manure history, and past yields. Make those few fields the priority of your farm to get the best out of them. If there are any fields that are going to give you the bumper crop, invest in them without question. The last few years have taken extraordinary yields off of these fields, and now is the time to reinvest in them and replenish the nutrients. Make a financially viable plan and stick with it. You can't plan for a drought or hail event, but you can pave the road to success without doubt.



Nitrogen

The most talked about nutrient, make sure you plan accordingly with your vield and definitely consider splitting nitrogen applications from fall to spring or spring to in-season. Nitrogen can be very mobile in the soil, and is also mobile in the plant. What that means is that it will naturally leach down as soil moisture moves through the soil profile. If nitrogen is deficient in the plant, it will start at the lowest leaf and make a 'v' shape towards the leaf tip, with the mid rib of the plant leaf being vellow. Nitrogen is essential for plant growth; it plays many roles for chlorophyll synthesis, and is essential to the building blocks of proteins in the plant.



Phosphorous

Another primary nutrient in the plant, phosphorous is vital for the ATP along with the nitrogen in the plant, which forms during photosynthesis. The most common phosphorous deficiency we see is in spring when we have cold and wet planting conditions, most notably the purpling of the leaves. Phosphorous is very mobile in the plants, especially in the spring. Typically, we see the first true leaf have a purple shade to it. It is caused by a 'sugar build-up' of synthesis of anthocyanin, which emits the purplish pigment. Even if you have adequate phosphorous in your field, the cold, wet condition will cause the purpling to occur, but as soon as the soil temperatures rise it will turn around. Every hybrid is different, though, and some show it worse than others.



Potassium

The last of the 'big 3', potassium plays a crucial role in photosynthesis, plant respiration, breakdown of carbohydrates for energy, and activation of various enzymes. It's also a key player in disease resistance and

stress tolerance. A potassium deficiency on a corn leaf will look very similar to nitrogen but on the reverse side of the leaf surface. Potassium has more of an inverted 'v' look to it that generally starts on lower leaves first, the outside edge will be a yellowish color with the mid rib of the plant still looking healthy green. Plants deficient in potassium are less resistant to droughty growing conditions and are more susceptible to diseases.



Sulfur

When did this nutrient become such a huge factor in crop production and why didn't my grandpa and dad ever put any of it on? Well, the answer is that sulfur used to be very abundant in the atmosphere, free for the farmer to use. It wasn't meant to last. Government restrictions on coal burning furnaces reduced the sulfur your field got for 'free' to virtually nothing. We breathe in some high quality oxygen because of that restriction. Sulfur is part of every living cell in a plant; it can leach through the active root zone in the soil just like nitrogen will. Sulfur deficiency is very similar to nitrogen deficiency, however, nitrogen is mobile in the plant and the deficiency starts in the lower leaves. Sulfur will start on the top leaves in the plant due to immobility in the plant. The whole plant may give off a pale green effect of some sort. We offer some of the best products in the world to help combat some of these deficiencies. Starting in the fall, sulfur 90% is an excellent option. Going later into the fall and into spring on the dry side, ammonium sulfate is a great product to compliment your dry fertilizer blends. As for liquid applications after planting, side dressing or drop-nozzling, ammonium thiosulfate is a very good product. It is a liquid formulation that can be blended with 28% in any of our liquid plants or any of the unattended load out pads.

There are many more nutrients out there that a crop takes up. Calcium and magnesium are also part of the 'macro' nutrient group, and should not be overlooked when putting your fertilizer plan together for fall and spring. Magnesium is essential for root development and can also act as a carrier for phosphorus in a plant, which is very essential for cell elongation. Calcium is generally not talked about in our area due to the nature of our soils with abnormally high pH, but a shortage can happen. Poor root development development of growing points in terminal buds can be limiting during a calcium shortage to a plant.

As we start to plan for fertilizer, please check your fields and evaluate your hybrids and varieties you have on the farm. Right now is the best time to look for in-season strengths and weaknesses among your hybrids and varieties, and grade yourself on the chemical performance as well. The 2017 growing season is going to be an exciting one, more tools have become available for you to help place the best hybrids and varieties on your fields to get the most out of every acre.





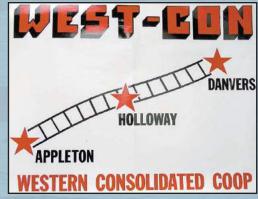
Remember when...



New 54 car loading system in Holloway shows a train being loaded directly from trucks as there were no grain bins at the site. A premium of 4 cents per bushel was made for bushels hauled in while loading a train.



Aerial shot taken in 1984 shows the new 54 car train loading system in Holloway. Holloway was chosen because there was room to build, central location, and it had good railroad service from the Burlington Northern.



West-Con's first logo identifying the three communities that merged their individual elevators into one company. The railroad tracks signify being able to load the new 54 car unit trains providing a market to be competitive.

Western Consolidated Cooperative

520 County Road 9, Box 78, Holloway, MN 56249

Holloway (toll free)800.368.3310Main Office320.394.2171Twin Brooks Terminal605.432.4531Ortonville320.839.2861Kensington320.965.2688St. Leo507.224.2238

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