

WEST-CON Update

WINTER 2014



*Collin
Peterson*

Visits
West-Con



WHY
WEST-CON

*Where Our
Fertilizer
Comes From*

Seed Plot
Results

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Planning *for the Future*

With 2014 coming to an end, we once again were very fortunate to have an average crop.

Our corn handle this fall was an average crop. Our wet bushel handle was 24% over an average crop. Soybeans had a record year and our volume was 43% over average. We had a record single day of dumping 714,000 bushels of beans. Overall volumes were good and we had a very good harvest.



Dean Isaacson
General Manager

Fertilizer volume was down this fall as a result of compressed application due to weather increased producer caution toward buying fertilizer, and corn acres possibly switching to soybeans or wheat. We have also seen some producers that use to put P&K down in the fall and nitrogen in the spring choose a one-pass option in the spring. All of this will make for a very interesting spring.

Our grain terminal expansion in Appleton is going very well. Despite the snow and cold temperature, we were pouring concrete through Thanksgiving. This did put us slightly ahead of schedule. We will have contractors working throughout the winter with fair weather. With concrete, railroad bed, and roads in place we should get an early start next spring. Our goal is to be in full operation by August 15, 2015.

The Appleton Project will open up many new domestic markets as well as 30 plus destinations in Mexico that are not available now. We also have the ability to use the Union Pacific and TCW railroads at Appleton. The move will also add to our drying, dumping, and storage capacities. Long term this is an exceptional strategic move for West-Con and its members. If you have any questions on the project please give me a call.

"The Appleton Project will open up many new domestic markets as well as 30 plus destinations in Mexico that are not available now."

Turning out the lights on 2014, we should hit budget or a little better. The way the crop looked at the end of June I had some reservation but with a little help from Mother Nature we did get an average crop and finished the year on a good note.

Thank you to all West-Con employees for a great job and successful 2014.

Thank you to all our members for your support this past year. We appreciate your business.

At the close of another year, we gratefully pause to wish you a warm and happy holiday season.

FERTILIZER UPDATE

BY CHARLIE HEAD

We all know that U.S. grain is sold and shipped all over the world. The corn that is grown in western Minnesota may end up in China, Mexico, India and a number of other countries. But where does the fertilizer come from that we use to grow our crops? How does our cooperative obtain our fertilizer and what parts of the world does it come from? Let's take a look at each major nutrient and see.

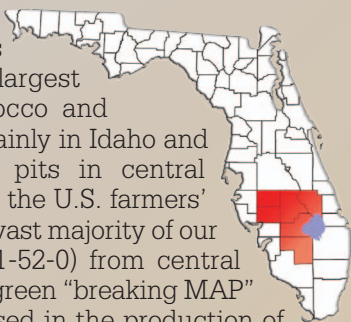
POTASH

The majority of the world's potash is mined from the ground in Manitoba and Saskatchewan, Canada. There are also mining areas in Russia and Belarus. West-Con has taken in some potash from all of these areas but our primary source is from Intrepid Potash. This mine is from the only potash mines in the U.S., near Carlsbad, New Mexico. West-Con has partnered with Intrepid to bring both red granular and soluble potash by 100 car unit trains directly to our plants. Rigorous attention is given to the granular formulation and minimal handling during loading and unloading, assuring us of a uniform particle for consistent flow during spreading.



PHOSPHATE

Phosphate production comes from open pit mines. The largest non-U.S. areas are in Morocco and Russia. U.S. production is mainly in Idaho and central Florida. Phosphate pits in central Florida supply almost 70% of the U.S. farmers' needs. West-Con also gets a vast majority of our DAP (18-46-0) and MAP (11-52-0) from central Florida. A smaller amount of green "breaking MAP" comes from Idaho. This is used in the production of liquid suspension fertilizer. Much of the phosphate moved into the upper Midwest, is moved by ships, then trans loaded into barges in New Orleans, LA. From there, it is moved up the Mississippi River and off loaded at the river terminals along the way until it reaches Minneapolis/St. Paul. The rest of the phosphate is moved by rail directly from central Florida. West-Con takes 85 car trains directly from the production facilities. There is less handling involved and assures we are getting good quality phosphate.



NITROGEN

The main source of dry nitrogen we handle is Urea (46-0-0). Urea is produced worldwide from natural gas. Wherever natural gas is plentiful, a nitrogen plant seems to exist. There are many new facilities being built now and many proposed in the near future. Of all the fertilizer products we purchase, urea comes from the most diverse locations. West-Con has brought in urea from many U.S. and Canadian locations, as well as China, the Middle East and South America. All of the overseas product comes over on ocean vessels to New Orleans and is then loaded on barges to



head up the Mississippi River. Domestic and Canadian product comes directly from production facilities in 85 car unit trains. Because of the variety of locations, condition and particle size varies more than other nutrients we receive. Whenever possible, we select domestic plants that load directly into the train and unload at our plants. This helps reduce particle breakdown and maintains better consistency when spreading in the field.

LIQUID FERTILIZER

UAN or 28% liquid nitrogen comes to us in 65 tanker car rail trains. We unload these trains into four two-million gallon tanks at both our Holloway and Twin Brooks locations. The UAN solution arrives to us as 32% and is cut down to 28% in order to keep the product from salting out in our cold winter temperatures. There are two primary production plants we utilize. The first one is near Tulsa, Oklahoma, which is the largest facility in the U.S. The other is near Sioux City, Iowa.

Polyphosphate (or 10-34-0) comes to West-Con in insulated tanker cars of 54% fertilizer grade phosphoric acid from Idaho. The acid must arrive to our facility in Appleton at temperatures greater than 100 degrees. It is then reacted with Anhydrous Ammonia and water to make 10-34-0 starter fertilizer. A piece of equipment called a Converter is used to accomplish this reaction. The finished product is stored in the two one-million gallon tanks in Appleton.

West-Con's dry fertilizer facilities have a capacity of 38,000 ton in Holloway and 45,000 ton in Twin Brooks. This allows us to access any type of fertilizer market from truckload to 100 car unit trains. Our 12 million gallons of liquid storage allows us to utilize the 65 car train economics to its fullest potential. West-Con has the opportunity to negotiate the best prices on fertilizer and as equally important, the best quality and a consistent supply of product.



Why **WEST-CON**?

BY PAUL MATTSON

Why West-Con? Today there are many places for producers to market their grain. Competition is greater than at any other time. One of the primary reasons for this is that today's grain producers are very mobile. There has been a huge investment in the upgrading of trucks and trailers. This makes the producers' horizon much wider.

In addition to these transportation improvements, the grain handling industry has made many improvements. Most producers have three or four good marketing options within a half hour of their operations. One only needs to look at a truck line in South America to see how fortunate we are to have the handling and transportation system we have here. With many different options available, I would like to give some reasons as to why choose West-Con.

First and foremost, in choosing West-Con you are supporting the company that you and your family own. How many people that own a business would not support it? All of our patrons have an ownership stake in West-Con. I took the top 200 members, and the average amount of equity in those top 200 is \$80,000. The total amount of equity that you, the members, have is \$60.2 million. That is a lot of money and you want to make sure that money is protected and invested properly.

Another import reason to support your co-op. is that West-Con is locally owned, all profits stay right here. Your board members and management decide how and where that money is spent. Our profits are not redistributed to some corporate office in a nearby city or in some case a foreign country. All profits stay local and all profits are directed back proportionally to each member.

As a local cooperative, you get to choose the board members that set the course of direction and policies for the cooperative. Local ownership means local control. Board members are equally distributed throughout the trade territory so everyone's voice is heard.

Cooperatives are just like any other

business. We need to make money to keep things repaired and working for

our members. We also need to make money so your co-op. is as effective for the next generation as it has been for the past and current members. The only way to keep improving your co-op. and making sure we keep pace with today's patrons is to make money so it can be re-invested for you and for the next generation. The great part is that any money we make we send back to our patrons, some as cash, and some as equity that will build the company for the future. Unless you are a stockholder of a private company, I have never seen them send a check back to you for simply doing business there. Over the last 10 years, West-Con has paid back \$16,455,890 to its members.

The last few years, due to new tax laws, West-Con has been very fortunate to be able to pass on Domestic Production Activities Deductions (Section 199 DPAD). These are direct deductions of your federal income taxes. This amounts to a

large tax savings, and is another answer to the question, why West-Con.

I have listed many excellent answers to the question why West-Con. I have not even mentioned the 120 full and part time people who are dedicated to making your experience with us a positive one. In addition to our employees, West-Con has developed outstanding facilities. We have over 19 million bushels of grain storage and 141,000 tons of liquid and dry fertilizer storage. We have excellent seed and chemical warehouses. West-Con has excellent accounting and communication systems to keep pace with an ever changing world.

This list could go on, but the arguments for choosing West-Con are clear. West-Con is a locally owned company that is set up solely to provide our members with the products and services that enhance your farming operation. In doing this, profits generated by the cooperative are given back to or re-invested solely for you, the member owner. I would like to take this opportunity to thank you for your past support and hope to serve you in the future. Have a Merry Christmas and blessed New Year, and reflect on some of these points when you ask yourself, why West-Con?





Meet *your* Board

This is the second of a three part series to highlight your Board of Directors at West-Con. In each series, we will focus on three directors, one from each of the three areas that make up West-Con's nine member board. At each annual meeting, the election of directors is held, electing one member for a three-year term from each area.

Roger Schmidt and wife Jackie have been married for 43 years and for the past 35 years have lived on their farm north of Appleton. They have four children and eight grandchildren. Their son Aaron has joined Roger in the operation, farming a corn, soybean, and wheat rotation on their crop acres. They also have had hogs and feeder cattle in the past.

Roger has served on the Board of Directors for the past three years representing Area One and will be up for re-election in 2015.

"I believe West-Con is a very financially strong company, has excellent facilities and equipment, and a very knowledgeable and dedicated staff that provides us with a very bright future. For that reason, I ran for the board to become involved in the planning and decision making process. I am proud to be a part of West-Con as a board member and a patron."

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Dean Beyer and his wife Shari, along with their son Alex, farm about 10 miles north of Holloway. Their daughter Megan lives in Mound and is employed as an engineer in Maple Plain.

As with many farmers in our area, they used to raise livestock, but now are strictly grain farmers raising corn, soybeans, and edible beans. In the past, Dean has raised a variety of edible beans namely cranberry beans, dark red and light kidney beans, black turtle beans, and navy beans, but in 2014 raised only kidney beans. On the Beyer farm, you will see "green" as they love their John Deere equipment!

Dean has had the privilege of serving on West-Con's board as one of its representatives from District One from 1989 to 2002, and was chairman of the board from 1997 to 2002. He was re-elected to the board in 2009 and now represents Area Two.

"I am a firm believer in the value of the cooperative business structure. I don't see how it could be any better for us than to have a company that we own, sourcing our inputs and marketing our crops. Through my years on West-Con's board West-Con has always strived to be efficient and competitive for our patrons."

“



Shane Gilbertson and his wife Shelly live north of Montevideo. They have two children: Hunter, a senior, and Levi, a freshman, at Montevideo High School.

Shane grew up farming with his family and in 1993 formed a partnership with his brother Brett called Gilbertson Brothers. They currently raise corn, soybeans, wheat, and occasionally edible beans.

Shane represents Area Three and is in his second year of serving on the West-Con Board of Directors.

"I agreed to run for the board because I felt I could be of some value to the board and the co-op. I believe we have a strong and diverse group of people who all have the interest of keeping and making West-Con a strong and thriving co-op."

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"PLANNING FOR THE FUTURE".....

Appleton Grain Expansion Updates

The Appleton grain expansion project is progressing well and will continue throughout the winter months. The Zimmerman Dryer is nearing completion, the deepest part of the system is in place, scale forms squared and braced, plus the railroad bed is nearing completion. Look for more updates this spring!



Deepest part of the grain handling system is in place (Depth 25').



Zimmerman Dryer nearing completion. Handles 7,000 bushels per hour. Dryer Height 127'

Outbound scale-forms are being squared and braced up. Getting ready to pour.



Railroad bed nearing completion. Approximately 7,000' of track will be laid on this bed next spring.



Equipment setup for multiple construction tasks.



MAKING MARKETING DECISIONS EASIER

BY CHRIS AASLAND

We made it through another growing season and this fall's weather cooperated, making 2014 one of the best fall harvests weather-wise we have seen for some time. Soybean yields were exceptional for most everyone with many record yields for area farmers. Corn on the other hand was variable with some good yields and some yields being disappointing. Nitrogen availability early in the growing season seems to be one of the factors for lower corn yields. It would be interesting to see locally what we could produce with a perfect growing season for corn. Maybe in the near future we'll get that opportunity. People were bracing for another LP supply shortage this fall, but that did not take place. Early on corn looked to be on the very wet side going into harvest, but the warmer fall weather helped dry corn down to manageable levels of 18-20 percent. The weather also helped soybean harvest to move along at a rapid pace.

The market worked lower into the fall, placing a bottom right around October 1. From there we rallied through the end of fall providing some pricing opportunities of \$10 beans and almost \$3.50 corn. The US Dollar has rallied from late summer, through the entire fall, putting pressure on most commodities including the grains. During the rally we again priced many bushels using offer contracts. We'll be watching for additional pricing opportunities going forward, especially after the first of the year, and into the spring planting season. Last year the market rallied into the middle of May and then declined afterwards with good growing weather, providing no summer weather rally into July. Keep this in mind going forward, develop a plan for selling grain, and watch for pricing opportunities.

A reminder for cell phone users that we send out a market text twice a day giving either the current cash prices or the futures market prices. If you had been getting the market text and are currently not receiving it, give me a call 800-368-3310 Ext 211. We can get that information delivered to you again. It is very easy to add a person to receive the market text; we just need your number, name, and service provider. For smartphone users we have a smaller version of our main site available to download at <http://mobile.west-con.com>, which fits on your phone better.

Back on our main website, we have many charting abilities available for all of the futures months, cash prices and basis. Click on the blue highlighted months under futures quotes, or daily cash bids, to bring up a chart. One feature available is the ability to expand a chart using the density function from medium to high or to max. You can also change the time frame of the chart from day, week, and month or to minute periods as well. The type feature lets you change the look of the chart to your preferred preference. Bar, lines or candlesticks can be used. The bar function seems best as it is easy to see the open and the close of each day. At the bottom is a drop down box feature that enables you to add technical indicators.

For year-end planning purposes and crop insurance we can e-mail your assembly sheets as a PDF file or mail them out. We can also send your grain balance details to you via email as a PDF. With year-end planning, please let us know whether you would like check income for 2014 or deferred into 2015 income. We need to know this by December 15. Let us know what you would like to do after meeting with your tax professional. Deferred income checks for 2015 will be ready on January 2 and can be picked up at the office or have them mailed out.

Happy Holidays and best wishes for a prosperous 2015.



On-site Storage

BY JAKOB DEBERG

With another harvest come and gone, and winter showing up very early, many producers found themselves bringing bushels home to on-farm storage. For some, this might be the common routine every fall but for others this could be very new. With the amount of on-site storage growing rapidly over the years the Grain Department at West-Con thought we would share a few helpful grain storage tips that will be beneficial to getting the best quality and quantity out of your crop while being stored in on-site storage.

- Make sure all grain storage facilities are well cleaned inside and out. This creates less of a chance of attracting pests and insects to the grain
- Cool the grain as quickly as possible. Getting it down to 20*-30* is ideal for long term storage. This also lowers the risk of condensation and mold occurring as well as spoilage.
- Clean grain is important. Weedy materials, FM, and higher moisture can accumulate that make the grain harder to cool. Also, adjusting handling equipment to decrease the amount of broken kernels is also important
- Try to keep the grain level in the bins. This leads to more even temperature and grain flow. Also, make sure to pull the centers to remove a majority of the fines and foreign material.
- Monitor the temperature. Temperature should be checked every 10-15 days to make sure everything is uniform. If there is a problem, fix it right away.
- Have a marketing plan and use it to manage and maintain grain that is stored..

These are just a few important details that should be watched and thought of while storing your crop. Taking the time to do these things can lead to bigger rewards when it comes time to move bushels to the elevator. Please contact any one of us in the grain department to answer any questions you may have. Have a safe and happy holiday season!

FROM THE OFFICE

Get ready for the annual audit

BY AL CONNELL

Our year-end is fast approaching, which means it is time to get ready for our annual audit. The auditors will be in to review our financial statements in January. Part of their process is to send confirmations to a select number of patrons. It is important that everyone return these confirmations. They will be verifying accounts receivable and grain storage balances. If you agree with the balances, sign and return directly to the auditors in the envelope provided. If you disagree, please state why and send it back to the auditors. This process gives the auditors outside verification of balances that I provide to them. Remember, the auditors are working for all the patrons to ensure that the company's financial statements are fairly presented.

All 1099 forms will be mailed to all patrons by the end of January. If you need a summary print out of all the business you did with us this past year, just call the main office and we will mail you that information.

The checks for deferred payment contracts will be ready on Friday January 2, 2015. Be sure your contracts have been signed and returned to us. Checks will not be issued until each contract has been signed. If you want the checks mailed to you, please call us that day.

All drying and freight charges have been billed to anyone who delivered grain placed on storage or delayed pricing this past harvest. It is our policy that all drying and freight charges will be paid right away. 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.

I would like to thank you for all of your business you have done with us this past year and wish everyone a Happy Holiday and a Happy New Year.

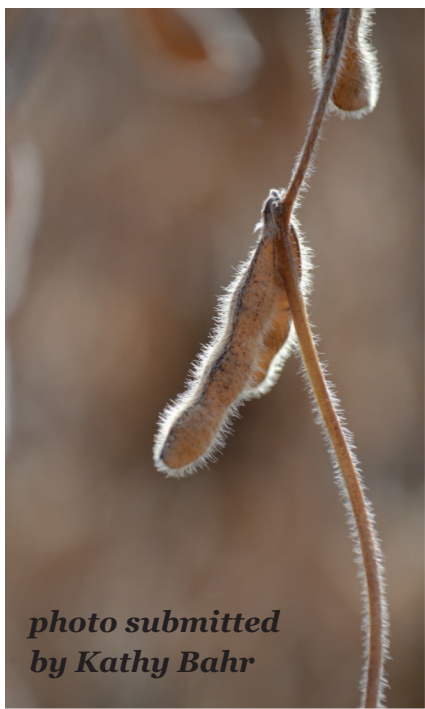


photo submitted
by Kathy Bahr

HERBED NUT MIX

Prep/Total Time: 20 min
Yield: 2 cups

1 cup salted cashews
1/2 cup pecan halves
1/2 cup whole almonds
1 TBL butter
1 TBL brown sugar
1-1/2 t minced fresh rosemary
1-1/2 t minced fresh thyme



Spread the cashews, pecans, and almonds into an ungreased 15-in x 10-in x 1-in baking pan. Bake at 350 degrees for 8-10 minutes or until toasted stirring occasionally.

In a large saucepan, combine butter and brown sugar. Cook and stir until sugar is dissolved. Remove from the heat; stir in rosemary and thyme. Add nuts and toss to coat.

Spread on waxed paper to cool. Store in an airtight container in the refrigerator. May be frozen for up to 3 months.

WEST-CON PLOT RESULTS

Wide variety to fit our area

BY AL GOLDENSTEIN

For 2014, we were again fortunate to have a Winfield Answer Plot in Holloway. As in the past four years, we showcased a wide variety of corn hybrids and soybean varieties specifically designed to fit our local area. Along with seed, many crop management trials are showcased in the Answer Plot. Trials include fertility programs, population studies, starter fertilizer programs, fungicide trials, plant growth regulators, and many others. The local Answer Plot has been a great success and a real asset. In 2014, over 175 farmers took advantage of touring the plots throughout the season. We look toward expanding our research in the future. This local research plot allows farmers like you to have the opportunity to see and assess results right here ... and not 75 miles away. Many of the trials showcased can easily be adapted to your own farming operation.

In addition to the Winfield Answer Plot, many of you have viewed and assessed the plots we do just north of the Holloway office. We are very fortunate to have approximately 150 additional acres that West-Con does our own local research and yield trials. On the west of the road between the office and grain facility we have our own West-Con yield plots. These plots include both corn and soybean yield trials. There are approximately 15 acres of corn and 15 acres of beans in the yield plot. This year we had about 40 different corn and 32 different soybean varieties in the yield plot. There was also a population study for corn. The area is fairly uniform in soil texture and topography. It is also well drained to give a uniform perspective on yield potential. The yield data for the corn and soybean plots are Chart A and B for informational purposes.

A soybean population and corn population study was conducted on our research farm in 2014. The question arises every spring on stand loss on beans and corn: When should I replant versus leaving what I have? The study reinforces a lot of research already done by many companies. If the loss is uniform, beans can compensate for loss in stand very well. In corn, if the loss is uniform a hybrid in the lower 20,000 popu-

Chart A

Holloway Corn Yield Plot

Corn Brand	Hybrid	Traits	Harvest Moist %	Tst Wt. lbs/bu	Bu/Acre @ 15% mst	Yield Rank	Income Rank
Dekalb	48-12	Genuity SS	18.1	54.5	213.3	26	19
Dekalb	39-27	Genuity SS	18.2	55.4	214.7	23	17
Dekalb	41-32	Genuity SS	19.6	55.9	208.3	32	33
Dekalb	42-36	Genuity SS	18.9	57.4	216.0	21	20
Dekalb	44-13	Genuity SS	18.6	55.8	211.8	29	24
Dekalb	45-65	Genuity SS	20.1	55.0	231.1	3	6
Dekalb	46-36	Genuity SS	20.1	55.7	224.1	9	13
Dekalb	48-12	Genuity SS	19.4	55.3	222.1	13	12
Pioneer	9834	AMX	22.1	52.3	213.4	25	34
Dekalb	49-29	Genuity SS	18.8	56.3	218.4	20	14
Dekalb	49-72	Genuity SS	19.3	54.3	229.7	4	3
Pioneer	9917	AMX	19.2	56.5	209.2	31	30
Dekalb	50-63	Genuity SS	19.3	54.3	212.2	27	26
Dekalb	52-84	Genuity SS	20.8	53.4	227.4	5	11
Pioneer	P0297	AMX	23.3	52.5	215.8	22	37
Dekalb	53-56	Genuity SS	22.7	54.0	243.4	1	1
Dekalb	53-78	Genuity SS	20.7	53.0	220.5	19	22
Dekalb	54-38	Genuity SS	22.5	55.0	239.5	2	7
Croplan	5369	SS	21.9	54.6	226.3	6	21
Croplan	4975	VT3Pro	18.1	55.5	203.7	35	32
Croplan	5146	SS	17.7	56.0	208.1	34	25
NK	N45P	3011A	21.1	54.8	220.5	18	23
Croplan	4199	SS	23.0	54.0	223.1	10	29
NK	N44D	3110GT	20.1	54.6	214.4	24	27
Croplan	4099	SS	20.2	53.5	221.8	14	16
DynaGro	39VP14	VT3Pro	20.3	54.5	222.4	12	15
DynaGro	39SS17	SS	20.8	54.7	196.5	39	40
NK	N41Y	3000GT	21.5	52.7	210.4	30	35
DynaGro	37SS17	SS	20.0	55.0	203.6	36	38
NK	N37R	3111GT	21.5	54.5	208.3	33	39
Croplan	3699	VT3Pro	17.9	55.8	225.3	7	2
Croplan	3899	VT2Pro	20.6	54.3	222.8	11	18
Croplan	3533	VT3Pro	16.4	55.0	201.3	37	28
NK	N35T	3110GT	16.8	57.0	221.0	17	4
DynaGro	34VP52	VT3Pro	17.7	56.8	221.8	15	8
Croplan	3499	VT3Pro	18.1	56.5	221.3	16	9
NK	N31H	3011A	16.1	54.4	198.5	38	31
Croplan	3399	SS	18.1	56.2	224.6	8	5
Croplan	3146	SS	15.1	55.6	189.8	40	36
Croplan	2845	SS	16.1	56.8	212.1	28	10

* \$0.05 per point drying charge

* Price \$3.40 per bushel

lation is better than a replant. Typically, you give up more by replanting corn than a loss of stand cost in yield. The yield data for the population study is Chart C.

On the east side of the road, there were a wide variety of fertility and fungicide trials. The first is the corn starter and fungicide trials. These trials encompassed approximately 21 acres. The trials were conducted using Dekalb DKC49-29 corn hybrid. The 2014 data again showed a positive response to a fungicide treatment. It also reflects a positive response to the use of starter fertilizers and the addition of zinc in starter fertilizer programs. Starter trials were conducted on

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Chart B

Holloway Soybean Yield Plot

Brand	Variety	Traits	Harvest Moist %	Bu/Acre @ 13% mst	Yield Rank
Asgrow	AG1733	RR2Y	9.4	59.0	17
Asgrow	AG1431	RR2Y	9.9	56.0	29
Asgrow	AG1435	RR2Y	9.8	61.0	9
Asgrow	AG1733	RR2Y	9.8	61.5	7
Asgrow	AG1835	RR2Y	10.3	58.7	21
Pioneer	P19T60R	RR2Y	10.6	55.4	32
Asgrow	AG1935	RR2Y	11.2	57.9	24
Asgrow	AG2031	RR2Y	12.1	59.2	16
Asgrow	AG2035	RR2Y	11.2	58.5	22
Asgrow	AG2134	RR2Y	11.4	57.0	28
Croplan	CP2200	RR2Y	12.1	55.5	30
Croplan	CP2120	RR2Y	10.9	59.5	15
Croplan	CP2072	RR2Y	10.8	58.8	20
NK	S19-Z9	RR2Y	13.7	55.4	31
Dyna-Gro	19RY84	RR2Y	10.2	60.1	12
Croplan	CP1873	RR2Y	10.4	62.5	3
Dyna-Gro	S18RY33	RR2Y	10.0	57.1	27
NK	S17-G8	RR	10.1	57.5	25
Croplan	CP1770	RR2Y	10.5	57.4	26
Croplan	CP1750	RR2Y	10.6	60.2	11
Croplan	CP1745	RR2Y	11.9	63.8	1
Croplan	CP1572	RR2Y	10.5	61.7	6
NK	S12-H2	RR2Y	10.2	60.1	12
Croplan	CP1173	RR2Y	10.2	63.2	2
Croplan	CP1100	RR2Y	10.4	58.9	19
Croplan	CP1003	RR2Y	10.7	60.5	10
NK	S09-K4	RR2Y	10.2	58.9	18
Croplan	CP0900	RR2Y	10.8	62.2	4
Croplan	CP0842	RR2Y	10.2	62.2	5
Croplan	CP0653	RR2Y	10.5	57.9	23
NK	S06-H5	RR2Y	10.3	52.6	33
Croplan	CP0601	RR2Y	10.4	59.7	14
Asgrow	AG1733	RR2Y	10.2	61.0	8

Chart C

Population Trials

Soybean

* Brand	* Hybrid	* Harvest Moist%	Planted Population	Tst Wt. lbs/bu	* Bu/Acre @ 13% mst	Yield Rank
Asgrow	1733	10.8	145200	58.5	60.7	5
Asgrow	1733	10.8	81600	58.5	56.5	10
Asgrow	1733	10.8	95200	58.5	57.2	9
Asgrow	1733	10.8	111500	58.5	58.4	8
Asgrow	1733	10.8	129000	58.5	60.5	6
Asgrow	1733	10.8	145200	58.5	61.3	2
Asgrow	1733	10.8	167300	58.5	61.0	3
Asgrow	1733	10.8	194300	58.5	61.4	1
Asgrow	1733	10.8	209600	58.5	60.5	6
Asgrow	1733	10.8	225900	58.5	61.0	4

Corn

Brand	Hybrid	Traits	Planted Population	Harvest Moist %	Tst Wt. lbs/bu	Bu/Acre @ 15% mst
Dekalb	49-29	Genuity SS	35,730	20.3	55.4	220.8
Dekalb	49-29	Genuity SS	20,419	20.3	55.4	211.6
Dekalb	49-29	Genuity SS	24,503	20.3	55.4	212.8
Dekalb	49-29	Genuity SS	31,100	20.3	55.4	213.6
Dekalb	49-29	Genuity SS	35,730	20.3	55.4	218.9
Dekalb	42-29	Genuity SS	40,209	20.3	55.4	218.6
Dekalb	42-29	Genuity SS	46,671	20.3	55.4	213.4
Dekalb	42-29	Genuity SS	50,262	20.3	55.4	211.4
Dekalb	49-29	Genuity SS	35,730	20.3	55.4	219.2

Chart D

Corn-on-Corn Starter

Treatment	* Harvest Moist%	Tst Wt. lbs/bu	* Bu/Acre @ 15.5% mst	* Yield Rank
Untreated	20.5	52.8	203.4	8
10-34-0 6gls 1qt ProZinc10	20.1	53.2	211.2	2
10-34-0 6gls 2qt ProZinc10	19.6	53.6	212.2	1
10-34-0 6gls	20.0	52.6	210.4	3
10-34-0 4 gls + 2gls RiSer	19.8	52.7	209.4	5
RiSer 4 gls	20.1	52.7	207.6	6
6-24-6 4.5 gals + 1qt. Kickstand	20.4	51.8	210.0	4
Untreated	20.0	55.9	205.0	7

2014 West-Con Plot Results *continued*

both soybean/corn and corn/corn rotations in 2014. Take a look at the data below. The yield data for the starter trials on a corn/soybean rotation is Chart D. Yield data for starter trials on continuous corn is Chart E. The data for the fungicide trials is Chart F. If you have any questions, call you local agronomist for more information.

The soybean trials on the east side of the road consisted of the use of fungicides and timing of application of those fungicides. Included in the studies were the uses of CoRoN on soybeans at the R3 growth stage. The information shows a very nice response to fungicide treatments for soybeans at the R3 growth stage. The information from these plots is Chart G. In the past four years, the yield data showed a similar positive response. It should be noted that all the soybeans in the plots were sprayed for aphids in 2014. There is also a cultivated trial in this plot. Several of you have been considering cultivation as a means for better weed control. Yet, there is concern about yield loss due to root pruning. This trial showed no yield loss.

To the far east of the research farm, there was an iron chlorosis trial. The objective of the trial was to assess the value of adding a chelated iron at planting to minimize iron chlorosis effects on yield. The research farm would be considered to have a minimum to moderate iron chlorosis problem. In summary, the response to a chelated iron was very positive considering the severity of the issue. In 2014, the use of chelated iron displayed a similar response as the last three years. An interesting benefit was noticed in 2012, 2013 and 2014; better weed control where the iron was applied. This is believed to be a result of quicker crop canopy. The yield information for that plot is Chart H.

For the past two years, the use of additional nitrogen applied in-season was evaluated. This was conducted in two different areas of our research plot on a corn/soybean rotation and a corn/corn rotation. In the spring of 2014, 170 pounds of actual nitrogen was applied in the form of urea and field cultivated into the soil on the corn/soybean rotation. The corn/corn rotation received 200 pounds of actual nitrogen using urea in the spring. An in-crop application of 28% UAN and Urea was applied about at the V8 stage. The

Chart E

Corn-on-Corn Starter

Treatment	* Harvest Moist%	Tst Wt. lbs/bu	* Bu/Acre @ 15.5% mst	* Yield Rank
Untreated	24.2	52	175.8	7
10-34-0 6gls 1qt ProZinc10	23.7	52.7	186.1	2
10-34-0 6gls 2qt ProZinc10	23.8	52.5	186.4	1
10-34-0 6gls	24.1	52.8	184.8	3
10-34-0 4 gls + 2gls RiSer	24.3	52.9	183.9	4
RiSer 4 gls	23.9	53	178.3	6
6-24-6 4.5 gals + 1qt. Kickstand	24.1	52.8	178.8	5
Untreated	24.6	52.6	171.0	8



study used 30 and 45 pounds of actual N. The area where the studies were conducted is well drained, but did remain wet in June. It had no standing water during the wet period and was representative of well drained fields in our area during June. The yield information for the plots is Chart I.

Questions always arise around yield loss in beans when a herbicide such as Cobra is used. We conducted a side-by-side just north of the office. This is a productive piece of ground that is well drained, so other factors were minimized. The application was at R3 stage of soybeans. Keep in consideration that this is only one trial. The results for the plot are Chart J.

In 2012 we began a corn-on-corn rotation on approximately 15 acres. These 15 acres are used to evaluate different agronomic practices for a corn-on-corn rotation. Herbicide trials are conducted on about 10 acres of the research farm. Managing weed resistance is becoming an extremely important part of the farming operation. That is why we are researching many new tankmixes and combinations to help you make farming a bit easier. Plant Growth Regulators, nitrogen stabilizers, and the use of ESN nitrogen are just some of the additional research topics discussed for 2015 in the West-Con research plot.

For those of you who visited our West-Con plot this year, we hope you enjoyed viewing the many different trials and demonstrations. These plots are designed for you to evaluate local research and help you make more informed decisions on your farm. If you have any additional questions or would like to see something additional added in 2015, make sure to let us know. Remember, this is your plot and your co-op. Have a safe and prosperous 2015.

Chart H Soybean IDC Trials

Treatment	* Harvest Moist%	Tst Wt. lbs/bu	*Bu/Acre @ 13% mst	Yield Rank
untreated	11.1	58.6	57.0	4
Soygreen 3lbs.	11.1	58.6	60.5	1
Rebar 3 pts.	11.1	58.6	59.8	2
Soygreen 3lbs.	11.1	58.6	59.8	2
untreated	11.1	58.6	56.9	5

Chart J Cobra Herbicide Trial

Treatment	Harvest Moist %	Bu/Acre @ 13% mst	Yield Rank
No Cobra	13.0	57.3	1
Cobra @ 10 oz/ac.	13.0	56.5	2

Chart F

Corn Fungicide Trials

Treatment	Tst Wt. lbs/bu	* Bu/Acre @ 15.5% mst	* \$/Acre	* Yield Rank
Untreated	55.9	205.0	\$ 777.48	9
CoRon 2 gl VT	53.5	210.3	\$ 792.67	8
Stratego Yld V5 and VT	52.9	211.6	\$ 806.09	1
Headline V5 and Priaxor VT	52.4	210.7	\$ 790.19	3
Priaxor VT	53	208.3	\$ 783.08	7
Headline VT	52.8	208.7	\$ 782.69	6
Stratego Yld VT	53.3	207.6	\$ 785.59	8
Priaxor V5	53.5	210.9	\$ 785.77	2
Stratego Yld V5	53	210.6	\$ 784.32	4
Headline V5	53	209.2	\$ 764.74	5
Untreated	53.2	204.1	\$ 741.91	10

Chart G

Soybean Fungicide Trials

Treatment	* Harvest Moist%	Tst Wt. lbs/bu	*Bu/Acre @ 13% mst	Yield Rank
untreated	13.9	58.7	57.5	10
Stratego Yld @ R3	13.9	58.7	59.8	4
Headline @ R3	13.9	58.7	59.7	5
Priaxor @ R3	13.9	58.7	59.2	6
untreated	13.9	58.7	56.8	16
Stratego Yld + Coron @ R3	13.9	58.7	61.1	2
Headline + Coron @ R3	13.9	58.7	60.2	3
Priaxor + Coron @ R3	13.9	58.7	62.2	1
Coron @R3	13.9	58.7	58.5	7
untreated	13.9	58.7	57.4	11
Headline in-furrow @ 3 oz.	13.9	58.7	55.9	18
Headline in-furrow @ 3 oz. + Ascend	13.9	58.7	57.2	13
Ascend @ 6 oz.	13.9	58.7	57.4	11
Headline in-furrow @ 3 oz. f/b Stratego Yld @ R3	13.9	58.7	57.9	9
Headline in-furrow @ 3 oz. f/b Headline @ R3	13.9	58.7	57.2	14
Ascend @ 6 oz. f/b Priaxor @ R3	13.9	58.7	58.1	8
untreated	13.9	58.7	56.1	17
Cultivated at R3	13.9	58.7	56.8	15
Not cultivated/untreated	13.9	58.7	55.5	19

Chart I

Nitrogen Side-dress Trials

Corn on Soybean Rotation

Treatment	* Harvest Moist%	Tst Wt. lbs/bu	* Bu/Acre @ 15.5% mst	* Yield Rank
Untreated	23.2	53.8	185.9	8
45 lbs. N 28%	23.7	53.8	192.8	2
30 lbs. N 28%	23.4	53.8	192.7	3
Untreated	23.4	53.8	187.4	7
30 lbs. N 28%	22.5	53.8	190.8	5
30 lbs. N 28%	22.3	53.8	191.6	4
45 lbs. N 28%	22.1	53.8	197.2	1
Untreated	22.4	53.8	189.6	6

Corn on Corn Rotation

Untreated	23.2	53.8	185.9	8
45 lbs. N 28%	23.7	53.8	192.8	2
30 lbs. N 28%	23.4	53.8	192.7	3
Untreated	23.4	53.8	187.4	7
30 lbs. N 28%	22.5	53.8	190.8	5
30 lbs. N 28%	22.3	53.8	191.6	4
45 lbs. N 28%	22.1	53.8	197.2	1
Untreated	22.4	53.8	189.6	6



Planning for Success with West-Con

Planning

It has been said that good plans shape good decisions. During this winter we ask you to take some time to sit down with your West-Con Agronomist and make plans for the upcoming growing season. Field plans should be put in place for each crop or each individual field to ensure that your fertilizer and chemical needs have been addressed. Once the plans have been created, products quantities can be accurately booked and input costs can be locked in. This is also a good time to make sure that your field maps are correct. Accurate maps will help to ensure that custom application is done quickly and properly. Taking the time to plan with your Agronomist during the winter will pay off by making sure we will be ready to go when the busy spring season begins.

Seed

When planning for success, an important decision is selecting the correct seed. Selecting the correct seed includes choosing the right genetics for the right piece of land. This may become a difficult task considering all the options for seed brands, maturities, variety strengths and weaknesses, and all the plot data to sift through and decipher. Also, things like crop rotation and the quality of each piece of ground are important to think about when deciding on the right seed. Quality of ground can be dictated by many variables such as soil type, field variability, drainage, irrigation, etc.

For corn seed, you want to take your crop rotation into consideration. If it is a corn on corn situation, you would want to plant a hybrid with the smartstax genetics for added protection both above and below ground against disease and insects. If you are looking for a silage corn there are certain hybrids that are proven to be a better silage corn than others. You also want to take into consideration planting a couple different maturities. This way you will have some corn ready earlier than others, possibly saving you from yield loss because of too much dry down on your later harvested corn. Drydown is another characteristic of each hybrid that should be taken into consideration, which may be dictated by your farm's ability to dry corn. Other hybrid characteristics to be aware of for each hybrid is planting populations, response to nitrogen, soil texture, emergence, stalk and root strength, drought tolerance, etc.

As with corn, soybeans have just as many characteristics to consider when selecting the right seed. With soybeans there are a wide variety of diseases that can affect yield. Diseases that affect soybeans are iron chlorosis, brown stem rot, white mold and cyst nematode. To combat these diseases, use your past farm history to help you identify, which diseases you may be most at risk for. If you know you have a history of iron chlorosis in a specific field you would want to select a soybean that has good genetics against iron chlorosis. In the same sense, if you wanted to put soybeans under an irrigated piece of ground, a soybean that is good against white mold would be a great option. Other non-disease related traits are maybe how well they perform under no-till or poorly drained soils; one variety may do better than another in a no-till or wet soil conditions.

This just touches on a few situations to consider when selecting the right seed for your farms; there is no situation the same. This can make it difficult to decide which is the right seed for you. So, contact your local agronomist at West-Con and they would gladly help you with suggestions for the right seed for you.

Fertility

Over the last few years growers could afford to put extra fertilizer on and build up the soils, or maintain high soil fertility levels, when commodity prices were high. Now, looking at the futures prices, growers are trying to find ways to cut the cost of production, and fertility seems to be the input of choice in this department. However, a word of caution with this is in order. To maintain or improve on the yields we have been achieving, we cannot afford to cut our fertility too much. Now more than ever we need the bushels to help offset the lower commodity prices. What we can do is trim our fertilizer down to no less than crop removal levels, but I wouldn't recommend going any lower than that. Otherwise we risk mining the soils, and this could cause higher expense in the future. Be sure to talk to your agronomist to get some recommendations as to what they believe would be these safe levels for the yield goals you hope to attain.

Weed Control

Residual herbicides should play a key role in your weed control plans for 2015. By applying a residual herbicide, we can extend the window for putting on a

continued on next page

Planning for Success with West-Con

Continued from page 12

post-emergence herbicide to reduce yield losses and also reduce the exposure of our worst weed problems to glyphosate. Many researchers suggest that controlling weeds before they grow too large is the most effective method for fighting herbicide resistance.

One strategy to consider is the overlapping of residual herbicides. This practice typically involves applying one residual product pre-plant or pre-emergence, followed by another residual herbicide applied postemergence. There are several residual products to choose from that can be applied postemergence. Some are premixed with postemergence herbicides while others can simply be added to your favorite glyphosate/tank mix partner combination. One benefit of this strategy is having the second residual's control kicking in before the previous one's control has run out. This gives your postemergence herbicide program extra help all the way to canopy closure. A second benefit is that it allows for the use of more modes of action in the fight against resistance.

All residuals are not created equal. But by understanding the specific needs and weed pressure of your operation, and by analyzing residuals based on a few key factors, growers can make an educated decision about which residual herbicides to choose in order to maximize your profit and minimize risk.

OPERATIONS

Project Updates

We now have 120,000 gallons of LP storage, trying to ensure that we keep our dryers supplied with propane, pictured at right. In addition, pictured middle right, is a 60 HP DMC unit used to fill the corners of the corn building. It is moved from end to end when needed. This will give us additional storage by filling the whole building. It has 6 inch pipe of 235 feet for 2,000 bushels per hour.

We also have a new one million gallon tank for Riser, pictured at the bottom of the page; tank on left. We also have two, two million gallon tanks for 28% UAN and 500,000 gallon tank for sulfur.



Twin Brooks Marketing Update

BY JOE MEYER

Happy Holidays from the West-Con Twin Brooks Branch. Hopefully by the time you are reading this we have had some nice weather to get all the crops out of the field and you have put the combines away for the winter. For the most part everything went very smooth in Twin Brooks and Ortonville over the fall. The team we have has gained some very valuable experience over the years and it shows especially during the busy seasons.

New staff members, Wade Eischens and David Sass in the office in Twin Brooks have already made a very positive difference. With continued support from the staff out here and in Holloway I am confident David and Wade will bring a lot of value to our cooperative and our community.

This past fall, as I am sure has been mentioned in the newsletter already, we saw a lot of crops go home to bins, especially corn and wheat. With spring or winter wheat it would be very beneficial to bring a sample in and get it tested for vomitoxin, damage and possibly falling numbers. The Grain Inspection Service in Appleton, Minnesota, or Aberdeen, South Dakota, is a third party grading services certified by the U.S. Government. Every train that we load out on the BNSF or the TCWR gets graded by one of these services. With a big crop and many places to originate grain end users can be selective about grades and refuse trains if contract specifications are not met. This can be the difference between selling a train or being forced to hold on to the grain while it is on a rail car.



As a terminal that mainly ships to the coast for export it is extremely important to us to make sure the grades are good leaving our facility. Soybeans this year came in with relatively good moisture levels and test weights, however they did lack in protein and oil compared to past years' crops. This effects our cash prices in ways that are not always shown to producers. Soybean processing companies place a big emphasis on trying to get the most protein and oil content in a bean as possible. They are buying protein, oil and fiber, and they will pay more to a region for beans with higher protein and oil content. Beans that have a high protein and oil content starts with the seed that you plant and all the fertilizer and chemical that you put down after that. Obviously Mother Nature has a big effect, just like it does with wheat, but we need to be conscientious of what we are putting in the ground not only to maximize bushels per acre but value per acre as well.

In closing, I just want to thank everyone for doing business with us. We have another successful fall behind us and we can now focus our attention on next year. With the changing landscape of the commodity markets it can be difficult to make decisions about marketing grain or purchasing inputs, we still need to do our very best to plan for what is coming in the next year. Our office in Twin Brooks is here to help you make those decisions. Thank you and be safe this winter.



New Faces

Welcome to West-Con, Wade

Our Agronomy Division welcomes Wade Eischens to the Twin Brooks team. Wade is a graduate of Minneota High School and continued his education at Lake Area Technical Institute where he earned his degree in Ag-Business. While at LATI, he worked on the family farm east of St Leo and did an internship in Cottonwood. Prior to accepting his position at West-Con, he worked as a sales agronomist in Turton, South Dakota, and spent the past three years working in Clark, South Dakota.

Wade is excited to be a part of West-Con agronomy and be a part of a very progressive co-op. He is looking forward to meeting area producers to help provide agonomic solutions.

Wade and his wife Chelcie live in Watertown, South Dakota, and in his free time, he enjoys boating, fishing, woodworking, and spending time with family and friends.

Twin Brooks Agronomy Update

2015-A Year for Technology and Opportunity

After a year of record harvests and formidable weather, it is time to shift our focus to the year ahead. It would be easy to look at the hardships of the 2014 growing season and lose confidence in any long-term plans that may have been set. As the growing season began, we had favorable conditions. By mid-June, however, we encountered heavy rains, with north-east South Dakota picking up significant amounts of rain. The wet soil conditions led to several agronomic issues. It was difficult to apply herbicides in a timely manner, weeds were more glyphosphate resistant, and nutrient deficiencies in soil left growers adjusting their operations to deal with these issues. Nitrogen loss could have led to potential yield drag on this year's corn crop. Soil type, rainfall, and temperature all affect how quickly and how much nitrogen is lost.

Now is a good time to challenge yourself to figure out ways to maximize farm efficiency. On many farms in the Midwest, drones are starting to be used for tasks like weed scouting and scouting for wet spots in fields that still need to be planted or sprayed. Initial investment cost can be anywhere from \$2,000

to as much as \$10,000, but the use of the drone can save valuable time as opposed to wasting time digging out a tractor. Also in the vein of trying to be time-conscious, a drone allows for quick field scouting regardless of conditions and can help spot potential weed issues early on.

Mobile apps are another technological advancement making way into the world of agriculture and its success. Whether you have an iPhone or a Samsung, there are a multitude of options available. To focus on one in particular, Climate Basic from the Climate Corporation allows you to do a number of things that makes the job of growing crops just a little bit easier. From setting

alarms when moisture arrives, to tracking the workability of particular fields, Climate Basic can make every hour on the farm more efficient by reducing unnecessary activity to and from the field. And a bonus, Climate Basic is free!

Many factors affected yields this year in both positive and negative ways. Going into 2015 it will be even more important than ever to keep efficiency in mind as our time has become more and more valuable to the success of each endeavor we undertake. With the use of technology at our disposal, 2015 can be another record-breaking year.



Credit Report

BY CHAD SYLTIE

Well we had a beautiful fall, with plenty of time to get our outside work completed, and then it came to a sudden end with SNOW. Wow! Well now it is time to work inside and do that wonderful farmer work called bookwork. Bookwork is not always fun, but it is something which needs to be done in a timely fashion; otherwise profitable buying times can slip away from you. As one farmer told me, it is better to push your way through bookwork than have bookwork push you into a hasty decision. There is some truth to that phrase.

Full Farm Financing

I want to give you an update on various financing programs we will have available for 2015. We are trying to keep this simple, and we will because there are other areas of your operation which are not. We will be offering our full-farm financing program, which we have offered to our customers for many years. It is a complete operating line of credit to handle all your operating costs throughout the year. This has been an excellent program for farmers to use, and it provides competitive interest rates. Along with this program we do have the option of providing financing for livestock, machinery and real estate purchases to qualified applicants. Please stop in or call the Holloway office if you are interested in this program.

Now is the time to get your financing in place so you can take advantage of prepay discounts on seed, fertilizer and chemicals. It will also be helpful in doing your tax planning to finish up for 2014. This year, more than any, it will be extremely important to your operation to have capital available to take advantage of these discounts. As they say in business, "cash is king," and having cash available allows you opportunity for profitability when it comes to locking in your input costs.

Financing Input Purchases

Another avenue for financing input purchases at West-Con this season will be John Deere Financial and Quick-Link. These programs give you the ability to purchase inputs from West-Con now and have until December 2015 to pay back the financing company. Both companies do charge interest on the amount of funds you borrow for the amount of time you use it. Many seed companies are using John Deere Financial as their source of financing, and it does provide a nice and simple way to finance your seed and chemical purchases at very competitive interest rates. Please check with your West-Con agronomist or call me at the Holloway office for more details on these two programs. When talking with your West-Con agronomist, be sure to ask about the interest rates on these special programs because they vary depending upon which products you are purchasing.

Crop and Hail Insurance

I also want to make our Minnesota customers aware that West-Con is able to handle your crop insurance and crop hail needs for 2015. We have three licensed agents who are ready to serve you in this area. Crop insurance plays a major role in your farming operation so having the right coverage is crucial. Our West-Con agents care about your crops because a large portion of your crop inputs may come from our company. So it makes good sense to have us help you get quality coverage on your investment.

*photo submitted
by Kathy Bahr*



The last item I would like to talk about is our accounts receivable at West-Con. I would like to thank all our customers for taking care of their obligations and making our collections run smoothly this year. There are a few agronomy accounts from this summer, which need to be paid, so please arrange to get these balances paid as quickly as you can. It is important to remember that West-Con has an 18% finance charge on all accounts with a past-due balance. If you find yourself running out of capital and paying this 18%, please check into the financing programs mentioned above. To qualified applicants they can help provide needed capital so you do not have to pay these late charges. On another note, please remember for those of you who did fall fertilizing, these purchases will need to be paid by January 10, 2015.

I would like to wish all of you a Merry Christmas and Happy New Year! I hope you have enjoyable moments with your family and friends along with safe Holiday travel. Thank you for supporting West-Con this past year, and I look forward to working with you again in 2015. Merry Christmas!



Year Round Planning

2015 AGRONOMY PRODUCT PLANNING

BY DARRELL BARTZ

On November 10th our beautiful fall weather took a change that resembled a January 20th winter storm, and fall came to an end as winter took its place. From that day forward we shifted most of our efforts from fall applications for your 2015 crop to exclusively concentrating on your 2015 growing season plans. Planning is a very important part of your business and the importance is amplified as a part of how we plan, and how we base a lot of decisions in the Agronomy Department moving forward.

We are busy year round planning for what the best products and programs will be for next year's crop, along with how and when we bring in inventory of the products preferred. West-Con is continuously adding storage to take and inventory the products that meet the needs of your acres each season of the year. Added this fall were four 10,000-gallon bulk chemical tanks in Holloway. These tanks help take prod-

ucts more timely, and in larger quantities for some products that are on specific delivery timelines. This greatly reduces the chances of running out, or even having logistical delay issues during yours and our busiest times of the season. This additional storage brings the total capacity for bulk Chemical storage to the 90,000-gallon range at West-Con. Having storage capacity volumes in this range is a huge advantage in the ag industry to assure we have the right product and quantities at the right time.

Warehouse storage space equates close to 80,000 square feet with the West-Con locations combined. This storage space allows West-Con to bring in large quantities of many packaged goods such as soybean seed, seed corn, many herbicides, insecticides, and fungicides along with anything else that is of benefit to have in our warehouses for the upcoming season.

Bulk soybean seed capacity within West-Con is currently at 54,000 units at one given time; those capacities being at Holloway and Twin Brooks locations, with plans to hopefully add to that total with some additional bulk soybean seed tanks in Kensington in the near future. The ability to treat any and all of the soybean seed at these locations is also available. As you can see West-Con continues to make quality investments to ensure we have the inventory you need when you need it every season of the year.

Happy Holidays from the West-Con Agronomy Department.



TRANSPORTATION

VISITING WEST-CON

Winter Months

BY AARON GADES

From all of us in the transportation department we would like to thank all of you who used our trucks this past fall and spring. We appreciate all your cooperation and support and we look forward to doing business with you again in the upcoming year.

During the winter months we will continue to do pickup of agricultural products, as well as deliveries to farms and terminals. I would also like to remind you during the winter months that West-Con will do pickups on the farm to the destination of your choice. Whether that is to West-Con, CVEC, Poet, or wherever, we would like to assist you in moving your grain to market. We will need to watch the weather though, as we will not dispatch trucks during heavy snowfalls, storms, ice, or extremely cold temperatures.

To book your transportation needs or for a rate, please call us at 1-800-368-3310 and visit with us, Aaron (ext. 234) or Garb (ext. 205). Or, if you dial "3", all lines in the transportation department will ring. As always when placing your call please have as much information as possible. Including name, telephone number, county, township, section, quarter and any other necessary information.

We wish you a safe Holiday Season and a Happy New Year.

On October 23, Congressman Collin Peterson visited West-Con. Discussed were railroad and transportation issues, and also energy issues with the Cochin Pipeline shutdown. There is a need for rural infrastructure improvements in natural gas and LP supply. Other issues that affect rural economics were also discussed. Dawn Hegland, executive director of the Upper Minnesota Valley Regional Development Commission in Appleton, West-Con Credit Manager Chad Syltie and West-Con General Manager Dean Isaacson were part of the discussion. The meeting was very open and West-Con officials appreciated the opportunity to meet with Collin.



Left to right is Syltie, Congressman Peterson, and Isaacson.



CANDY CANE BLOSSOM COOKIES

Prep: 45 min Bake: 10 min
Yield: 4 dozen

1 cup butter, softened
1 cup sugar
1 egg
1 t vanilla extract
3 cups flour
2 t baking powder
¼ t salt
4 candy canes, finely crushed or
colored sugar
48 milk chocolate or
candy cane kisses

Mix ingredients.

Shape into 1-in balls, roll into
crushed candy canes.

Bake at 350 degrees on un-
greased cookie sheet for 10-12
minutes or until bottoms are
golden brown.

Immediately press a kiss into
center and put on cooling rack.
(Freezing the kisses before
ready to use works better)

Can freeze the dough balls in
freezer for up to 3 months.



Happy Holidays from **WEST-CON**

Because the goodwill of those we serve is the foundation of our success, it's a real pleasure at this holiday time to say "thank you" as we wish you a full year of happiness and success.



Mark your calendar



Monday, March 9, 2015
Western Consolidate
Cooperative
Annual Meeting

Careers at West-Con

West-Con has many employment opportunities available throughout our multiple locations. We are continuously growing and looking for energetic, qualified people to fill positions. If you are interested in pursuing a career in agriculture, please visit our website at www.west-con.com or contact Kerry Bonk at 320-394-2171 ext. 233.

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Capture it

Congratulations to this issue's winning photo and a special thank you to **Kathy Bahr** for her soybean harvest pictures. Find more photos from Kathy in this edition.

In the Bahr's words, "I took the pictures in 2013 during soybean harvest. I really liked the way the sun was shining on it and shows every little detail of one single pod. From the unique little "hairs" on it, right down to the unplanned fly on the bottom!"

If you have a photo to submit, please email it to the main office at kpetereson@WEST-CON.com or call 320.394.2171. Thank you.



Western Consolidated Cooperative

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Twin Brooks Terminal	605.432.4531
Ortonville	320.839.2861
Kensington	320.965.2688
St. Leo	507.224.2238

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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