

# NORTH CENTRAL FARMERS ELEVATOR

Solutions for Your Success

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## Closing the Books on 2008

By KEITH HAINY, General Manager



The annual meeting was very well attended, and it was certainly enjoyable reviewing the successful year your cooperative had in 2008. Due to a recent tax ruling, NCFE's board had new

options for distributing 2008 earnings. The board decided to pass through \$200,000 of the domestic production activity deduction, with the balance of \$2.5 million used by your cooperative as a tax deduction and \$919,821 was allocated by the board to be paid 100% in cash to patrons. The membership also voted to change the fiscal year end from December 31 to July 31. Please go to our Web site for the complete financial statement or call our office and we'll mail one to you.

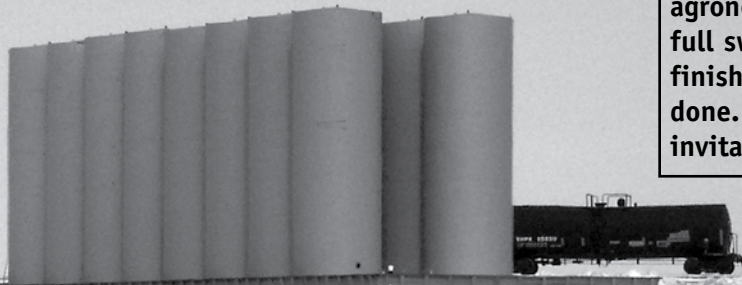
With that, we've closed the books on last year and are already

off to a great start this spring, grain handling and agronomy-wise. Two 2009 capital expenditures—the Warner Agronomy Center and the West Bowdle liquid fertilizer plant—are ready to serve customers. This year the board is addressing shortages of drying and handling capacity with the approval of several projects. They include a bigger dryer at Sun Terminal, increasing the handling ability of one pit at Craven and the installation of a new dryer system at Lebanon.

Additionally, a 1.5-million-bushel piling system at Northville will be installed. A 1.3-million bushel piling system has also been approved for Lebanon. Additional liquid fertilizer storage is also in the works in Ipswich. Your board of directors remains committed to upgrading facilities that can better serve the needs of patrons. With the combination of lower interest rates and construction costs that have

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The 900,000 gallons of new liquid fertilizer storage at the West Bowdle location will help meet the growing nutrient needs of our western-area customers.



### STILL AVAILABLE

- Condo storage grain leases
- Condo liquid fertilizer storage leases

Have any questions about our condo lease programs? Call us or send an email to: [ncfe@valleytel.net](mailto:ncfe@valleytel.net).

- Don't forget about our Loyalty Cash Rewards when making 2009 crop input purchases. ▲



Services from the new Warner agronomy center are already in full swing, even though some finishing work remains to be done. Watch for an open house invitation later in the season.

See us on the web at [www.ncfe.coop](http://www.ncfe.coop)



# Closing the Books on 2008

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come down, the timing is right to proceed with these very worthwhile capital expenditures.

Our petroleum department is also in the midst of good change. With the addition of Steve Hinds as Certified Energy Specialist, there's great potential as we develop an even better specialization of our energy products. It's going to be an exciting time as we

progress to RFD delivery, and our new CES will help bring us there in time.

We say this frequently, but please have a safe spring. It's the unsaid portion of our mission: promotion and development of a safety culture—for our employees, for our patrons' families, and for all those in our communities. ▲

## 24/7 Grain Marketing Solutions

By MIKE NICKOLAS, Grain Manager



We are now offering three new grain marketing features to our patrons. Through DTN, we can provide:

- Text messaging of grain markets

- Emailing of daily markets
- Online grain offerings

Using your MyFarmRecords username and password, you can sign up for these services from the *ncfe.coop* homepage.

A variety of choices are available with the text messaging service. When you sign up, you can select preferences including market alerts throughout the day or closing prices at a specific location.

The online offer center is a secure and safe way to facilitate

communication between NCFE and farmers. Producers can submit offers electronically and then monitor any open orders. A text and email will be sent once the offer has been received. The offer will be accepted conditionally and when the price of the grain meets the offer price, another email and text will be sent, confirming the purchase and a contract will be issued.

We buy a tremendous amount of grain through open orders. We then hedge all purchases and offers in the electronic futures market. That means the offers are not only working in the day session of 9:30 a.m.-1:15 p.m., but also in the overnight session from 6:00 p.m.-6:00 a.m. We feel this is an excellent way to facilitate transactions for both NCFE and patrons. It leaves a trail of communication for both parties to view. If you have any questions, please call Kyle or Kara at 426-6021 or 800-658-3353, or email us at [ncfe@valleytel.net](mailto:ncfe@valleytel.net). ▲



## 200 Years of Experience

Your NCFE shop mechanics have nearly 200 years of combined experience in auto, tractor, and truck repair. The crew includes Don Quenzer, Glen Hodson, Susan Kolb, Troy Weig, John Schumacher, Steve Benning, and Neil Ward. Not pictured are Chad Berringer and Mark Ketterling.

This spring, keep us in mind for servicing vehicle air conditioner systems and any windshield chip repair. Don't forget we also can provide welder/blacksmith services. ▲



# New Staff Members

**Steve Hinds** is our new Certified Energy Specialist. He has many years

of sales experience selling hardware products at retail and contractor levels. Steve is eager to advance the NCFE petroleum department, as it transitions to RFD and also to promote the line-up of Cenex products. He's already out in

the country talking to customers about RFD and their fuel needs. "Customers are really going to like the worry-free aspect to RFD, never running out of fuel," he explains. "It's a lot like electricity is now. You pay for it as you use it." Steve is a long-time Aberdeen resident and has family in the Ipswich area. A grown son lives in Minneapolis.



**Jesse Frost** is the new agronomist for Lebanon-area growers. He grew up in Hoven on a family farm and is a Mitchell Technical Institute graduate. He began his agronomy career as a sprayer operator for Midwest Cooperatives and advanced to operations

manager out of Pierre and Onida. Coming back to Lebanon is a little like coming home. "It's great to be back in this area," he says. "I'm excited about bringing NCFE solutions and services to the growers of this area. Please give me a call with any agronomy questions this spring."



**Dan Ostrander** is our new precision ag specialist. He has been an Aberdeen city forester since 1978. With long-time roots in agriculture, Dan is excited about the solutions that can be provided by precision ag and variable rate technologies to all size of growers across NCFE country. "Obviously for our farmers, a product or service must be cost effective," he explains. "And with precision ag, there is great value to developing management zones. We can better use our nutrient and seed inputs, combining technology with field productivity mapping." Dan and his wife, Cindy, a teacher at Roncalli, live at Mina. They have two teenage children. ▲



## More Defibrillators Purchased

Since our last defibrillator article in August, two more locations have joined NCFE. We now have defibrillators in place at Hague, North Dakota, and Lebanon, in addition to our other locations. Sudden cardiac arrest (SCA) is one of the leading causes of death in the U.S., but having a defibrillator in the right place at the right time can save lives.

These easy-to-use devices are in place at all our high-traffic locations, as well as every one of our branch locations—where first-responder care is further away. According to statistics, the likelihood of successful resuscitation decreases by about 10% with every minute that passes.

NCFE safety coordinator Andy Clemen says all employees continue to receive updated training so they can confidently locate and use the device. "Knowing how to use one of these can save a life, it's that simple," says Andy. Patrons and community members are encouraged to familiarize themselves with the defibrillator technology and are also welcome to have it nearby at local events. ▲



**Defibrillators are in place at these locations: Craven, Hague, Ipswich, Java, Lebanon, Northville, Onaka, Wecota, and West Bowdle. The units provide recorded instructions, with clear, calm commands.**

# Focus With Targets

By JEREMY VANDER VORST, Benson-Quinn Branch Manager



With spring work now underway, it's natural to focus on planting, not grain marketing. Target prices can work very well for time-strapped producers. Tar-

gets can be placed on the cash and futures markets. We can put targets in for a day, week, month, or a year, all depending on your goal.

With additional market volatility and expanded price limits, targets can get hit at any time. As the growing season nears, markets tend to trade larger ranges throughout the day. Because of time spent away from the phone or radio, it can be very hard to keep current with the markets. By putting targets in, you'll know that if the market ever trades at that level, you will get your contract filled.

## Report effects on soybeans

USDA issued its prospective plantings report March 31. Their 76 million soybean acres was a much lower projection than many had anticipated. Soybeans have rallied since the report and are approaching attractive hedging opportunities.

Traders are watching the weather very closely due to concern

over delayed plantings. With a cool, wet spring, producers may switch acres from corn and spring wheat, to soybeans. Much of the northern tier is very wet and cool. Traders have put some risk premium in the market, due to these conditions. Keep a close watch on the extended weather maps. They may give us a clue on when trends will change. A return-to-normal weather may cause the markets to experience some downward pressure. Remember: this is a futures market and traders often look at long range maps to give them direction.

## Watching corn and wheat

USDA also indicated corn ground at 85 million acres, down a million from last year. This was a higher number than most expected. If the cool, wet weather pattern persists, I expect the market to be much higher. A cool, wet spring could cause a switch to soybeans or other crops. Currently, new crop cash corn is trading near \$3.75, a level that some new crop sales should be executed. The world corn supply is at adequate levels and with a return to normal weather, the market will come under selling pressure. The ethanol industry struggles as cash corn approaches \$4. This should keep a lid on prices until we see a dramatic shift in growing conditions.

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***Target prices can work very well for time-strapped producers.***

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I hope you've gotten your wheat fields seeded. The market is reflecting the current wet, cool conditions of the northern plains. USDA showed spring wheat acres off 800,000 acres, and all wheat acres off five million acres. The continuance of this same weather could cause this market to rally as we progress into spring.

## Livestock market run-ups

Recently, the livestock sector has also experienced a nice run-up in prices due to the optimism of the world economy. As the economy continues to improve, I expect cattle prices to follow. Cattle numbers are off substantially from recent years and I would expect this to support prices in the last quarter of this year and first quarter of next year.

If you have questions, please call me at 877-893-0800 or stop by the West Bowdle Terminal. ▲

# Antibiotic Residues in Distillers' Grains

By ROXANNE KNOCK, PhD, Nutritional-Technical Specialist, Dakotaland Feeds, LLC



A recent article in a local newspaper has stirred up questions about distillers' grains and antibiotics. I want to address some concerns that have surfaced about this topic.

First of all, the FDA has NO regulatory oversight on which antibiotics or what levels are used in the fermentation process by ethanol manufacturers. Regulatory standards come into play because the FDA does have regulatory control over antibiotic residues in feed, meaning distillers' grains.

Not all ethanol plants use antibiotics and not all distillers' grain samples in the ongoing FDA study were positive for antibiotics. Heartland Grain Fuels has not had any positive antibiotic tests on their distillers' grains.

This is not a human food safety issue. This point cannot be emphasized enough. The meat from food-producing animals fed distillers' grains is not tainted or unsafe. Penicillin and virginiamycin are rendered largely inactive by the heat in the distillation process, so they do not have antimicrobial activity in the resulting distillers' grains. The feed-grade antibiotics—virginiamycin, erythromycin, and tylosin (which were all reportedly found in distillers' grains)—have zero days withdrawal when fed to the approved species, meaning they leave no residues in the body tissues of the fed animals. So, even if

minute amounts are inadvertently fed because of a residue issue in a feedstuff, the antibiotic is NOT transmitted to humans via the meat.

Any time that antibiotics are used irresponsibly, antibiotic resistance could be an issue. The American Veterinary Medical Association has a policy of judicious use of antibiotics. The livestock industries have FDA regulations to follow regarding feed-grade antibiotics. Human medicine has more leniency.

In the February issue of *BEEF* magazine, Kansas State University professor Dr. Mike Apley, DVM, wrote that maybe 'unrestrained' use of antibiotics in human medicine is contributing to the emerging problem of MRSA (methicillin-resistant staphylococcus aureus) in human medicine. The mainstream media has attempted to link antibiotic resistance in humans to the livestock industry's use of antibiotics for some time. But the factual evidence to support these claims is largely unfounded or simply does not demonstrate cause and effect.

The bottom line is that we do not live in a sterile environment. No matter how hard we try, we never will. Judicious, responsible use of antibiotics in every livestock operation is a must. The ethanol industry must also follow judicious-use policies in order for all of our industries to be trustworthy in the eyes of the consuming public. This topic will be further covered in the next Dakotaland Feeds' newsletter, *On Feed*. If you would like a copy, please contact Dakotaland Feeds at 800-952-3583. ▲

*The mainstream media has attempted to link antibiotic resistance in humans to the livestock industry's use of antibiotics for some time.*



# Grain Rescue Tube Purchased

NCFE has purchased a Liberty Rescue Tube, a device for saving someone trapped in grain. Four vertical, interlocking units form a cylinder, which is driven section-by-section into the grain. It surrounds the entrapped person, allowing the grain to be moved so first-responders can perform a life-saving extrication. On-site training of its use is underway by NCFE employees. We are also working with Aberdeen and other area fire, rescue, and ambulance

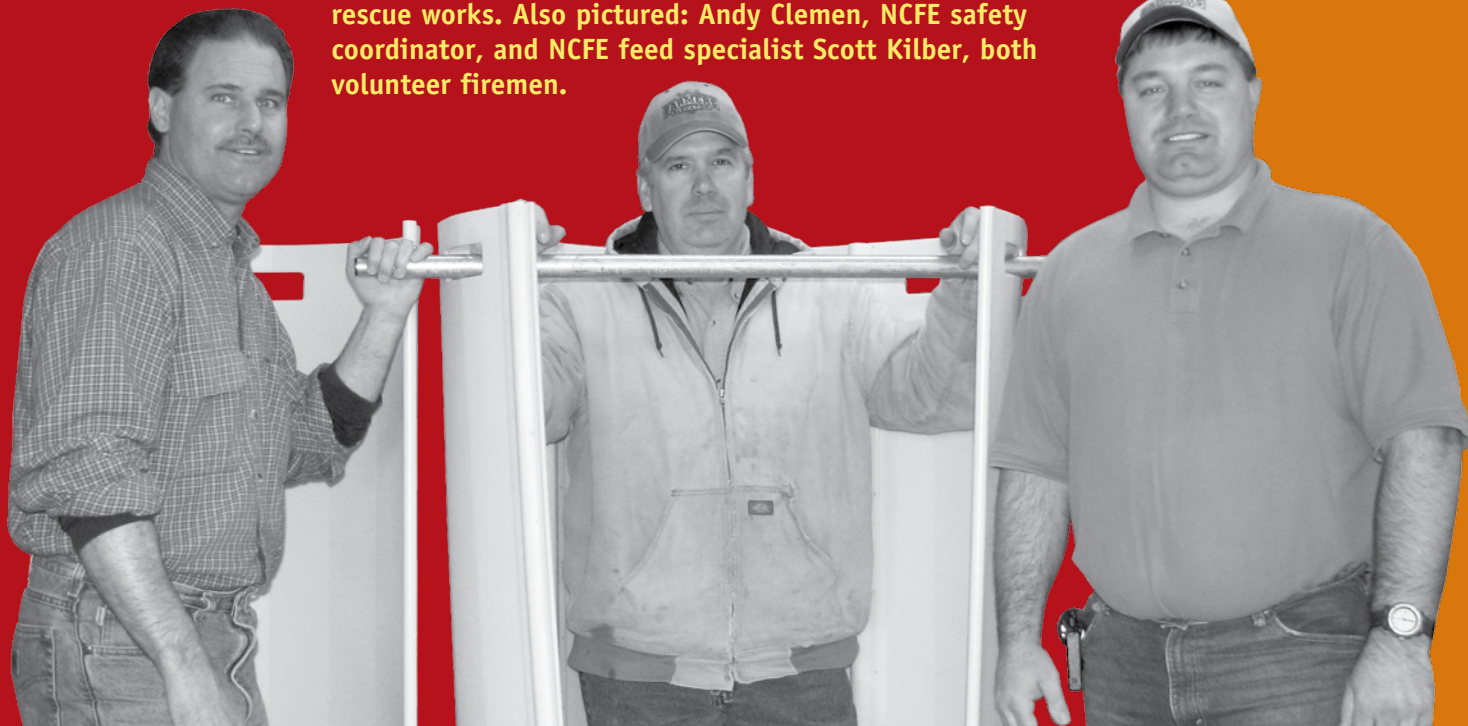
crews, so as many units as possible are trained to use it.

According to Purdue University research, about 80% of cases documented that involved a partially entrapped victim, resulted in a fatality. The Liberty Rescue Tube is one way we hope we can prevent a statistic like that from occurring in NCFE country. Another way is to please review your own safe grain handling procedures. Reinforce and refresh them with your family and employees.

## GRAIN HANDLING SAFETY TIPS

- **NEVER** try to free bridged grain by walking on it.
- **NEVER** enter a bin without full body harness, lifeline, and a second-person attendant, or while equipment is running.
- **NEVER** take for granted the unforgiving nature of stored grain.

**Jim Stafford, center, demonstrates how a Liberty Tube rescue works. Also pictured: Andy Clemen, NCFE safety coordinator, and NCFE feed specialist Scott Kilber, both volunteer firemen.**



## Moving Out to Grass

By MIKE GEDITZ, NCFE Farm Store



Spring is here and it is at last time to move cattle out to grass. Talk to your location about the products you'll need. Get your herd poured for internal and external insect control.

Give your local station a heads-up about your creep feed needs. We also have the 17% tubs with magnesium along with Altosid® mineral tubs.

New augers are arriving weekly, and we also have a good supply of used ones available. Stop by and see what we have or call your location to specify what you need. Additionally, we have a big supply of fencing materials just waiting to go in your ground.

Thanks so much for all your past business. We're looking forward to working with you yet again. Have a safe spring and summer, and if you're in the area, stop by and say hi! ▲

*Give your local station a heads-up about your creep feed needs.*

# NCFE Agronomy

By **MATT CHRISTOPHERSON**, Agronomy Marketing Manager  
and **LANE MIELKE**, Sales Manager



EPA has approved a Section 18 exemption for Avipel to be used as a seed treatment for repelling pheasants from fields. We are expecting high demand for this product. If you plan on using it, please talk to your sales agronomist immediately.

Your NCFE soybeans already have a jumpstart in vigor with the use of Trilex 6000 and Warden® CZ, our seed treatments. Provide season-long control just by adding Stratego® or Baythroid® with your seed treatments. This will give you all-summer protection against a broad spectrum of fungal diseases and insects. We continue to recommend Valor™ and Extreme® as excellent pre-emerge chemical solutions.

Stratego and Baythroid work well in wheat, too. There's a number of new options for weed control in wheat. Talk to your agronomist about what would work best in your situation.

One more input to mention: surfactants and conditioning agents for your water. We have seen a definite boost to the effectiveness of glyphosate with proper mixing management and the use of products like Class Act and Hellfire. We want you to get the most weed control possible from your chemistry dollars.

Finally, double-check your private applicator license. As you know, we cannot sell restricted-use pesticides to customers without a current license.

Below are the cell phone numbers of the agronomy staff. This is a year like never before when it comes to how important it is to stay in touch. We anticipate there may be some switching of maturities along with changing seed altogether from one crop to another. We can make it all work—as long as we all keep in touch and communicate. ▲

## NCFE AGRONOMY TEAM

Add us to your cell phone contacts.

Matt Christopherson:	380-1238, marketing manager
Lane Mielke:	380-4674, sales manager
Rick Arneseon:	216-1651, Warner-area agronomist
Bob Volk:	216-0086, Java-area agronomist
Brent Neiger:	216-4820, Ipswich-area agronomist
Rick Chewakin:	216-1167, Pollock/Herreid-agronomist
Tim Borge:	380-9749, Wecota/Onaka-area agronomist
Justin North:	216-6684, Leola/Bowdle-area agronomist
Greg Volk:	380-5430, Hague-area agronomist
Jesse Frost:	216-7824, Lebanon-area agronomist
Dan Ostrander:	216-7138, precision ag specialist



## Going Forward With RFD



By **TROY WEIG**  
Petroleum Manager

We are now one of the cooperatives across 22 states that has a Certified Energy Specialist (CES) on staff. There are close to 90 of them, and we are very pleased that Steve Hinds has joined our petroleum department team. The Warner area is the first part of our trade territory being

introduced to automated delivery or RFD, and Steve is already out in the country talking to customers.

RFD means one less farm management worry. Your fuel tank will be automatically refilled, so you'll always have a reliable supply of fuel on hand. It's a lot like how your electricity usage is handled. Through consumption billing, you only pay for the fuel you actually use each month.

An electronic monitoring system is installed in your bulk fuel tank. When the fuel drops below your

predetermined level, the monitor sends a signal to our fuel distribution center. The nearest delivery truck is then routed to your location.

What does it mean for you? Increased productivity. No more checking tanks, calling in orders, or waiting for delivery. Besides consumption billing, you can also choose other billing options that best fit your needs. ▲

## DIRECTORY

Ipswich .....	.605-426-6021
Toll-Free .....	.800-658-3353
Auto Center .....	.605-426-6782
Farm Store .....	.605-426-6163
Farm Store Toll-Free .....	.877-232-4692
Bowdle .....	.605-285-6533
Toll-Free .....	.800-584-9286
Petroleum .....	.605-285-6570
Craven .....	.605-426-6591
Fertilizer .....	.605-426-6535
Hague, ND .....	.701-336-4673
Herreid .....	.605-437-2744
Toll-Free .....	.888-437-2744
Petroleum .....	.605-437-2415
Java .....	.605-649-6291
Petroleum .....	.605-649-6241
Lebanon .....	.605-768-9465
Leola .....	.605-439-3137
Petroleum .....	.605-439-3147
Sun Terminal .....	.605-426-6843
Northville .....	.605-887-3441
Onaka .....	.605-447-5803
Pollock .....	.605-889-2321
Warner Elevator .....	.605-225-8247
Petroleum .....	.605-225-9608
Wecota .....	.605-324-3200

## BOARD of DIRECTORS

*Richard Osterday – Java, President*

*Larry Vetch – Onaka, Vice-President*

*Quentin Larson – Pollock, Secretary*

*Ken Olson, Jr. – Turton*

*Lynn Deibert – Herreid*

*Bryan Bauer – Mina*

*Dale Gill – Java*

*Dave Heidenreich – Wecota*

*Gerald Lacher – Lebanon*

*Derek Merkel – Leola*

*Phillip Shanley – Warner*

*Larry Olson – Ipswich*

## OUR MISSION:

***To be an agricultural leader in serving our customers' needs with integrity, innovation, and profitability.***



PO Box 366  
Ipswich, SD 57451



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PAID  
**VISTACOMM**

# Creep Feed Crash Course

By SCOTT KILBER, Feed Specialist



Ever wonder what the 'gest' stands for in our popular Creep Pasture Gest? Digestible Fiber = gest.

The energy received from highly digestible fiber sources, like our creep, improves pasture grass efficiency. Fiber also reduces

the risk of digestive system upsets, often caused by grain. Some other refresher points about creep:

- 14% protein for maximizing muscle development
- Balanced vitamin and mineral package for maximum growth and healthy immune system development
- Increases weight gains while calves are on pasture
- Helps start the marbling process to improve quality grade at processing time

- Aids in easier weaning and feed-bunk starting

Bovatec® and Rumensin® can be added to improve feed efficiency and help with coccidiosis control. Aureomycin®/Bovatec can also be added in combination to help prevent respiratory problems, along with promoting feed efficiency.

## Fly control

Controlling flies will help the overall performance of your herd. Our Rangeland Mineral Altosid® tubs contain the insect growth regulator, which prevents fly larvae from developing into adult flies. They are a completely weatherproof product, so your nutrition dollars are not blown away or wasted by rain. It's a great combination—advanced fly control and excellent mineral supplementation. ▲

