

Vol 3 • 2

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Ready for Spring

The agronomy departments of Watertown Co-op—in Henry, Watertown, and Webster—are ready and waiting to help you with your 2007 crop acres.

We do recommend talking with your local agronomist about your intentions before the spring rush. With the potential for more corn in the area, it will help to be able to pre-plan some of our application work so it will proceed smoothly. Our intent is to start out each morning and cover the additional corn acres smoothly and efficiently.

Another new agronomist has been hired for the Watertown location and will be available for scouting and other services this May. **Travis Christensen** is temporarily and capably helping to manage the agronomy department in Watertown during this transition period.



Travis Christensen

Travis has been with the co-op for over 10 years, starting out as a birdseed bagger at the Webster location while in high school. He has worked in many departments in the co-op, and is well known throughout the area for his precision handling of applicator equipment.

The potential is in place for a great year across the Watertown trade territory. With current commodity prices balancing out some higher input costs, we do urge growers to manage acres with extra care. Losing bushels from insect pressure, improper fertilization, or inadequate weed control has a impact on your bottom line and is an unnecessary risk in today's marketplace.

If you have any questions, please don't hesitate to call your location. We have the team in place to scout your acres as needed. Additionally, your co-op has a wealth of products, services, and knowledge that you can use to help boost your profit potential. ●

Feed Department News

By Jon Hegge Feed Department Manager • jon.wce@midconetwork.com

We'd like to welcome Camille Gilligan to our feed department staff. She is a Lake Area Technical Institute (LATI) student enrolled in their agri-business program. Continuing what we consider an extremely valuable relationship with LATI, Camille is with us through their Supervised Occupational Experience (SOE) program. She will be interning with us through July.

Originally from Estelline, Camille is doing a great job and will have worked in all areas of our feed department by the time she completes her SOE here. Please stop in and say hi to her the next time you're in Watertown. Her fresh perspective of agri-business is already proving to be a valuable asset to our feed department.



also creep-booking time. Please give us a call to get that lined up.

Lamb nutrition

We hope all is going well for our lamb growers. We have the Ultra Fresh® lamb milk replacer in stock, which has proven to work very well for getting lambs started. We also have texturized lamb creep and a lamb creep pellet for starting lambs on feed. Our protein pellets with Bovatec® work well in a grain ration for the older animals.

One stop for dairy

We continue to be a one-stop feed shop for dairy producers. Our products range from the necessary nutrition for baby calves all the way up to the mature milk cow. We stock three different levels of milk replacer for calves and have a variety of protein pellets to meet the needs of both cows and calves.

As always, we welcome any nutrition questions. If we don't have an immediate answer, we'll certainly research your question to provide you the most up-to-date nutritional information possible. Thanks so much for your past—and future—business. ●



Beef cattle products

Plenty of producers are now done calving heifers, while many more are in full swing with cow herds. The weather hasn't been too bad, except for that early March snowstorm. The bright side of that, of course, is the decent moisture that it put into our subsoil.

We do have both milk replacer and colostrum on hand. We have a variety of products that will keep those calves healthy, growing, and not missing a beat. We hope you have few calving problems and that the season sails by uneventfully but productively.

Make sure your cows have access to a good mineral program. They will rebreed better and more consistently when bulls are turned out. We

have an excellent supply of loose mineral, RangeLand™ products, and protein tubs to supplement the feed they are already being given. As hard as it is to believe, it's



Camille is shown here with our popular Pro-Phos™ 12 mineral. It is recommended for free-choice feeding to beef cattle receiving rations composed largely of grass hay, or for beef cattle grazing range or grass pastures.

Evaluating Alfalfa Stands

By Trevor Stieg Sales & Marketing Manager • trevorstieg.wce@midconetwork.com

Our agronomists have been busy evaluating alfalfa stands. Evaluation can be a critical step in determining yield potential and the longevity of your stand. Maximum yields are obtained when stands have 55 stems per square foot regardless of how many crowns are there.

When there are 40 to 55 stems per square foot, there may be some reduction in yield potential. But as long as the crowns are fairly healthy, acceptable yields will still most likely be realized.

If fewer than 40 stems per square foot are counted and discoloration is noticed from some crown rot, growers should probably consider destroying the field. Yield potential in a stand like that will be significantly reduced and stand life will be limited.

Crown health also needs to be part of every stand evaluation. Healthy stands will have less than 30% of the crowns showing discoloration from root and crown rot.

Water ponding

With the moisture we have received this spring, we have fielded quite a few questions about water ponding.

Ponding creates a barrier that prevents oxygen from getting to alfalfa roots. If oxygen depletion lasts for one to three weeks, alfalfa stands could suffer noticeable injury. If it lasts from two to six weeks, pretty much assume that plant death and major stand loss will occur.

Soybean rust

Soybean rust was found in Iowa last season, but it cannot survive our northern winters. However, the fact remains that it is getting closer. Some overwintering did occur in Texas, so be assured that we will be monitoring the situation as needed. Right now we don't see any need for concern that rust will be appearing any time soon in the Watertown Co-op trade area. However, we will remain on top of this issue.

If you have any questions, please don't hesitate to give your local Watertown Co-op agronomy department a call. Any of our agronomists will be more than happy to come out and assist with an agronomic issue, whether it is helping with alfalfa stand evaluation, looking at soybean stands, or any other management issue. ●

Seed Supply Still Good

By Brian Kohlenberg Retail Seed Sales Manager • bkohlenberg@landolakes.com

It's good to be back in touch from the agronomy seed department. I want to thank everyone who ordered corn and soybeans from us this year. Our hope is that you have a successful spring planting season followed by a bountiful growing season.

A lot of talk lately has focused on availability of seed supply. While many hybrids are sold out, there are still good supplies of our top-selling genetics. However, not all seed sizes are available.

We do have an excellent supply of soybeans going into spring, and we can easily set you up with the right products for your soils and management. We have upgraded our bulk soybean facility this year to provide much faster load-out times and will continue to offer seed delivery to the farm or field.

Another service we provide that many do not think about is help to plant your own corn or soybean plots. I have a generator and two vacuums set on an ATV to make short work of plot planting. If you are interested in establishing a small seed plot to judge what hybrids fit your farm, just give me a call. I will be happy to help plant and weigh the plot this fall. We're always looking

for good plot data to stay informed about the use of seed products for this area.

Finally, don't forget about your alfalfa seed needs. We carry an inventory of the highest yielding, best quality alfalfa seed varieties in the industry and can help you manage that alfalfa stand throughout its life.

Call with any corn, soybean, or alfalfa seed questions. I can also help you out with information about seed treatments or inoculants. My number is 605-881-2421. Thanks again for your business and have a safe, profitable season. ●



Employee Profile—Lorie Springer

Lorie Springer has been with Watertown Co-op for 22 years, the last 12 of which have been spent in her present grain accounting position. She relishes her role at Watertown Co-op.

“It’s truly a great job,” she explains. “While the basic bookkeeping part may be the same, the job itself is different from day to day because of the markets. You never get bored, that’s for sure.”

Lorie spends a lot of time on the phone, talking to growers and purchasing their grain. Her busiest phone hours, she notes, are from 9:30 to 1:15, “prime marketing hours.” She also does some merchandising and writes the grain checks.

Lorie has high praise for the staff around her. Farmers can talk to just about anyone in the office to help with grain marketing, she explains, and feel confident and comfortable that their transactions will be handled expertly. “Nearly everyone has been cross-trained to help with the grain aspect of the business, so we

have a very well informed, helpful staff on hand,” she notes.

Lorie’s husband, Roger, is a self-employed carpenter. The couple has two daughters, Shyann, 9, and Sierra, 5, who attend school in Clark. The family has some ‘serious’ hobbies they greatly enjoy.

Topping the spare-time list is their love for horses. Olie and Angel are the girls’ horses (well, Angel is a pony), and the entire family enjoys trail riding, team sorting, and play days.

Next on the hobby list is restoring old vehicles. A ‘54 Chevy® pickup is currently being put back together with high hopes for completion in the next year or so. It will be painted the Harley Davidson® colors of black and orange, because that’s something else this family enjoys: riding motorcycles.

Whether in the office or at home, you can tell that Lorie makes the absolute best use of time possible. For grain customers, that means you can be assured that your grain sales are being skillfully managed by that friendly voice on the phone. ●



Mission Statement: To profitably enhance the success of our patrons.



811 Burlington Northern Drive
Watertown, SD 57201

Office	605-886-3039
	888-882-3039
Agronomy	605-886-8333
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