



**Vol 2 • 1**

**February 2006**

**Watertown Co-op**

## Positive Results From Upgrades

By **Wayne Herman** *General Manager • wayne@watertowncoop.com*

It's been gratifying to see the results from upgrades implemented at **Watertown Co-op** over the last year.

Increased storage space was a definite asset, ensuring that we never had to turn away any corn or soybeans. With all freight being tight, the purchase of two grain truck/trailer units also helped control our own destiny. Additionally, the hiring of grain merchandiser **Scott Borg** provided the specialized expertise for merchandising and managing rail and trucking freight, a huge benefit for your cooperative's bottom line.

Despite a 25% increase in grain handle, waiting lines before dumping were manageable and seldom very long. So we increased our handle, sped up lines, and we did it profitably. That's a great combination to report.

On the feed side, we've gained some new customers because of excellent products and a staff focused on personable, knowledgeable customer

service. The feed department actually has our highest return on investment, with last year's one major upgrade being the very necessary purchase of a new feed truck.

Read **Ehren Grupe's** article and profile for how he sees the valued relationship between you and your cooperative. Across the board, I am extremely proud of the employee team that is assembled. They are truly dedicated to finding the solutions you need for each of your agronomic enterprises.

Finally, we have a variety of financial products available that are tailored to the unique needs of production agriculture. For livestock, input, or complete operating loans, we have excellent financing solutions available for your operation. Call today to find out more about **Cofina Financial**, **Partners In Production<sup>®</sup>**, **Farm Plan<sup>®</sup>**, and **FarmFlex<sup>®</sup>** Financing. ●



**ANNUAL MEETING**

**March 29—7 p.m.**

**Codington Co. Extension Building**

**www.watertowncoop.com**

# From the Agronomy Department

By Ehren Grupe Agronomy Department Manager • [ehren@watertowncoop.com](mailto:ehren@watertowncoop.com)

We're pleased to announce that Watertown Co-op feed mill manager Jon Hegge will be assisting with agronomy operations during spring rush. He will continue his role as feed department manager, but while he's helping out in agronomy, Allen Bjerke will assume day-to-day operations of the feed mill.

Jon is not leaving the feed side by any means, and, actually, this is not a new role. He was in agronomy operations for 15 years before transferring to the feed department two years ago. And he shared his expertise back then, too, serving in both departments for a time. It's great to be able to seamlessly share equipment and personnel like this, and we are extremely happy to be adding Jon's expertise and experience during spring rush.

The last prepay tier will be from Feb. 1 through the end of March. At that point, in-season prices will become effective. Please plan your purchases accordingly.

Fertilizer prices are currently steady to a little higher. Inventories do not look to be an issue, but there could be some pressure adjustments at some point. We have a few tons yet to lay in, but generally our inventory status is in good shape.

We'd really like to sit down with each of you before planting begins to plan out your input needs and services. Of course, this helps us in planning our input inventory and in managing our machinery fleet as efficiently as possible. However, farm planning is also beneficial for you in seeking the best return-on-investment opportunities. If you are interested, please talk to Trevor Stieg, Aaron Fiedler, or myself.

Variable rate technology has come to Watertown Co-op through Precision Partners Inc. This program maximizes field revenue potential through exact nutrient placement and management. Find out if it's for you with a no-cost field analysis. Call Trevor for more information.

Thank you for all your December prepay transactions. We appreciate your business and loyalty. We will continue to do all we can to assist growers through every service and input we offer. Never hesitate to call or stop by with questions. ●



Ehren  
Grupe

## Employee Spotlight: Ehren Grupe

As much as Ehren Grupe enjoys his job as agronomy department manager, there is one other cap he wouldn't mind wearing. "Ultimately, I would love to be on the other side of the counter as a farmer," he explains. "But I tell you, I'm blessed. Being where I am now is the next best thing to farming."

Every day, every hour, Ehren brings his passion for production agriculture to the job site. "I enjoy every contact I get to make with our patrons. It's the best part about this," he says.

Born and raised on a family farm near Britton, Ehren is a 1999 graduate of Mitchell Vo-Tech. He began working at Watertown Co-op six years ago as a custom applicator and has worked in nearly all of the departments except feed. In November, he was named agronomy department manager.

Ehren says the best relationships are always two-way, and he sees that here at work. "I'm extremely appreciative of the support I've been given by patrons over the past few months. The patience and understanding that they have extended to me has been humbling. It also makes me want to work harder at seeking the solutions and services that will provide them the best rate of return at harvest."

Ehren and his wife, Sarah, love the great outdoors and spending time with friends and family. But, come this fall, they may need a babysitter from time to time. Ehren is thrilled to announce that they will become first-time parents in September.

So, as Ehren says, there are great times ahead for the Grupe family and for Watertown Co-op. "I am really looking forward to the direction Watertown Co-op is headed," he explains. "What with the people and the services we have in place, it's great to be part of a co-op that cares about and values our customer relationships." ●

# From the Seed Department

By **Brian Kohlenberg** Retail Seed Sales Manager • [bkohlenberg@landolakes.com](mailto:bkohlenberg@landolakes.com)

Just a few seed odds and ends: we have a good supply of the increasingly popular Briggs wheat. At the end of this article, I've listed our other popular small grain seed products. Besides the best in small grains, we still have a good supply of all the top soybean varieties and corn hybrids. And, don't forget, seed is also available in Webster.

We can treat your seed wheat here with Incentive™ RTA,® or you can purchase it and apply it yourself. We will be cleaning wheat seed, but only for a limited time. Please call and set up your appointment today at 886-0054 or 886-4406.

Also, we have a wide range of hay and pasture

products, along with alfalfa and lawn grass seed. If we don't have it on hand, we can usually get whatever you need.

We will be planting another answer plot. We are continuing to do all we can to find the right solutions for your farm, and the answer plot program is certainly a great tool for increasing our knowledge and expertise.

**Small Grains—Available in Bulk or Bag:** Briggs Wheat, Granger Wheat, WestBred private wheat (Trooper and Granite varieties), North Dakota Steele, Reeves Seed Oats, and Certified Jerry Seed Oats. ●



# Precision Ag Solutions

By **Trevor Stieg** Sales & Marketing Manager • [trevorstieg.wce@midconetwork.com](mailto:trevorstieg.wce@midconetwork.com)

Since 1997, Precision Partners Inc. has been successfully improving crop yield and quality, while saving input costs for farmers, using the field-proven ProfitZ System. And it's now available for all the customers of Watertown Co-op.

ProfitZ is a total solution for growers wanting to harness the full value of precision agriculture. This proven system provides the cutting edge tools and experienced advice that has helped our customers save inputs, improve yields and quality, and make more informed decisions.

ProfitZ advisors work with you to define the full yield potential throughout each of your fields. ProfitZ tools are then coupled with your expert management practices to make sure that full economic yield and quality potential is realized.

By applying nutrients based on yield potential, you

and your advisor will be able to analyze the cost of various plans and pick the plan that provides you the most bang for your buck. Your benefits almost always include a cost savings on fertilizer, but more importantly, you will have fertilizer placed in the correct areas for maximum yield and profit.

ProfitZ is the variable rate system that will bring you the highest return per acre. Call today for an absolutely no-cost, no-obligation analysis.

*So, how does it pencil out?*

## Revenue Analysis for Variable Rate Nitrogen on Wheat

Average of Returns when Proper Rates Applied	\$169.26
Average of Returns when Low Rates Applied	\$120.45
Loss per Acre Due to Over- and Under-Application	\$48.80
Acres in this Field Potentially Affected	128
Total Loss in Yield and Protein	\$6,246.40

# Market News

By **Scott Borg** Grain Merchandiser • [scott@watertowncoop.com](mailto:scott@watertowncoop.com)

We can help you manage risk and capture price levels through the following contracts:

- Cash Plus
- Floor Average
- Minimum Price
- Futures Fixed
- Target Range
- Price Builder
- Basis

These contracts are available for corn, soybeans, spring wheat, and winter wheat. Please call at any time if you would like to discuss any of these grain contracts.

We are looking forward to building on last year's harvest accomplishments. What was achieved? We did not turn away any spring wheat during the row crop harvest; we were able to keep taking bushels when producers needed to move them. We did have to limit winter bushels during row crop harvest, but only

because of the gulf export markets that were destroyed by the hurricanes. Additionally, the gulf was the only market that would accept the quality of winter wheat we had last harvest.

We're pleased that our probe and driveway systems kept harvest lines short with very little wait in line. Our faster dumping and extended hours were great positives for our busy customers. We had room for corn and soybeans during the whole harvest. As we go forward, don't forget we have trucks that can help haul your crops to town in a timely manner. Stay safe, and call with any marketing plan questions. ●



# From the Feed Department

By **Jon Hegge** Feed Department Manager • [jon.wce@midconetwork.com](mailto:jon.wce@midconetwork.com)

Greetings from the feed mill crew! We hope the winter has treated you and your family well, and that you've avoided those nasty flu and cold bugs. For those who were out of power during the ice storm, we certainly thought of you.

New life is just around the corner, with baby calves, lambs, foals, and kids arriving soon. We've got our usual great product lineup on hand to help them get up and going, as well as some new products.

We have 4 different milk replacers for calves:

- Herd Maker<sup>®</sup> 20:20 NT
- Maxi Care<sup>®</sup> NT
- Nursing Formula NT
- Cow's Match<sup>®</sup>

For lambs, we carry Ultra Fresh<sup>®</sup> Lamb Milk Replacer.

New to our lineup this year is Bovine IgG colostrum replacement, licensed by the USDA as a single-dose colostrum replacement. I would recommend having this on hand during calving.

We also have Kid Milk Replacer, Mare's Match<sup>®</sup> Foal Milk Replacer, and Mare's Match<sup>®</sup> Foal Pellets. These

are some exciting new products, so call or stop by for more information on any of them.

During the final period before calving, ensure that your cow herd is getting the right levels of mineral nutrition. As a Land O'Lakes Level 1 manufacturer, we use their formulas and make mineral right here in Watertown, ensuring a fresh, high quality product. Bulk or bag, we have the mineral and exper-

tise to help you get the most out of your nutrition dollar.

Finally, we also carry Aureomycin<sup>®</sup> 10-gram pellets for feedlot cattle. This product can help keep them healthy and gaining through the inevitable ups and downs of winter.

No matter what the nutrition topic or species, please feel free to come in and discuss your needs with us. We feel honored

to be able to help you with your operation. Thank you for your past and future patronage, and have a safe spring. ●



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



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<b>Seed</b>	<b>605-886-0054</b>
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