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Getting Ready for Spring

By Ehren Grupe *Agronomy Department Manager • ehren@watertowncoop.com*

Many thanks go out to all of our customers for the prepay chemical and fertilizer orders we have received. Your patronage of our products and services is extremely important to us. We want to do all we can to provide the agronomic solutions you need to be profitable on your acres for the 2007 growing season.

This year's rising nitrogen fertilizer market has shown the value of being in contact with **Watertown Co-op** in committing tons. We're seeing a market that is going up primarily because of supply and demand. One of the things that is unique about this market, however, is the separation that has occurred between natural gas prices and fertilizer. Watch the other fertilizer markets, too. Specifically, MAP has the potential of running short on tons later in the season. The potash market is currently fairly stable, but it could spike a little later in the spreading season.

We're still taking prepays on products throughout the agronomy department. For those who just booked nitrogen to ensure delivery of product, you are guaranteed your booking. Booking the tons and paying for them helps us better manage our inventories and, in doing so, also helps the equity of your cooperative.

Monsanto® continues to have incentives in place for growers to gain value from the Roundup Ready® system. A few Roundup Rewards® enhancements include an additional \$1.30 from Monsanto if Harness® is used ahead of corn acres. So the maximum reward with Roundup Original MAX® is \$2.60, and \$3.90 with Roundup WeatherMAX®.

If you have any questions about this or any agronomic issue, please don't hesitate to give me or any of our sales staff a call. ●



Spring is just down the road. What can we do to help you get ready for it?

Seed You Need Available Here

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



Hello from the Watertown Co-op seed department. I hope the winter has treated you well so far. Thanks so much for all the seed orders you have placed through us. Sales have been great and we appreciate your patronage.

Overall, seed corn supply is getting tight throughout the industry, but we still have access to many of our top-selling hybrids with all of the traits you need available. If you have some acres to adjust or just need to finish out your 2007 seed order, please give us a call.

With all of the talk about wheat acres and some extra corn-on-corn acres, soybeans have somewhat taken a back seat. Rest assured that we have a very good supply of top-yielding beans. If you are in need of good soybean products for this spring, plan ahead to take advantage of the remaining cash discounts. These are the varieties we are carrying in bulk this year:

- Asgrow 1102
- Asgrow 1401
- Asgrow 1702
- Croplan Genetics RT1100

All of these products are suited to our growing conditions and are high yielding. They also contain valuable defensive traits including Iron Chlorosis and Phytophthora Root Rot protection.

We will be adding Cruiser®Maxx® to our seed treating capabilities this year, along with custom treating of Optimize™ inoculant and Warden™ RTA® fungicide. Give me a call if you want to learn more about these seed treatment options, and we can discuss if they are economical for your farming operation.

Curious about area response to Roundup Ready® alfalfa? It is in its second season of production now for area growers, and satisfaction so far has been great. Roundup Ready alfalfa acres produced more tons and higher quality hay, especially in that crucial initial seeding year. Supply will be very tight on all high quality alfalfas this year, so I encourage you to plan ahead. If you're not sure if you should tear out an existing stand of alfalfa, contact us this spring and we'll take root scores of your field and make a determination of its plant health. For every field we take root scores on, you will receive a coupon toward the purchase of Croplan Genetics® alfalfa.

Again, thank you for your trust in our seed department. Please don't hesitate to call with any questions. ●

Check these Web sites out for complete individual plot information.

- www.monsantoperformance.com
- www.watertowncoop.com

Multi-Year Performance Results for Northern South Dakota

Variety	Maturity	Number of Comparisons	Win Percentage	Competitive Yield Advantage (Bu/A)	\$/Acre Advantage
AG0801	0.8	762	45%	-0.3	-\$1.94
AG0803	0.8	131	51%	-0.3	-\$1.57
DKB08-51	0.8	471	52%	0.6	\$3.81
AG1002	1.0	146	77%	2.6	\$15.45
AG1102	1.1	621	65%	1.5	\$9.21
AG1401	1.4	395	62%	1.2	\$7.13
AG1702	1.7	198	77%	2.5	\$14.87
DKB18-51	1.8	94	62%	1.7	\$10.05
AG1903	1.9	236	66%	1.4	\$8.22
AG2002	2.0	28	68%	1.3	\$8.05
AG2107	2.1	211	49%	-1.0	-\$5.90
DKB22-52	2.2	254	67%	0.5	\$3.20
AG2403	2.4	274	69%	1.2	\$7.29
<i>Average Advantage</i>		3821	62%	1.0	\$5.99

The above data was compiled with the following parameters: 1) All competitors, excluding Dekalb® and Asgrow® products, 2) Data from 2004, 2005, and 2006 in ND and SD (Not MN due to SCN), 3) Comparisons against all soybean varieties within +/- 0.3 RM days, 4) Soybean price of \$6 bushel.

Feed Department News

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



Happy New Year! I hope everyone had an enjoyable holiday season visiting with family and friends. It's good to be in touch and back working with you on all your livestock nutrition needs.

The winter so far has been fairly easy, with weather that hasn't been too hard on cow herds. Cows should be in pretty good shape going into calving season, which of course is the ultimate goal.

We do advise watching protein levels the closer you get to calving. Our RangeLand™ protein tubs are convenient and economical to use. They are a 30% protein product with the right blend of minerals and vitamins for your herds' optimal nutritional needs for this time in their gestational season.

Breeding mineral program

We also advise looking at switching to the breeding mineral program about this time of year. This mineral program helps with disease prevention, improves fertility, and promotes fetal development. For best results, we recommend feeding it 60 days before calving all the way through breeding season.

Bottle calf needs

As always, we have milk replacer and colostrum supplements on hand for those crucial first days and weeks of a calf's life. We have a variety of products so you can balance the performance that best suits your needs. All of our calf products are made from top-quality ingredients and are backed by our years of nutritional experience.

Balancing rations

Higher corn prices are having an effect on fed cattle margins and marketing decisions. Our nutritionists can help you with profit projections and decision making

as you determine costs of production and feed alternatives when it comes to finishing your cattle. We are glad to provide this service, so please give me a call here at the feed mill and I'll arrange an appointment with our nutritionist.

Lambing nutrition

Lambing is now well underway, and we can set up your ewe rations to best help your herd through the season. Two of our more popular lamb creep feeds include Lamb Creep Texturized B90 and Special Lamb Creep Mini-Pellets. Our texturized feed contains rolled grain with pellets, while the other is a complete mini-pellet. They can both be fed free-choice to lambs. Another best seller is our Ultra Fresh® Lamb Milk Replacer. This product has 24% protein and a 35% fat level.

Dairy producers

We continue to be a one-stop feed nutrition store for dairy producers. We have products for calves at each stage of their growth development, all the way up to the specialized needs of your milking dairy herd. You will not find a better source of milk replacers than what we have to offer—our three different levels of products will jump-start those calves to a healthy, productive life. Additionally, our variety of protein pellets for calves and cows emphasize performance and profitability.

As always, this department offers a complete source of nutrition products for just about all varieties of farm animals. Our ration balancing services provide the best nutrition recommendations you're going to find anywhere. Please don't hesitate to give us a call if you have any questions. Thanks for your past business. We look forward to working with you in 2007 and wish you health, safety, and prosperity in this new year. ●



Time Has Come for VRT

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

The results are in and they are overwhelmingly positive from last year's side-by-side corn yield trials using variable rate technology (VRT) application. The side-by-side tests were run on cornfield acres with management practices commonly used across the Watertown Co-op trade area—in other words, these fields were managed as much like your own fields as possible. The results were 16 to 19 bushels greater than the non-VRT check acres!

And this is just the yield difference. This doesn't even include the additional value that was incurred from fertilizer savings. You can figure out for yourself the extra money you pocket for greater corn yields in today's market, on top of the additional value you receive by not over-applying fertilizer on known less-productive areas in your field.

The combination of today's corn market coupled with today's nutrient market positions VRT as an excellent strategy for optimizing production. The conventional method of applying nutrients at a uniform rate over-feeds low-yielding ground (and we all have those areas in our fields) and underfeeding higher-yielding areas. Who can afford to do that in 2007?

Please spend a few short minutes with us if you're interested in taking this next step. We'll make it worth your time and money to visit with us about VRT. We just need a little cropping history information. Precision

Partners makes the process simple and we can figure out here how it could benefit your operation.

We have four VRT machines for applying fertilizer, so we can cover the Watertown Co-op trade territory. If you're interested at all, please give Ehren Grupe or me a call. To make this work efficiently, we do need to know your intentions so we can schedule accordingly. We're looking forward to working with you this spring. ●



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



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Henry Branch	605-532-5812



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