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Reasonable Choices in Tougher Times

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

With harvest comes a good opportunity for evaluating the growing season. The effects of drought across this country are allowing a good read on the differences in the land. Yield monitors and visual appraisals are demonstrating the value of placing the right type of seed on each of your fields.

We have a talented agronomy team, and they can help you make reasonable seed choices when it comes to all the hybrids and varieties available. It's not necessarily the yield leaders at the test plots and field days—it is the seed that has been genetically tested and grown to meet the needs of your soil and management conditions. Our team can help you make the right selections.

With harvest well underway, we are seeing a soybean harvest that is about 80% of last year's total. On the corn side, we expect yields to be about 75% of what they were last year when averaged across our trade territory. As dry as it was during much of the summer, it appears that our August rainfall was greatly beneficial and timely, and for that we are grateful.

As a cooperative, our intent is to provide you with cost-effective management solutions for your farming and livestock enterprises. In challenging years like the one we've just had, you can see the difference and the value your co-op can bring back to your bottom line. For instance, our variable rate strip tilling machine maximizes fertilizer placement. Call to line up this service. Additionally, our fall seed and fertilizer programs are designed to optimize cash flows and input dollars.

On the grain side, our merchandising team can add cash to your bottom line with a variety of grain contracts. Remember: raising the crops is where you spend the money. But selling them is where you make money. I can't emphasize enough the importance of this aspect of your operation.

Watertown Co-op has it all—put us to work and let us partner with you to profitably enhance your success. ●



www.watertowncoop.com

Time to Make a Plan

By **Scott Borg** *Grain Merchandiser* • scott@watertowncoop.com

Patrons who used our COMPASS grain contracts have been able to make some valuable gains on their grain sales. Those who participated added cash to their bottom lines, locking in some very attractive prices. All of our COMPASS customers were able to maximize returns on grain sales.

That same opportunity exists for the upcoming year, and it all begins with having a plan in place to capture these gains. Using the Marketeer™ program can help you see how various strategies, like using COMPASS contracts, would play out. The key is doing something, as opposed to doing nothing and letting opportunities slip away.

For instance, we already know there's going to be 4.5 to 5 million more acres for the 2007 wheat crop. Making some sales earlier while prices are higher will earn you considerably more in the long run.

Call us today so we can help you with your marketing strategies. We have a variety of programs in place, and we can design a plan to fit the unique needs of your operation. ●



GRAIN DEPARTMENT REMINDERS

- Our trucks are ready for on-the-farm grain hauling. Call in advance to arrange scheduling.
- Make sure your LDP paperwork has been completed.
- Soybean DP—No minimum, 4¢ per month. Pro-rated from time of unload. Free until Oct. 20.
- Corn DP—Free until Nov. 17. No minimum, 3¢ per month. Pro-rated from time of unload.
- Extended hours are underway through harvest.
- If you haven't dumped here recently, you're in for a pleasant surprise. Our revamped probe and driveway system will have you in and out of here rapidly. ●

Agronomist **Robin Laskowski** recently joined our staff. Robin is a CCA (certified crop advisor), and has a bachelor's degree in agriculture. He will be selling agronomy inputs and providing management advice about seed, fertilizer,



VRT services, and crop protection products. **Travis Christensen** from our Webster location is transitioning into a sales agronomist position. Our goal of profitably enhancing the success of our patrons continues with these staff additions and transitions. ●



From the Agronomy Department

By **Trevor Stieg** *Sales & Marketing Manager* • trevorstieg.wce@midconetwork.com
and **Ehren Grupe** *Agronomy Department Manager* • ehren@watertowncoop.com

From a standpoint of field evaluation, the 2006 growing season will be extremely valuable for reviewing the zones contained within each field. Climate abnormalities abounded this year, which will contribute to the perspective we can gain from the highs and lows of each field.

In the past few years, we really haven't seen that, because overall good conditions made poorer areas yield well and good areas yield even better. Let this year be your stepping stone for moving into a new train of thought about management—treating acres within your field differently depending upon the zone and potential each area of your field contains.

Soil sampling is, as always, the way to start each fall. We can

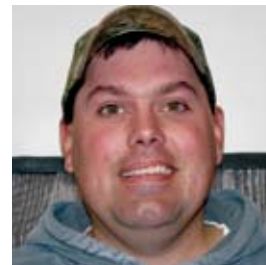
sample up until it's very frozen. If you want a more in-depth analysis of your soil types, we can zone test the different areas so that you can fertilize them accordingly this spring.

We would also be happy to help you evaluate your yield information. All of this information together can be a significant tool for 2007 on how to treat each of your field areas.

As always, we appreciate your business and look forward to partnering with you in finding profitable farming solutions. If you have any questions, we welcome them all. Please contact us whether it is about billing questions, wanting a farm visit or help in scouting, or the use of a weigh wagon—just give us a call. We value your feedback. ●

Seed Decisions for 2007

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



Soybean harvest is well underway and has wrapped up in some areas, with a good start begun on corn harvest. Please don't hesitate to call your local sales agronomist to line up our weigh wagon. This will be a good year to test the defensiveness of your corn hybrids. We will again be putting together a harvest summary book of the information we gather from the weigh wagon and data from your yield monitors. This information will also be posted on our Web site. The more side-by-sides we weigh, the more valuable the information will be in our plot book. All of this will help with the 2007 decision making process for seed purchases.

As harvest rolls ahead, it is definitely time to be thinking about your seed needs for next year. A few of our programs include:

- **First cash discount deadline:** November 22.
Prepaying for your seed by this date guarantees the best price of the season.
- **Croplan Genetics®:** 24/24 program on triple stacked hybrids—you get \$24 off the first 24 bags.
- **Dekalb®:** Free jacket on minimum order of 24 bags of corn OR 200 units Asgrow® soybeans.
- **Seed financing:** Receive as low as 0% interest on seed purchases through next fall.
All cash and volume discounts apply.

Soybeans

We will again offer bulk soybeans, custom seed treating, and soybean delivery to the farm. We are also upgrading our bulk system to speed up soybean loadouts. The bulk soybeans offered at **Watertown Co-op** include:

- Asgrow 1102s
- Asgrow 1401s
- Asgrow 1702s
- Croplan RT 1100s

Croplan RT1100s are a precision pak of two different soybeans. This gives you the best of both beans—an offensive variety for the good part of the field and a defensive variety for the tougher field areas. It has been proven through yield trials that a blended soybean will outperform either one of the components in a whole-field scenario because of soil type and environment variability.

Answer Plot

Thank you to everyone who attended our Answer Plot tour in August. Look for this data in our harvest results book around November, along with information from our other plots. All of this will also be posted online. Thank you for your business, and we look forward to working with you in 2007. ●



FOR MORE INFORMATION:

To get information on our Dekalb®/Asgrow®, Croplan Genetics®, and NK® Brand seed or to place an order, please contact any of our sales agronomists.

Brian Kohlenberg: 605-881-2421
Trevor Stieg: 605-237-4404
Robin Laskowki: 605-237-0396
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Feed Department

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

It would have been nice to have gotten the rains we received in late summer earlier, but there's nothing we can do about the timing. They have made harvest a challenge and could have an effect on calves at weaning time. Fortunately, we have a line of starter feeds that can be a big help during the weaning process.

The Land O'Lakes® SteakMaker® Stress Care™ starter feeds are highly fortified and designed to replenish nutrients that have been lowered from stress and shipping. No matter your situation, we have a product line that will fit your current needs, from feeding rates of 0.5 lb. per head up to 2% of the calf's body weight.

The Stress Care product most frequently used is Stress Care B500, which is usually fed at 1 lb./head/day, and can be mixed with your own grain. It is generally fed for 14 days, with producers then switching to their regular rations. This product has worked really well in this area, getting calves off to a great start after weaning.

For cattle on pasture, our creep feed supply is still excellent. We carry creep with Bovatec® and creep containing both Bovatec and Aureomycin.® As discussed in earlier newsletters, our new RangeLand™ Ration Manager™ product has been tested locally and is gaining widespread popularity



in use. Sold as a pellet to be mixed with fine cracked corn, it is an excellent feeding solution. Animals on Ration Manager do need to have plenty of forage available, however.

While it seems obvious, we must always emphasize the importance of cow nutrition this time of year.

It's an important time nutritionally for the calf the cow is carrying. Our vast product line covers a variety of management methods that will help supplement and ensure they are getting the protein, minerals, and vitamins required.

We always talk quite a bit about beef cattle, but we also have the products and nutritional expertise necessary for dairy, swine, sheep, and horses. From milk replacers to the latest in performance horse nutrition, we have just the product you need. Please watch for more information in future newsletters.

No matter what your livestock specialty, we thank each and every one of you for your business. Our goal is to help you succeed in your business...which of course helps your cooperative also succeed. Call us with any questions. We would also welcome the opportunity to visit your place if that would be helpful. Have a great fall, and don't forget to take some time out to enjoy this season with your family. ●

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



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