



Vol 4 • 3 October 2008

The Value of Our Seed By Trevor Stieg Sales & Marketing Manager • trevorstieg.wce@midconetwork.com and Travis Christensen Agronomy Manager • travis@watertowncoop.com

Now is the time to be thinking about your 2009 seed choices. The input market is such that seed is one more product that needs to be ordered well in advance of spring to take full advantage of early and prepay values. Seed remains the single most important choice that you will make. To that end, we have a product line-up high in yield, with the trait options that will help protect your field's yield potential.

Below are some recommended hybrids and varieties that are performance-positioned for the fields within our trade territory. We have as solid a line-up as we've ever offered within our 89-102 range, with a hybrid developed for any and all production scenarios.

Dekalb® corn hybrids:

- DKC 43-27 VT3
- DKC 46-60 VT3
- DKC 48-37 VT3

Croplan Genetics® corn hybrids:

- 2924VT3
- 3114BT3
- 3624VT3
- 3824VT3
- 3456VT3

Watertown bulk soybean varieties:

- AG1102
- RT1400
- AG1702

Webster bulk soybean varieties:

- AG0803
- AG1102



A note about our Watertown bulk soybean offering: take a look at RT1400. This medium maturity bean provides an extremely good field fit for rounding out our soybean line-up.

We know how busy fall harvest is, but we urge growers to utilize weigh wagon service and take some side-by-sides: verify which seed products are working best on which soils, the ROI of your fertility management, and the affect of insect pressure.

A couple of points to remember going into next year: drying costs will remain high. Crop moisture is already on our minds this year. So selecting hybrids with good dry-down will continue to be important next year. We were also pleased with the green-snap protection offered by our line-up this year. Yes, some fields were affected by those 100 mph-plus winds, but overall, our fields stood tough.

The time is now and your team is in place. Call us for more information about seed. Your profit potential begins with choosing the seed that optimizes yield on every acre planted. ●

www.watertowncoop.com

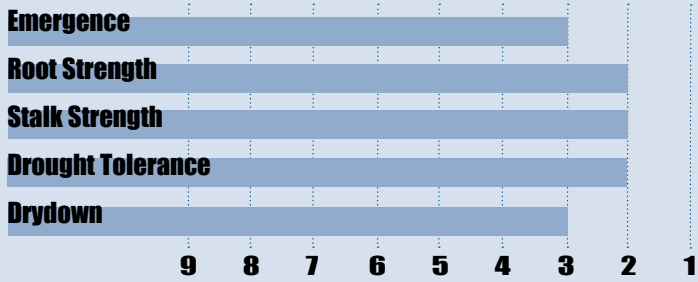
Earning Value With Early Order Programs

Order 36 units of Dekalb® corn or 120 units of Asgrow® soybeans before December 15, and you'll earn a great-looking coat. Stretch your seed dollar while buying proven Croplan Genetics® Triple Stack hybrids: growers who purchase a 24-unit minimum of Triple Stack will receive a \$24 per unit discount, up to a 120-unit maximum. This program is available through mid-January. ●

Recommended Corn Hybrids



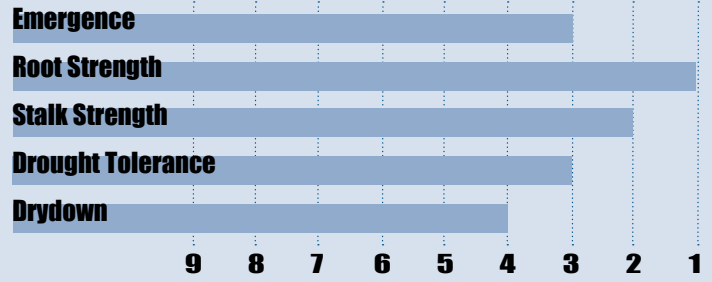
DKC43-27 (VT3) 93 RM



- Very good yield performance, especially under challenging growing conditions
- Excellent stalk and root strength
- Early flowering
- Smaller plant type for reduced residue after harvest



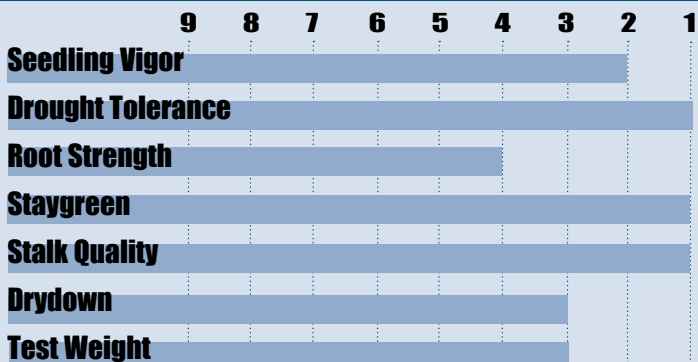
NEW DKC48-37 (VT3) 98 RM



- Great yield potential in highly productive soils
- Excellent standability due to stellar roots
- Very good staygreen and harvest appearance
- Top-notch test weight and grain quality



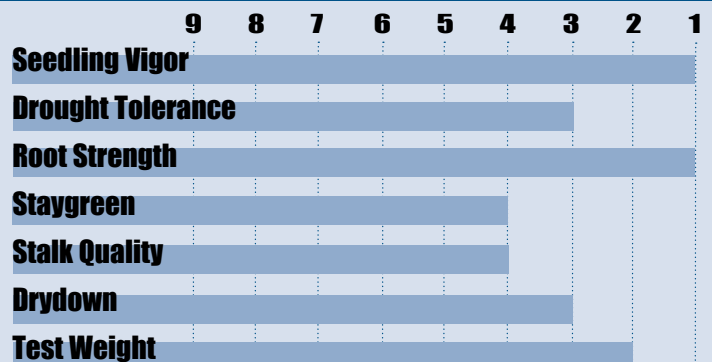
3456VT3 95 Day GT=HY.eh.xN.e



- Excellent stalks, staygreen and late-season intactness on sandy soils where other hybrids die early
- Large ear with good flex enables the use of lower populations on sandy soils or corn-on-corn application



3624VT3 95 Day GT=HY.ur.x N. s.



- Strong yield performance in high-yield environments
- Exceptional roots, excellent seedling vigor and test weight
- With only average stalks, staygreen, disease tolerance and drought tolerance, this is an eastern South Dakota hybrid

FALL SERVICES

Soil Sampling

We know this sounds like a broken record—but if ever there was a year crucial for soil testing, this one is it. In the past, soil sampling could be fairly easily overlooked during the fall. But with the higher cost of your seed and fertility inputs, soil testing is absolutely vital for nutrient application decisions and for the subsequent yield potential of your seed. It is a return-on-investment that can no longer be ignored.

Besides traditional testing, we're seeing a growing use of geo-referenced zone testing. Adjusting fertilizer application rates to match zone soil test recommendations can help you better manage overall fertilizer costs. Either method, end your fall season by getting on the soil sampling schedule. We can sample up until it's very frozen. ●

Prepay Management

We've entered into a new era where it has become just as important to watch the input market as the grain market. Many key inputs are experiencing volatility levels that compare to grain markets. In this new marketplace, the old way of buying inputs is being phased out for new and earlier pricing periods. We actually have programs already underway this month for some inputs. In other cases, different products have another prepay time period.

The issue to know is that this new input marketplace is here to stay, and that you need to be thinking, planning, and ordering your input needs now. Know that we are doing all we can to manage inventory and price protection on the products you need for profitable return on investment. We also continue to spend as much time as we can on our own education—so that we can help you with wise farm management decisions.

Contact us with any fall service, seed, or input questions and orders:

Trevor Stieg: 237-4404 cp

Travis Christensen: 886-8333 (agronomy office)
237-3106 cp

Lars Enerson: 880-3720 cp ●

Strip Till/Chisel Plow

Our new deep band chisel service has been widely embraced by growers across the trade territory. We're grateful for the response and are pleased that we can provide this value to our customers. Acres are still available for booking, but we strongly encourage a phone call right away to get on the list. Nutrient banding has proven its value for increasing fertilizer efficiency.

Strip tilling is also underway with our variable rate, auto steer machines. The improved seedbed and more efficient use of fertilizer can help boost profitability for our producers. Strip till is also efficient time-wise and tire-wise, by performing tillage operations, fertilizer applications, and seedbed preparations in one pass.

Both systems are auto-steer, VRT-equipped, with the strip till having a 2-bin system and the chisel having 3-bin capabilities. ●



Variable Rate Technology

Going into 2009, variable rate technologies for nutrient applications and even seeding will have a banner year when it comes to return on investment. Why feed high-priced fertilizer to areas of a field with known production issues? Why seed droughty areas in your fields with the same seed population as the more productive acres?

That's the basis behind VRT. The technology has the potential of increasing your bushels-per-acre, besides the additional value that comes from fertilizer and seed savings. The combination of today's corn market coupled with today's nutrient market positions VRT as the best strategy for optimizing production for 2009. And with today's seed prices, getting each seed to grow to its maximum potential is just wise use of inputs.

Take the step, make the call. It's worth your time—and money—to visit with us about VRT. ●

Feed Department News

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



Calves on pasture this time of year will really benefit from creep feed. Some recent numbers I ran showed a \$16 per head return-on-investment from creep feed, due to increased weight gain. That doesn't even take into account creep's health and

nutritional values at weaning time. Calves will hit the bunks sooner and will be less likely to have health issues because of the nutritional boost they receive from creep feed trace minerals. Creep Pasture Gest 14 with the Bovatec®/Aureomycin® combination provide a pre-conditioning boost that helps transition calves as they near weaning.

Besides helping the calf, you're also helping your next year's calf crop, by taking some of the milking pressure off the cow. Another product to keep in mind, if and when you turn cows out on cornstalks, is our 30% protein tubs. They really balance out nutrition conditions with supplemental urea.

We then recommend Stress Care Supplement B500 at weaning. Fed at a pound per day for 14 days, the product jumpstarts the immune system by rapidly replenishing depleted trace minerals. Around day four you might want to consider Aureomycin® crumbles for top dressing. Call and talk to us before weaning, so that you don't skip a beat as you're feeding. This is the most critical time for your calves and

we want you to come through this period with as few problems as possible. Depending on your management, we also carry an HCP Stress tub that is also a 14-day product.

One thing I want to emphasize is the quality of all our products. For instance, we use the true, guaranteed Aureomycin. There are cheaper versions out there—which we won't touch. The guarantee means you're getting exactly the amount of active product as labeled.

Our new line of Land O'Lakes® weatheguard mineral has shown its value this summer out on pasture. We have several products available within the new line so call for more information. We also have another product for the growing number of producers utilizing distiller's co-products. It is balanced to meet the unique rations formulated from distiller's grains, with higher calcium levels and no phosphorus.

And finally on the dairy side, AMPLI-Calf™ Technology—a breakthrough product for calf starters—is now available in the Future Cow® calf starter product line from Land O'Lakes. The feedback we are getting from this starter has been nothing short of extraordinary. Please tell us your experience after you try it.

I hope you had a great summer and set aside some special time with your family. Thanks so much for your business. Please let us know how we can help improve your livestock operation with our products and services. ●

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



PRSR STD
U.S. POSTAGE
PAID
VISTACOMM

Office 605-886-3039

888-882-3039

Agronomy 605-886-8333

Feed 605-886-4406

Grain 605-886-5565

Seed 605-886-0054

Webster Branch 605-345-3366

Henry Branch 605-532-5812

